

MICHIGAN TRADESMAN

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Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 7, 1906

Number 1168



his whole question of excessive water and salt should be of second consideration to the buttermaker. Quality should always be the first consideration; therefore, if you cannot make the highest quality of butter and incorporate 14 per cent. of water go back to 12. • I believe it is possible to make just as good butter with 14 per cent. water as with 12. This, of course, is just my private opinion. • In the making of butter, cheese or anything else, the maker should be guided by the requirements of the market and should endeavor to make the quality of his goods suit the demand • Caution should be exercised in making any radical changes.

—Prof. G. L. McKay

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.

The Best People Eat Sunlight Flour Flakes

"Sell them and make your customers happy."

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

The Odor of a Really Good Cigar



is enjoyed by most ladies in spite of their objections to smoking themselves. No gentleman need fear to ask permission to smoke an

S. C. W.

5c Cigar

in the presence of his sweetheart or best girl, as it is remarkable for the fragrance and purity of its smoke.

G. J. JOHNSON CIGAR CO., Makers

Grand Rapids, Mich.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers

Waste Dollars

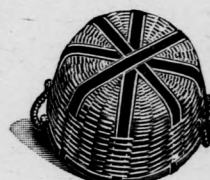
By Using Cheap Baskets

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

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

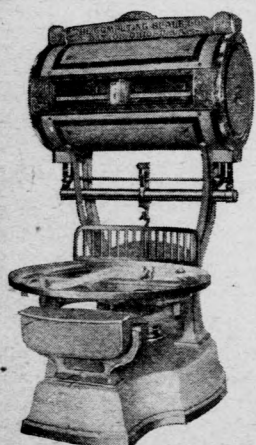
will *weigh out 100 per cent.* of the weight you paid for when you bought the goods. *No other scales* will do this.

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, FEBRUARY 7, 1906

Number 1168

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

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Grand Rapids, Mich. The Leading Agency

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Late State Food Commissioner

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jobbers whose interests are affected by
the Food Laws of any state. Corres-
pondence invited.

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Collection delinquent accounts; cheap, ef-
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Collections made everywhere for every trader.
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BONDS

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BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

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

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Wonderful Increase in Local Bank Balances.

The bank statements published last week, showing the condition of the banks at the close of business January 29, are not of a nature to cause discouragement as to this city's business prospects. On the contrary, those who see in the bank statistics an index to general conditions will find in the figures much to give them satisfaction. Comparing the statements with those of a year ago, or rather of January 11, 1905, it will be found that the grand totals now are \$30,008,163.54, an increase of \$2,380,799.48. The loans and discounts now aggregate \$17,285,829.50, an increase of \$1,417,778.62. The banks are carrying a total of \$4,510,417.13 in bonds, stocks and similar securities, an increase of \$392,079.10. Of these investments the State banks hold \$4,041,123.83, while the Nationals have but \$469,293.30. The Nationals have reduced their holdings of Government bonds by \$263,700, to \$2,174,990. This is the only item in the consolidated statement that shows a reduction, as compared with last year.

There has been an increase of \$100,000 in the banking capital, as compared with a year ago, the new City Trust and Savings Bank having started in business. The total now is \$2,200,000 in National banks, \$750,000 in State banks and \$200,000 in the Trust Company. Without the Trust Company, whose figures are not included in any of the totals, the banking capital is \$2,950,000. To this total may be added \$1,520,796.71, representing the surplus and undivided profits which the banks have to their credit. The increase in this fund the past year has been \$153,962.88, or about 5 per cent. on the capital invested.

The commercial deposits now aggregate \$8,422,809.65, an increase of \$688,968.29. The certificate and savings deposits show an increase of \$868,689.39, to \$12,365,527.30. The due to banks is \$2,512,189.64, an increase of \$686,961.86. The total deposits are \$23,430,566.86, an increase of \$2,015,541.93. This is a large and very sat-

isfactory increase for the year, but it is not unprecedented. The gain in total deposits for 1897, for instance, was \$2,063,000. In 1902 the gain was \$2,214,000, and the greatest of all records was made in 1901, with a gain of \$3,893,000.

The bank statements have been coming forth periodically, as called for, and the gain has been noted from report to report and from year to year, but how many appreciate what this accumulated gain amounts to? Comparison of the statements just issued with those issued in 1896, ten years ago, shows a change that is almost marvelous. In 1896 the crest of the hard times had been well passed. The tendency toward prosperity was well developed. Business was branching out and enterprise awakening. We had become accustomed to seeing in each new statement a better condition reflected than its predecessor contained. The total in the May 7, 1896, statements was \$12,115,014.98, to compare with a total of \$30,008,163.54 now. The loans and discounts then were \$7,782,796.60, while now they are \$17,285,829.50. The stocks and bonds investments then were \$1,654,041.38; now they are \$4,510,417.13. There has been an increase of \$250,000 in the banking capital, with an increase of two banks in the number doing business. The surplus and undivided profits in May, 1896, aggregated \$757,982.80; the total now is \$1,520,796.71. The commercial deposits then were \$2,963,392.48; now they are \$8,422,809.65. The certificate and savings deposits ten years ago were \$4,828,597.75; now they are \$12,365,527.30. The due to banks has increased from \$554,214.21 to \$2,512,189.64. The total deposits were \$8,823,674.89, and we were proud of the showing; now the total is \$23,430,566.86, an increase of more than 250 per cent.

The bank clearings for 1905 were \$108,755,281.27; in 1895 they were \$39,016,040.34. Going back nine years further to 1886, when the clearing house was established, they were \$19,601,587.66. The clearings doubled from 1886 to 1895, and nearly three fold from 1895 to 1905.

The past ten years have been years of prosperity, growth and expansion. We have all known this and the comparative figures will give us a better understanding of it.

S. A. Sears (National Biscuit Co.) has gone to Texas, where he will spend a fortnight inspecting the factories and branch houses of his corporation at Austin, Houston, Fort Worth, Galveston and San Antonio. He will visit El Paso, where his eldest son is located, before returning and possibly assist in establishing him in the bread baking business.

Official Announcement of the An- nual Banquet.

Grand Rapids Feb. 6.—The Grand Rapids Retail Grocers' Association begs to announce that hereafter the meetings of the Association will be held the second and fourth Thursday evening of each month in the Knights of Columbus hall, over the offices of the Herald, 184, 186 and 188 East Fulton street.

The Association has planned a great many important features for the year, principally among them being the annual banquet for grocers and their ladies, the fourth annual food show and the State convention of grocers and general merchants, to say nothing about the hundred and one things we are constantly doing to promote the general welfare of the grocers in our community.

We trust the above will interest you and if you are not a member or an attendant at our meetings, we hope that hereafter you will aid us with your presence and advice. You owe it to your fellow grocer and we assure you that, from the personal standpoint, it will do you a world of good to get better acquainted with your competitors in trade. Concerning the banquet the committee is pleased to announce that they have procured the services of Fred Mason as principal speaker for the evening. Mr. Mason is Ex-Secretary of the National Retail Grocers' Association and reputed by all that ever had the pleasure to hear him as one of the best and most entertaining of after dinner speakers. The banquet will take place on the evening of March 8, at our regular meeting place promptly at 8 o'clock and it is the desire of the committee that you take your wife or lady friend. The charge per plate has been placed at the nominal price of 75 cents and we assure you a first-class menu and program.

As the tickets of admission are limited, we earnestly request you procure them early as the committee must know five days in advance how many to provide for.

Homer Klap, Secretary.

Match for Dr. Wiley.

E. O. Grosvenor is in Washington, whither he went on Sunday to arrange for the appearance of Prof. Vaughan, Prof. Kremers and Prof. Kedzie at the hearings of the House Committee on Inter-state and Foreign Commerce, which are to begin Feb. 13. It is predicted that Dr. Vaughan will prove a match for the crafty and shifty Dr. Wiley, who has heretofore succeeded in shaping all food legislation his way. Dr. Vaughan has been placed in a good many trying positions and has never failed to acquit himself with credit and to the entire satisfaction of his friends.

ONE YEAR'S WORK.

Achievements of the Grand Rapids Board of Trade.*

The announcement has just been made that I have been unanimously selected to be my own successor as your President for the coming year. Twelve months ago, when I stood before you for the first time as your leader, the high honor conferred upon me, coupled with a deep sense of the responsibility attendant thereupon, caused misgivings to possess me lest the requirements of the position and your expectations should not be properly met and the high standard of my predecessors be maintained. Now to be considered worthy to continue as your chief executive appeals to my inmost being and awakens a desire for greater strength and ability with which to serve you more acceptably and with greater efficiency. This continuance of your esteem and confidence compels a grateful public recognition of the same from me and a pledge of my best endeavor to merit this mark of distinction at your hands.

My sense of appreciation would be seriously at fault if I failed at this time to recognize the earnest support given me during the past year by my predecessors in office, the Secretary and his assistants, the directors and members of the organization in general and the local press. Uniform courtesy, kindness and the spirit of helpfulness have been universally extended, and through the harmony and hard work that have prevailed much good has been accomplished, as has been indicated in your Secretary's report. Influential business and professional men have freely donated the influence and wisdom at their command in the interest of our common good. The members appointed to the various committees have performed their work so faithfully and well and in such an excellent and public spirited manner that your President and Secretary have been made to rejoice and speak with emphatic praise of the loyal service rendered. Let us stop for a moment and think of the gift in time, with its money value and beneficent results in the city's best interests. During the year the impressive number of two thousand six hundred and seventy-three hours have been spent in this public service, not including the time of the Secretary and his helpers. The coin value of these three hundred and thirty-four days, of eight hours each, amounts to thousands of dollars, while the beneficial value of the results of this high class of intellectual service can not be computed. In view of such a splendid record of self-sacrificing toil in the interest of the public welfare of our beloved city I am justified in the use of language that may seem somewhat eulogistic in referring to the same. It appeals to me with such force that I crave the power of speech and an eloquence of utterance that shall adequately convey a proper appreciation of such public spirited services, encourage their continuance on the part

of the workers who generously gave them and induce others to have a share in such glorious citizenship. There have been times during the past year when it seemed that some of our members had obtained the spirit sought after by a patriot when he voiced these words, "Thank God for the heroes and the prophets and the martyrs who paid the cost in the past, but let us pray God that He may help us of to-day to realize in ourselves so much of the real joy of sacrifice that we shall give ourselves as best we can in loving service to humanity."

To obtain pre-eminent success in the future this Board of Trade must be determined not to be outdone by any achievements of the past, but as its life is prolonged see to it that its usefulness and progress are increasingly magnified. It must have the spirit, properly guided, that actuated the farmer of whom you have heard. You will doubtless remember that a gentleman, traveling with horse and buggy, told this story:

"At the junction of two highways in a certain county I found the directions on the guide board all faded out; and noticing a man at work in his field, I hitched the horse and went over to him and asked:

"Will you kindly tell me how far it is to Painsville?"

"Have you asked anyone else?" queried the farmer, as he leaned on his hoe.

"Yes; I asked a man back here about a mile."

"Was his name Bill Scovel?"

"Yes, I think it was."

"What'd he say?"

"I understood him to say that it was nine miles."

"Well, then, it's 'leven."

"I took his word for it and went on, but found the distance only seven miles. Returning that way next day, I encountered the man mowing weeds along the highway and said:

"Why did you tell me yesterday that it was eleven miles to Painsville? You must have known that it was only seven."

"Bill Scovel told you nine, didn't he?"

"Yes."

"Well, Bill Scovel thinks he's the biggest liar around here, and I told you 'leven to show him that he'd got a hard man to beat when he set out to git the best of Jim Watson."

Splendid opportunities still await the earnest efforts of the workers who are willing to give themselves "in loving service to humanity." If we are to have a healthier city, a cleaner city, a better governed city, a city of conveniences, a more beautiful and moral city large thought must be given and practical work rendered. Among the urgent necessities of the hour are a purer water supply, air not vitiated with carbon and life-shortening impurities, a better system of municipal sanitation, a juvenile law court, a new postoffice building and a more complete and convenient plan for house numbering. Let us not forget the benefits that would come from public bath houses in winter, swimming places in summer, cleanliness in our streets, drink-

ing fountains, increased tree planting and protection. Fraudulent soliciting schemes should be nipped by a frost from the Police Court and fly-by-night concerns pursued until the pestilence that wastes the substance of legitimate dealers at mid-day and disappears at mid-night, leaving sorrow in its wake, shall be stamped out. We ought to lend encouragement to a charter commission and support educational, benevolent, moral and religious causes as seem proper. Let me suggest that at least once a year, perhaps during the West Michigan State Fair week, a special day be set apart for entertaining the associate members of our Board. This would certainly strengthen the social and business bonds that unite us to this large and increasing body of merchants and be mutually beneficial.

The distinguishing honor seems to await me in the near future of welcoming you all to our first real home. Plans for its adaptation to our work and purposes are completed, and it is believed the architectural and practical features will prove eminently satisfactory. It is hoped that soon after we occupy the same interesting functions may be planned whereby our members can get better acquainted with each other and enjoy more thoroughly the privileges offered for service.

This Board of Trade should be so impartial, non-partisan, fair and able in its work that its conclusions would be acceptable to this community because of confidence in its honesty, mental strength and experienced judgments. It ought not only to be an organization for the promotion and advancement of industrial and commercial affairs, but prove a helpful factor in the city's life and growth through its powers for conciliation and arbitration. We should be possessed of a high standard of Civic righteousness and stand like a sea wall against the storms of municipal evils that would destroy us. Last October President Elliott, of Harvard College, made a brief address to the under-graduates on "The Durable Satisfaction of Life." He directed attention to a clean, healthy body, free from the vitiating influences of habits and practices that dwarf and impoverish it; a wholesome ambition and capacity for work, with a trained mental strength to support the same to the best advantage; a lofty sense of honor, which is above all. As Shakespeare says, "The purest treasure mortal times afford is spotless reputation." So there are "durable satisfactions" for this Board of Trade, such as the bringing to pass great forces for good in the business world; improvements that shall represent the natural expression of uplifted thought; showing that pure motives, high ideals and the rivalry of excellence will leaven the world, and that courtesy and kindness are factors of success; helping men to love their daily work so that through it they may feel the divine impulse. To obtain these we must have in our membership those possessed of a high order of citizenship and civic pride; men who can not be bought nor sold, men who prefer honor to gold, men

who cherish the truth, men who have pure thoughts and love virtue, men who stand fast for uprightness and sobriety, men in whom the world has confidence and whom it will trust. There is no danger that the country will ever lack for money-makers. What we do need to fear is the possibility of a lack of public spirited men who think not for themselves first. Notwithstanding the burning scandals of the hour, integrity commands a premium, and a splendid character surpasses the highest financial values. In proof of this Mr. Jerome is District Attorney for New York county, Mr. Folk Governor of Missouri, Mr. Pattison Governor of Ohio, Grover Cleveland the guardian for policy holders in life insurance troubles and Theodore Roosevelt the world's greatest representative for the promotion of peace. When the nation calls for volunteers to defend its honor or protect its rights how the blood quickens, the heart throbs and the patriot rejoices to respond. Shall we deem the privilege to serve our day and generation by lifting high and higher the standard of our Christian civilization to be less important or sacred? A thousand times no! no! "Peace hath her victories no less renowned than those of war."

A short time since in a distant Eastern sea gathered one of the most notable fleets of war ships of modern times. The officers were assembled to hear a parting word from their commander. Admiral Togo, after reviewing their marvelous successes, said, "Victors, tie your helmet strings tighter." So let me direct your thoughts for a moment to the victorious achievements of the year just gone and urge you to gird up your loins, renew your strength and push the battle to the gate that ours may be a city read and known of all men for its love of and obedience to a Civic righteousness that glorifies the inhabitants thereof.

TRY IT.

"If you want to win a race,

Try it;

If you long for honored place,

Try it.

Men have lost and men have won
'Tween the settings of the sun—
There's a chance for everyone—

Try it.

You'll not win unless you start—

Try it;

Keep the faint out of your heart—

Try it.

Cut your pathway straight away,
Choose to go, or choose to stay;
Men move mountains every day—

Try it."

The man who is worthy of being a leader of men will never complain of the stupidity of his helpers, of the ingratitude of mankind, nor of the inappreciation of the public. These things are all a part of the great game of life, and to meet them and not go down before them in discouragement and defeat is the final proof of power.

One does not have to be crusty in nature to give a crust to the needy.

*Annual address of President Geo. G. Whitworth at annual banquet, Feb. 6.

THE PEER OF ANY



My, But Those Marguerites are Fine!

Walker, Richards & Thayer

Sole Manufacturers

Muskegon, Michigan



Movements of Merchants.

Manistique—J. A. Robert has opened a new meat market.

Manistique — Johnson & Norrin have opened a new meat market.

Fenton—Fred Viel has purchased the grocery stock of J. R. McCarthy.

Calumet—A new meat market has been opened here by Frank H. Shumaker.

Menominee—M. W. Davis will open a five and ten cent store about Feb. 15.

Port Huron—A. C. Colver has sold his meat market to C. Zeller, who has taken possession.

Dundee—Geo. Shaefer has sold his hardware stock to Mr. Knapp, of Ida, who has taken possession.

Bay City—Thomas Walsh has purchased the clothing and furnishing goods stock of C. D. Vail & Co.

Cadillac—A. Moutsatson has discontinued his confectionery business here and will locate in Greenville.

Bainbridge—The capital stock of the Bainbridge Telephone Co. has been increased from \$2,000 to \$10,000.

Grayling—C. J. Hathaway has opened a jewelry store and will conduct the optical business in connection therewith.

Cadillac — The Peoples Savings Bank announces its intention of erecting a substantial office building in the near future.

North Branch—Mrs. David Allen has purchased the millinery stock of Belle Secor and will open for business about Feb. 15.

Kalamazoo—Daniel W. Reed has purchased the East Side branch of the City drug store. Mr. Reed was formerly employed by Frank J. Maus.

Muskegon—C. L. Drake has sold his grocery stock at 29 Grand avenue to C. Dorenbos, who will hereafter conduct the business at the same place.

Zeeland—John Ratterink, formerly engaged in farming near Jamestown, has purchased the shoe stock of Elzinga & Co. and will continue the business.

Escanaba—The Hill Drug Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and paid in in property.

Manistique—Mrs. Isaac Trip has sold her store building and stock to Victor Brueklmayer, who will continue the business, carrying a line of notions, cigars and confectionery.

Williamston—F. Swan & Co. have sold their stock of implements to Linn & Edwards, who will consolidate it with the former implement business which they have conducted.

Ann Arbor—Cutting, Reyer & Co., clothiers, have given a trust deed to Arthur Brown. The firm is going out of business and has done this to protect the interest of all the creditors.

Calumet—Wm. C. Kinsman has sold his harness stock to Charles Wagner and Frank M. Kinsman, who

will conduct the business under the style of the Kinsman-Wagner Harness Store.

Oxford—A new corporation has been formed under the style of the Leonard Telephone Co., with an authorized capital stock of \$2,500, of which amount \$1,200 has been subscribed and paid in in cash.

Escanaba—The Young & Fillion Co. has purchased the Sam Rathfon clothing stock and will continue the business, together with their boot and shoe business, which they will conduct the same as heretofore.

Dowagiac—Hirsh & Phillipson, clothiers and tailors, have dissolved partnership. Mr. Hirsh has retired from the firm and the business will be conducted in the future under the style of the Phillipson Clothing Co.

Charlotte—F. C. Cobb has purchased the interest of H. P. Webster in the Charlotte and Olivet lumber, wood and coal business and Mr. Webster has bought Mr. Cobb's interest in the Eaton Rapids and Ypsilanti yards.

Plainwell—Wagner & Heath have dissolved partnership, J. D. Wagner continuing the dry goods business at the same location. The clothing business will be continued by F. P. Heath and W. R. Pell under the style of Heath & Pell.

Harrisville—Mitchelson & Sandorf, general merchants, have filed a voluntary petition in bankruptcy. The liabilities of the firm are scheduled at about \$12,000 and the assets at about \$8,200. Adolphus Fixel, of Detroit, was appointed receiver.

Lapeer—Mix & Myers have merged their drug business into a stock company under the style of the Mix & Myers Drug Co. The authorized capital stock of the new corporation is \$5,000, all of which has been subscribed and paid in in property.

St. Joseph—Wm. Freund, has purchased an interest in the meat business of Freund Bros. Mr. Freund is a cousin of Charles and John Freund, the former members of the firm of Freund Bros., and the business will be continued under the same style.

Sparta—Milo Bolender has purchased the brick store known as the Klint building, now occupied by Morley's grocery, and will take possession about March 1. It is Mr. Bolender's intention to remodel the building and use both floors for his drug, wall paper and paint business.

Milan—Geo. Richards and Charles Kelsey have purchased the men's clothing and furnishing goods stock of the Gauntlett Dry Goods Co., and will soon open a store under the style of Richards & Kelsey. Samuel Draper, who has been employed by the Gauntlett Dry Goods Co. for several years, will act as salesman for the new firm.

Manufacturing Matters.

Evart—The Evart Tool Co., Ltd., has increased its capital stock from \$20,000 to \$40,000.

Zeeland—The Star Furniture Co. has increased its capital stock from \$30,000 to \$40,000.

Fenton—F. Batchelder & Co., of Boston, Mass., have sold their cream-

ery here to Leonard Freeman, who will take possession of the same on March 1.

Detroit—The American Brass & Iron Co. has increased its capital stock from \$5,000 to \$6,100.

Lansing—The Olds Gasoline Engine Works has increased its capital stock from \$500,000 to \$612,000.

Niles—Burrell & Morgan, of Elkhart, Ind., have purchased a site at this place for the erection of a large grain elevator and feed mill.

Traverse City—George Hauer, who conducts a cigar factory, has disposed of the retail part of the business to Chas. Deyo. Mr. Hauer will continue to manufacture cigars.

Bowmanville—The plant of the Bowman Lumber Co. is to be equipped with an electric lighting plant. The mill manufactures lumber and shingles and cedar products.

Cadillac—The St. Johns Table Co. is testing its new machinery and making preparations to begin operations as soon as possible. At the start it is said from 150 to 200 men will be employed.

Jackson—The American Saving Stamp Co., which has been doing business at 113 West Cortland street, has come to the conclusion that Jackson is an unprofitable field, and will discontinue business.

Reading—The big fence weaving loom in the new factory of the Greene-Ennis Fence Co. is being placed. The other machinery is all set but it will be nearly two months before everything is in working order.

Jackson—A new corporation has been formed to manufacture corsets under the style of the Rockett Corset Co., with an authorized capital stock of \$4,000, of which amount \$2,000 has been subscribed and paid in in cash.

Detroit—The manufacturing business of the Michigan Tile Co. has been merged into a stock company under the same style, with an authorized capital stock of \$1,000, all of which has been subscribed and \$750 paid in in cash.

Big Rapids—Owing to the recent destruction of the dam and consequent loss of power the Big Rapids Door and Sash Co. may decide to discontinue operations at this point. The headquarters of the company are in Waterbury, Conn.

Detroit—The Specialty Knitting Works has been incorporated to manufacture knit goods. The authorized capital stock of the new corporation is \$10,000, all of which has been subscribed, \$1,000 being paid in in cash and \$9,000 in property.

Port Huron—Christian Kern has merged his brewing business into a stock company under the style of the C. Kern Brewing Co., with an authorized capital stock of \$500,000, of which amount \$400,000 has been subscribed and paid in in property.

Adrian—A new corporation has been formed to manufacture cement, brick and posts under the style of the Adrian Cement Brick & Post Co., with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$2,000 paid in in property.

Birmingham—Frank H. Sears, of

Detroit, has agreed to erect a factory here for the manufacture of castings and employ not less than twenty-five men at the start, provided an acre of land adjoining the railroad track be donated. An option has been secured on the land and the money is being raised.

Detroit—A new company has been incorporated under the style of the New Process Refrigerating Machine Co. to manufacture refrigerating machines. The authorized capital stock of the new company is \$200,000, of which amount \$100,000 has been subscribed, \$10,000 being paid in in cash and \$90,000 in property.

Alma Record: Milton Holmes returned Monday from Springfield, Ohio, where he had been completing arrangements with the Superior Drill Co. to act as their representative in Central and Northern Michigan. Mr. Holmes refused the offer of this position a year ago, but the company continued to make the offer so alluring that he finally accepted.

Grand Marais—J. H. Hunter has bought the timber holdings of the Lake & Rail Lumber Co., operating near this place. The concern is operating seven logging camps on the McLeod branch of the Manistique road. It appears that a decision was reached recently to wind up the affairs of the company and orders went out two weeks ago to suspend logging. Then Mr. Hunter made a proposition to purchase the holdings of the other stockholders, which was accepted and operations were resumed.

Kalamazoo—The Eddy Paper Co. has been organized with a capital stock of \$18,500. Henry Eddy, until recently Secretary and general manager of the Standard Paper Co., is the head of the new company. It is the intention to take over the plant of the Three Rivers Paper Co., at Three Rivers, which was closed down the first of the year. The plant is a one-machine mill and has a capacity of about twelve tons of paper a day. The machinery is in the best of condition, much of it having been installed two years ago, and it is not the intention of the company to make any improvements.

Battle Creek Institutions Prosperous.

Battle Creek, Feb. 6—The Union Steam Pump Co. has received an order from Texas for 159 of its largest sized pumps.

The annual meeting of the Advance Thresher Co. resulted in the reelection of the old Board of Directors and subsequently in the reelection of the officers. The reports of the officers were very satisfactory to the stockholders, and a substantial dividend was declared.

President L. M. Schroder, of the Business Men's Association, has announced his standing committees for the coming year. Two new committees have been created, one to investigate the proposition of C. W. Post for the organization of a country club and one on good roads to consider the proposition to build one stretch of good road annually out of this place for at least a distance of ten miles.



The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. While the assortments are still fairly liberal, yet choice stock of certain desirable varieties is not plentiful.

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

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. There has been a decline of a half cent in the top grade of butter since last report. The market is still rather steady and the fluctuation is so small that it affected conditions very little. Packing stock is off a little, as the increase in supplies is not quite equaled by the demand. The market is still considerably under last year, but is above the 1904 price. The future will depend somewhat upon the weather. It is generally anticipated that a higher level will be reached before the market starts downward for the spring season. Just what point this will be it is impossible to say, but last year the market reached 30c the last of February and it again almost reached the same point the latter part of April.

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@17c on track for case count for strictly fresh, holding candled at 18@19c. The appearance of cold weather has had a strengthening effect on the market, which now has a firm tone. Dealers are not altogether pleased as the market is not normal and is a difficult one to do business in as there is no telling what the next move will be. The hens have certainly been laying, and that is about the only explanation of the condition. The only hope for the few holders of refrigerator eggs is a shortage of fresh stock, but this shortage seems to be far from evident.

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 \$3.25 per box.

Lettuce—18c per lb. for hot house.

Onions—Local dealers hold their quotations on red and yellow at 65c and white at 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. They are slightly weaker than last week, although prices are still low and the movement large. Some city retailers are quoting them by the peck. This is always a sign of cheap oranges

and very often increases the trade to a considerable extent.

Parsley—40c per doz. bunches.

Parsnips—\$1.50 per bbl.

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

Potatoes—Country dealers generally pay 35@40c, which brings the selling price up to about 55@60c in Grand Rapids. As noted last week, the situation is showing considerable weakness and prices have declined about 5c a bushel. The situation is a peculiar one and seems to have fooled many of the factors in the trade. The demand for seed stock from the South has been very light, and thus a profitable business has been cut off. The demand for table stock is ordinary.

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

Failure of W. S. King & Co., of Howland City.

W. S. King & Co., grocers, have uttered a trust mortgage to Wm. Bradley, of Greenville, as trustee, securing all of their creditors to the number of forty-nine. The creditors and the amounts owing each are as follows:

American Glove Co., Chicago....	\$ 36.75
Geo. H. Reeder & Co., Gd. Rapids	166.13
Edson, Moore & Co., Detroit....	1000.00
Commercial State Savings Bank, Greenville	650.00
O'Donald & Scott, Howard City	733.00
Herold-Bertsch Shoe Co., Gd. Rds.	57.03
Bee Job Rooms, Toledo, Ohio....	30.00
Valley City Milling Co., Gd. Rds.	75.81
Putnam Factory Nat. Candy Co., Grand Rapids	114.13
O. K. Celery Co., Kalamazoo.....	5.00
National Biscuit Co., Gd. Rds....	91.66
E. E. Hewett, Grand Rapids.....	140.00
Musselman Grocery Co., Gd. Rds.	749.45
Judson Gro. Co., Grand Rapids...	784.29
J. H. Prout & Co., Howard City	500.00
The Marvelli Co., Harbor Beach	4.25
Toledo Coffee & Spice Co., Toledo	34.64
Manistee Flouring Mills Co., Manistee	23.15
E. J. Kruce, Detroit	14.77
W. F. McLaughlin & Co., Chicago	65.00
Puhl Webb & Co., Chicago	23.56
A. E. Brooks & Co., Gd. Rds....	40.00
American Broom & Brush Co., N. Y.	23.98
Mich. Salt Association, Saginaw	74.82
Jennings Flavoring Co., Gd. Rds.	6.30
Lutz & Schraeum, Alleghany, Penn.	10.50
The Iroquois Co., Flint.....	16.00
F. B. Miller & Co., Chicago....	13.50
Grand Rapids Stationary Co., Grand Rapids	7.25
Ballow Basket Works, Belding...	52.50
A. W. Mills Paper Co., Gd. Rds.	3.09
Geo. C. Weatherbee & Co., Detroit	100.00
Chgo. Concentrating Co., Chicago	15.85
Walsh DeRoer Milling Co., Holland	21.26
Landing Ronning Co., Minneapolis	23.00
Parker Webb & Co., Detroit....	111.13
Robt. Hyslop, Ovid, Mich.....	21.00
Fred M. Warner, Farmington....	30.94
Chase & Sanborn, Boston.....	350.00
Globe Tobacco Co., Detroit....	15.00
Hartog Benhouser Candy Co., N. Y.	42.08
Northrop, Robinson & Carrier, Lansing	44.71
Spencer Renfro & Co., Chicago	12.80
Daniel Lynch, Grand Rapids....	7.17
Armour & Co., Grand Rapids...	16.65
Worden Gro. Co., Grand Rapids...	57.82
B. J. Johnson Soap Co., Milwaukee	20.00
Albert O'Donald, Howard City...	9.00
Bert Crittenden, Howard City....	11.93

The liabilities aggregate \$6,470.38 and the assets will probably inventory from \$2,000 to \$3,000, from which there are two or three exemptions to be deducted.

The annual food exhibition of the Grand Rapids Retail Grocers' Association will open at the Auditorium May 7 and continue two weeks. The various committees having the matter in charge have already been appointed and active preparatory work has already been begun.

The capital stock of the Clark-Rutka-Weaver Co. has been increased from \$50,000 to \$75,000.

The Grocery Market.

Sugar—Many jobbers consider the present market as rather high and weak and believe that a decline of some size would be not only a good thing, but that it is a probable development. Cable advices from Europe this week are to the effect that the tone of the beet market is easier and that some slight changes toward a lower basis have been made. Under such conditions the buying is naturally not of a very lively character as the retailers are working on a hand to mouth basis.

Tea—The week has brought no changes in prices and no development in any direction. There will probably be no special boom in tea in the near future, although there are some who think otherwise. Absolutely all of the present demand is for actual wants.

Coffee—The advance of two weeks ago has been fully maintained and reports from the growing crop in Santos this week are that many of the flowers have dropped from the plants, indicating a lighter crop for the coming season. This added to the already strong situation makes the market look very good to the purchasers.

Canned Goods—Corn is improving. That is, the market is a little firmer and sales are larger than they were some weeks ago when the trade was loaded up to the limit. There is still some very reasonable corn being offered the trade. Canned peas are in good demand with a firm market and no signs of lower prices before the new pack is available. It is anticipated that the 1906 pack of asparagus will be a small one. This, added to the present shortage, will undoubtedly hold the commodity high through the year. String and wax beans are moving better than they have been previously this winter. There is some demand from the West for pumpkins and sweet potatoes. Asking prices for tomatoes in Baltimore are such that the jobbers consider them almost prohibitive. The Northwestern wholesalers have been selling at quotations which are less than they could replace stock for, but now most of them have been compelled to advance their figures as the low priced tomatoes are about cleaned up. Reports indicate that the holdings of tomatoes outside of the syndicate in the East are very small and consequently the syndicate is in control of the situation. Among the canned fruits there is a steady demand for staple lines such as peaches, apples, plums and berries. There is a moderate call for other varieties. Pie peaches, gallon apples and similar low priced lines are very scarce and a premium will have to be paid for supplies before the next pack is available.

Dried Fruits—The demand for raisins is light. Apples are firm and scarce, demand fair. Currants are strong and unchanged. Prunes are dull and about unchanged, both on the coast and in secondary markets. Peaches are unchanged. The market is firm and the supply low. Apricots are in fair enquiry at fully maintained prices. True to prophecy, the

packers' combine has advanced all loose muscatel and all seeded raisins except choice in 12-ounce packages 1/4c per pound. The latter grade move up 3/4c. There has been considerable talk during the week of the combine having bought the independents out, but there are still some outside raisins about, and they are offered at a fraction below the combine's price.

Rice—All reports indicate a steady market with advancing tendencies on fancy grades. Consumption is showing an increase.

Syrups and Molasses—Sugar syrup is dull and unchanged. Molasses is still very strong and will not become weaker. The demand is only moderate. Glucose has remained unchanged for the week. Compound syrup is unchanged and in fair demand. Mixed syrup in packages is wanted.

Fish—Cod, hake and haddock being distinctly winter fish, are particularly dull and weak in tone. Herring, which by reason of scarcity have been very firm and high, have also languished and are now dull and weak. All smoked fish is very dull and with few exceptions the tone of all lines is weak. It is reported that the accumulation of stock in Gloucester is very large. Mackerel are steady, but without special demand. Sardines are dull but steady as to mustards, which are scarce.

The Grain Market.

There has been no material change in the price of wheat the past week, but there seems to be a little firmer tone to the market. The general cold and zero weather throughout the winter wheat belt, with only a partial covering of snow, has caused some uneasiness on the part of the shorts. The opinion as yet, however, is that there has been no injury to the growing winter wheat plant. Foreign news is conflicting, and as the flour trade is exceedingly quiet there is a tendency to hold off selling, both by the farmers and wheat men throughout the country. Several of the largest mills are running light, from half to three-quarters time, with flour prices seeking a lower level.

The corn market has been quiet, prices just about holding even for the week, but trade is a little more lively, and with the present cold weather shippers are taking no chances, provided corn is cool and sweet at the shipping point. There is a tendency on the part of shippers to consign more liberally to the Eastern markets, with anticipation of higher prices on arrival. While we do not imagine there will be any startling advance, still we think prices are more likely to go up during the next thirty days than otherwise, as the feeding trade will be more liberal; also exports.

Oats are quiet and lower again, cash oats in Detroit selling about one-half off. Trade is fair and deliveries sufficient to care for all needs at present. Western prices are getting more in line, and as the Western oats are brighter and of better quality than State oats they will be taken in preference. L. Fred Peabody.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 3.—On Feb. 2 we had our first, or almost the first, touch of winter, and at this writing the wind is of a most penetrating sort. The thermometer does not get so low here as it does in Michigan, but even with it 20 degrees higher there is a humidity in the air that is not felt further from the coast, and when the wind blows on such a day it goes to the marrow bones. This will help clothing dealers to work off their overcoats and ear-muffs. If there ever was a time when a fellow could get a cheap overcoat it is now.

There is mighty little of interest to chronicle in the coffee trade. No invoice business worth mentioning has been reported and jobbers also give the same report of nothing doing. The feeling is firm, however, and those well posted in the trade do not hesitate to prophesy a steadily advancing quotation. In fact, one says that No. 7 will reach 15c. It will have to advance only about 90 per cent. from its present state to reach this point. At the close Rio No. 7 is worth 8 $\frac{3}{4}$ @8 $\frac{1}{2}$ c. In store and afloat there are 4,321,601 bags, against 4,377,047 bags at the same time last year. Mild coffees are steady and unchanged. Good Cucuta, 9 $\frac{3}{4}$ c, and good average Bogotas, 11c. Six hundred mats Mandheling—East India—coffee sold at 26c, and this is the most important item in the East Indian market.

Quietude prevails in sugar and orders which come in are for small lots, consisting of withdrawals under previous contract. New business is about nil. Quotations are practically without change, although with a prospect of closer competition between the bosses of the beet sugar company and those of the cane products there may come something of a drop in present rates. Raw sugars are slightly lower.

The week has shown little change in teas. Buyers seem to be resting and sellers are not apparently anxious to do business if it is necessary to make any concession. Green teas of this season's crop are in rather light supply and well sustained. India and Ceylons show little, if any, change. Package proprietary teas are doing well and sales are steadily increasing.

Rice shows little change. Low grades are usually said to be in light supply, but of the better sorts the market has enough to meet all requirements, and to spare. Buyers are not willing to pay present rates and take only small lots. Fancy head, 5@5 $\frac{1}{2}$ c; fancy, 5 $\frac{3}{4}$ @6c.

Naturally at this season little is doing in the spice market and sales are simply of an everyday sort. Prices, however, are generally well sustained. Tapioca is strong and shows some advance.

The cold wave is already causing a firmer market for molasses and distributors think the market will be

well cleaned up within a week. Good to prime centrifugal ranges from 16@28c. Syrups are in light supply and firm, although quotations are without change.

The movement in canned goods is of moderate proportions, although not altogether unsatisfactory. Tomatoes are said to be doing better in other markets than they are here. Offerings are made at \$1.12 $\frac{1}{2}$, full standard Maryland stock; but buyers are seemingly unwilling to take large supplies. Futures are quiet and it is said that if offerings were made at 75c there would be an immediate acceptance. Little or nothing is doing in corn. Peas of a cheap sort are in demand, and it is hoped this enquiry will grow to such proportions that

the market will be cleaned up. Salmon is quiet.

Butter shows an improved demand, and if the cold wave hangs on a few days there is likely to be a decided advance. Extra Western creamery, 26@26 $\frac{1}{2}$ c; firsts, 21@25c; held stock, 21@22c; imitation creamery, 19@22c; factory 16@17 $\frac{1}{2}$ c; renovated, 16@20c.

Stocks of cheese are becoming well reduced and the general situation is in favor of the seller. The demand has been pretty good, both from nearby and out of town trade. New York State small size, full cream, September make, is worth 14 $\frac{1}{2}$ c for fancy stock and from this down to 11 $\frac{1}{2}$ c for fair white goods. Skims are firm, but show great variation in quality.

Eggs, as might be expected, show

some advance with the cold, although not over 25c seems to be named for the very best grades. Western firsts, 18c; seconds, 16 $\frac{1}{2}$ @17 $\frac{1}{2}$ c.

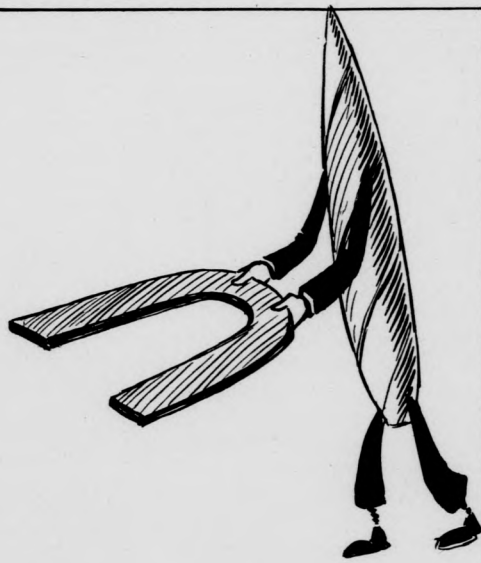
Cranberries are booming this season and \$22 per barrel has been obtained in some cases, with the general range from \$16@20. Apples are in fair supply, coming in at the rate of something like 2,000 barrels per day. Spitz, \$4@5.50; King, \$4@5.

Beans are about unchanged. Choice pea, 1905, \$1.70; medium, \$2.10@2.15.

Splendid Accommodations.

Lady (traveling on an electric railway for the first time)—Conductor, please, which door do I get out by?

Conductor—Whichever you like, mum. The car stops at both ends.



The Ben-Hur Cigar

Draws the Best Nickel Trade Your Way

'Tother day a lady was overheard saying that she always traded at such-and-such a store because there she could buy the kind of goods she liked.

Musing over it, we wondered if prosperous cigar dealers do not owe much of their success to selling the brand that most of smokers use.

When a new customer steps up to your counter, he will buy something, even if it does not suit him; rather than not buy, he takes what he does not want, goes out of your door—and that's the last of his trade for you.

Because more men prefer Ben-Hurs to any other brand is reason enough why shrewd, successful dealers find it is business wisdom to never let their cases be without them.

They're made on honor and sold on merit.

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

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

WINDOW TRIMMING

Spring Goods and Valentines Go Hand in Hand.

With the wintry winds ablowin', and the nipping air anippin', as they have shown such a decided inclination of doing since the middle of last week, one can not give way to the intensest of enthusiasm concerning diaphanous summer draperies. Notwithstanding the unpropitious elements, however, the principal stores are vying with each other to produce in their windows the most tempting array of stuffs that call to mind the gentlest of gentle summer zephyrs. To-day it doesn't seem as if they would ever be needed, but the whirligig of time will swing us around to June by and by and then we will find it difficult to remember Old Boreas served us such shabby tricks as he likes to deal out to us these days.

New tailor-mades and separate skirts are also calling our attention to themselves in no uncertain manner and we are glad to feast our eyes on them.

Old-fashioned "rose-color" is coming to the fore as one of the shades par excellence.

It looks as if it is going to be another year for embroideries and laces. The advance goods shown in these lines are handsome.

Fancy shoes are stepping to the front, but the other extreme—spring hats—are not as yet much in evidence.

* * *

Saint Val. is the Prince Charming just at present. Everywhere is homage paid him. Even the dry goods stores have his effects more or less mixed up with their goods. The verses on some of the valentines this year are very pat. Here are a few of them:

My pretty little maiden,
For you I do repine;
I come with true love laden
To claim my Valentine.

The sea hath its pearls,
The heaven hath its stars,
But my heart—my heart—
My heart hath its love.

The cute Japanese go down on their knees

Whenever they take their afternoon teas;

But I go down on my knees to you
To prove that my loving heart beats true.

May I print a kiss on your lips, my dear?

Now give me your sweet permission,
Then we'll go to press and I rather guess

We will print a full edition.

There's a bird that sings
"Sweetheart! Sweetheart! Sweetheart!"

I know not what his name may be,
I only know he pleases me

As loudly he sings, and thus he sings,
"Sweetheart! Sweetheart! Sweetheart!"

Here's something on a different order:

Ye've tore'd me heartstrings wid yer smiles,

Ye've won me as yer steady—
Say! Ain't it time we went and hooked

'Fore ye fall in love with Reddy?

It has got so now that other things than little bits of lace and paper are sent out as valentines, especially books and pictures, and the idea is not half bad. In the W. Millard Palmer Co.'s window, on a pyramid of the former, is a placard reading:

Useful Valentines
for

Old and Young

A third of the window is taken up with a timely effort to sell, by a 50c Special Sale, "The Man on the Box." No other book is in this section and a dozen or so posters of "Henry E. Dixey as the groom" and "Betty Annesley, who hires the groom" are hung around behind the books in a frieze. The background and floor are of soft cream empress cloth, which harmonizes nicely with the dull green and flesh color of the book bindings.

The rest of window is all taken up with one of the most unique exhibits ever gotten together in town. It's a pity Jack Frost got so busy, for he has thrown over the scene a veil that sadly obscures it.

The display is to advertise Meredith Nicholson's "The House of a Thousand Candles." The several large accompanying posters are from the book, which is illustrated by Howard Chandler Christy. Perhaps a hundred of the books—some open, some closed—are grouped in the space and all in among them and back of them, alternating with the books, are candlesticks of many varieties, containing as many sorts of candles. In the background is a large canvas painted in somber tones of gray, with a quaint old house—supposed to be "The House of a Thousand Candles"—in the distance. The windows are painted a bright canary color. Massive gate posts and a strong iron fence complete the painting. Such a window sells goods.

The Palmer exhibits are generally apropos of some passing event, which gives them an added interest. It pays a merchant to take advantage of local happenings in trimming his store front.

* * *

Said Mr. Haines, of Foster, Stevens & Co.:

"It being a between-season time, I couldn't think of anything particularly catchy for a display, so thought, as tools are an all-the-year-round necessity with the carpenter trade and in the household, I would try those for a change. And, too, people seeing such goods are more apt to think of them as an immediate requirement than if they are not put before their eyes. They are an object lesson for the rising generation. Every boy is more or less familiar with the use of every instrument a carpenter employs

at his work, and every girl should be. The time arrives in every one's life when the knowledge of such implements comes very handy. A girl should learn them just as every boy should be taught something concerning cookery. Just now is a dull season in the building trade, and carpenters are on the streets more and have time to see what they need in their line—I give them a chance here to find out, I 'show them.'"

In the window, which is all draped in bright red cheese cloth, are bevel

edge socket firmer chisels (assorted sizes); L-squares; miter boxes of several kinds, from those of inexpensive wood to complicated ones retailing in the neighborhood of \$10; hatchets, hammers and tack hammers (one of them has a handle a yard long); spirit levels; auger bits; planes and cutters for planes; cement tools; trowels, and one-man crosscut saws of different lengths.

There is no uplift in the holdup church.

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.

Our Improved 1906 "American Beauty"

The Marvel Show Case of the Age

It is Destined to Revolutionize all Present Methods of Display

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

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



"American Beauty" Case No. 400

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

THE GRAND RAPIDS SHOW CASE COMPANY

Grand Rapids, Mich.

New York Office 718 Broadway. Same Floors as Frankel Display Fixture Co.

The Largest Show Case Plant in the World.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, February 7, 1906

WHICH ALTERNATIVE?

As the Tradesman has previously stated, it believes it is responsible, in large measure, for the origin of the sentiment which resulted in the enactment of the original food laws in Michigan and the creation of a State Dairy and Food Commissioner. Unfortunately, Governor Rich, who happened to be occupying the gubernatorial chair at the time the office was created, gave the system of food inspection a black eye by dragging the office of Food Commissioner into the mire of party politics by appointing as the first Commissioner a political hack and expedient from a Western Michigan county. The next Commissioner, who was appointed by Governor Pingree, happened to be a man of excellent judgment and splendid executive ability, who did much to place the work of the Department on a broad and satisfactory basis. Unfortunately, Mr. Grosvenor was seriously hampered by the then Governor in the matter of appointments, so that his working force was very largely made up of political schemers and accidents. The next Commissioner was Ex-Sheriff Snow, of Kalamazoo county, whose principal recommendation was that he was the champion heavyweight wrestler of Michigan. He managed to put in an appearance at Lansing once a month—on pay day—and, in the meantime, the office ran itself and the neglected assistants naturally developed a spirit of graft and blackmail which has cursed the Department ever since. The next Commissioner was Dr. Smith, of Adrian, who devoted most of his time for two years—during his sober moments—to prating loudly of what he intended to do for the Department, which, unfortunately, he was never able to carry into execution. The present Commissioner is, like all of his predecessors, a creature of party politics, but he bears the reputation of being one of the shrewdest men in the State and, if he were to give the duties of the office his undivided attention, he would, undoubtedly, make the Department pre-eminent among the food departments of the country. This the Tradesman understands he is not able to do, owing to the pressing nature of his private business.

The last session of the Legislature

increased the appropriation of the Department so as to enable it to send out inspectors to visit the various factory dairies of the State with a view to improving existing conditions. That there is room for improvement goes without saying, but some of the inspectors appear to have gone a little farther than the law contemplated—possibly a little farther than the instructions of their superior officers justified. Within the last six months it has come to the attention of the Tradesman that some of those men have visited factory creameries and have urged the buttermakers to increase the percentage of water introduced in the butter in defiance of the Federal regulation that the presence of 16 per cent. or more of moisture places such a compound in the category of adulterated butter, subjecting it to a tax of 10 cents a pound and the manufacturers and handlers to severe penalties in the shape of fines. The Tradesman promptly uttered a vigorous protest against such an abuse of authority, but the protest appears to have gone unheeded until last week, when the subject was discussed with great thoroughness and with more or less warmth at the annual convention of the Michigan Dairymen's Association at Jackson. The topic was introduced by Prof. Clinton D. Smith, of the Agricultural College, who called attention to the good work done by the Department in other directions, but deplored and denounced the fact that men were permitted to go out under the authority of the law and teach buttermakers to become criminals by putting out a product which is prohibited by the Federal Government. The Assistant Dairy and Food Commissioner very promptly denied that any such instructions had been issued to the inspectors, but several buttermakers present testified to the fact that they had been taught how to incorporate an excessive amount of moisture in their butter, and one inspector present admitted that he and his assistants may have overstepped the line in this matter. The ensuing discussion very clearly brought out the fact that the superior reputation that Michigan butter enjoys in the markets of the world has not only been menaced, but in many cases destroyed, by the false and criminal teachings of the Dairy and Food Department, and the Tradesman feels no hesitation in stating that, much as the Department has done for the people of Michigan, its action in this matter has done more to destroy the reputation and property of Michigan people than any other factor in the situation. The editor of the Tradesman was present on the occasion referred to at Jackson, but took no part in the discussion further than to state that he had obtained positive proof of the false teachings of the Department on the subject of undue and excessive moisture and that at the proper time and in the proper manner these proofs would be brought to the attention of the Commissioner; that if any employees of the Department who have been guilty of these teachings are continued in the employ of the Department thirty days

thereafter, the Commissioner should be denounced as a scoundrel, unworthy of the confidence of the people, untrue to the position he now holds and a traitor to the cause of pure food and common honesty. Such a course is rendered unnecessary, however, because Inspector Hull publicly acknowledged on the floor of the convention that he had called the attention of buttermakers to the fact that competing creameries were incorporating a large excess of water in their butter and that he advised them to do so. This admission was supported by the voluntary statements of two creamerymen on the floor of the convention and by a half dozen other creamerymen after the session closed—all of whom asserted that their business had been seriously jeopardized by following the instructions of Mr. Hull and his associates.

This matter is now up to the State Dairy and Food Commissioner. It is in order for him to assume the responsibility for the wretched work done by his assistants in the name of the Department or disavow the whole matter and make a clean sweep of every man who has encouraged or induced creamerymen to resort to dishonest practices and also those who excuse or seek to palliate or belittle such actions on their part. One or the other alternative must be faced by Commissioner Bird and that portion of the public which is familiar with the situation will await his decision with interest.

There is a delicate and charming sense of the truly fine factors in life shown by the desire of the donors that the city's new park shall be known as The Playgrounds. At the same time there is another and an equally worthy sentiment on the part of the beneficiaries, that the modesty of their friends and benefactors must not be permitted to obtain permanently to exclusion of the family name of Garfield from just association with those playgrounds. Simplicity, sincerity and superb generosity can not but yield before the absolutely unanimous desire that the city of Grand Rapids shall have the Garfield Park and Playgrounds as one of its chief attractions. The word "playgrounds" is characteristic as to the broad kindness of the ladies and gentlemen who have bestowed the splendid gift upon the city, and it is appropriate and out of the beaten path as a name for such an institution. And so, if the desires of Mr. Garfield and his associates are against the use of the word park, let the name be The Garfield Playgrounds. It is fair to assume that our citizens, in their appreciation of the liberality of the donors, will gladly yield to the adoption of the latter title.

From the cradle to the grave is a short cut compared to the years it used to be from one Christmas to the next one.

Diligence hath a daughter whom men call Good Luck.

The early bird sometimes get broiled for breakfast.

WHOLESALE TRADE CRIPPLED.

About a month ago an inspector of the Postoffice Department was in Grand Rapids and recommended that the early morning delivery in the wholesale district be discontinued. This recommendation was adopted by the Department and the local postmaster was instructed to issue an order accordingly. The new arrangement has met with very severe criticism in the jobbing district for reasons which are very plainly set forth in the following letter to Congressman Smith:

"The discontinuance of the early morning delivery of mail in the wholesale district works a great hardship to the business houses of this locality and places us at a decided disadvantage with our retail customers in the country. Under existing conditions for the past half dozen years we have been able to fill rush orders by express on the outgoing morning trains, thus greatly accommodating our country customers, as well as ourselves. The delay in the delivery of the morning mail—the accumulation of fifteen hours' arrivals—places an effectual embargo on the satisfactory handling of rush orders and tends to injure the reputation that the Grand Rapids market has long enjoyed in this respect.

"We trust you will be able to restore this service to us with as little delay as possible."

Those who know Mr. Smith—and who does not?—feel no hesitation in stating that the curtailment of the delivery service will probably not remain in effect longer than it will take him to go from the House of Representatives to the Postoffice Department.

"SEEING THINGS."

Eugene Field, in one of his poems, tells the story of a boy who went to bed in the dark and imagined various shapes in the air ready to pounce down upon him. Dr. Wiley, Chief of the Bureau of Chemistry of the Agricultural Department, appears to have been the victim of the same experience, judging by the following telegram which was sent out Sunday evening by the Associated Press:

Washington, Feb. 4—Even lamb chops are no longer secure against adulteration. Butchers can now make them out of almost any old thing. Prof. Wiley, Chief of the Bureau of Chemistry, appeared before the House Committee to tell of the adulteration of wines, and to illustrate the expertness of adulterators he said:

"I stopped in a local butcher's the other morning and ordered some lamb chops sent to my home. When I got home I looked at the chops, not because I suspected anything, but because of their excellent appearance. In examination of one of them I found that the meat about the bone readily pulled off. On further examination I found the meat coarse-grained and not lamb at all. The chop was a counterfeit. The bone of the lamb was there, but in some manner meat—what kind I do not know—had been neatly pressed about it. In cooking the meat would have adhered to the bone, and only a careful examination would have shown the deception."

MICHIGAN DAIRYMEN.

Their Twenty-Second Annual Convention at Jackson.

The twenty-second annual convention of the Michigan Dairymen's Association, which was held at Jackson Jan. 31 and Feb. 1 and 2, was the most largely attended meeting ever held under the auspices of the organization.

The address of welcome was made by Mayor Todd, who referred to Jackson's products and industries in a glowing manner and invited the members to visit the many local plants. This address was responded to by Hon. James Helme, of Adrian, who said that the influence of the cow in civilization has never been properly estimated. This animal has been used for pioneer purposes, and he said he knew of nothing that he could grow more eloquent upon than the cow. These dairy products needed brains and he was glad to say that the cow stood for civilization and dairymen generally seek to push that animal to the front.

President Lillie then read his annual address, as follows:

A very notable year, in many ways affecting the welfare of this society and the dairy industry of this State, has just closed. The year 1905 marks a new epoch in the history of our society. At our last annual meeting a resolution was passed, authorizing the society to hold at least four auxiliary meetings in different parts of the State each year. It can not be denied that the annual meeting of our Association has developed somewhat into a State butter and cheesemakers' association. The programme of the annual meeting has been largely given over to the interests of these classes. I have no criticism to offer against this. The interests of the buttermakers and cheesemakers of the State ought to be properly considered, and, to my mind, the State Dairymen's Association is the proper place for this consideration. We do not want a separate buttermakers' and cheesemakers' association, because we will be stronger if all dairy interests are united. It was entirely natural that the programme of our annual meeting should cater largely to the butter and cheesemakers' interests, because they have taken a more lively interest in their calling than the general dairyman has in his. Our annual meetings have failed to interest the practical dairyman sufficiently and his needs have been, in a measure, slighted in our programmes, largely from the fact that he was not present in sufficient numbers to influence the policy of the society, hence the interests of others have been more largely considered. It must be admitted, however, that unless the dairy farmer can be reached and interested in the great work of advanced dairy methods, satisfactory improvement and advancement will be exceedingly slow and the butter and cheesemaker will eventually feel the result. Their welfare depends largely upon the advancement of the dairy farmer. Hence this movement of the State Dairymen's Association to go out with its

auxiliary meetings into the very midst of the practical dairy farmers is not a movement to in any way ignore the interests of the butter-maker or cheesemaker, but rather a movement to interest the man who is at the very foundation of the success of the business and, therefore, an attempt to benefit all interested in this great industry.

Our Association has already held three auxiliary dairy meetings, one at Fremont, Newaygo county, on the 12th day of August; one at Alma, Gratiot county, on the 1st day of September, and one at Adrian on the 18th day of October. At all of these meetings the best talent the State affords was employed to encourage the farmer to make the most of his business. Ex-Governor Hoard was also secured for the Adrian meeting. It is the intention of the Association to hold still another meeting before the end of the fiscal year and comply literally with the resolution. This meeting will probably be held in the Grand Traverse region.

The mission of these auxiliary meetings is, it seems to me, to influence the farmers to do better work in breeding, testing, feeding and caring for the dairy cows, and in handling their milk in such a manner that their dairy products will command the full market price when placed upon the market. There is much need of this work. Not that the farmer is particularly ignorant on these subjects, but that he is indifferent as to the results which can be obtained by more careful and systematic work. What is needed is not so much education or knowledge upon these subjects as it is the arousing of enthusiasm which will influence him to do the best he knows how.

These auxiliary meetings have been well attended and much interest has been manifested by the dairy farmers. I believe that much good has been done and I am sure that this policy of carrying these discussions of the dairy topics of the hour out to the farmer's very door is a wise one, and one worthy of our thoughtful consideration. This year marks an epoch in the history of this Association because it has inaugurated this practice and placed this Association on record in favor of it. It requires much time and labor on the part of the officers of this Association to do this extra work, but I do not believe that any future officers of the Association will object to such important work. This policy, more than anything the Association has done in recent years, will tend to strengthen the Association among the dairy farmers of the State. Our Association ought to be popular with the dairy farmers. They ought to support it and receive benefit from it and, if this good work is carried on as it can be, it seems to me that the Michigan State Dairymen's Association will number its members by the thousands rather than by the hundreds.

The year 1905 also marks a new epoch in the history of the dairy interests of this State. The new dairy law, passed by the last Legislature,

and pronounced by many in this and neighboring states to be the best law of its kind in existence, marks the beginning of the State inspection and supervision of our dairy industry. Under this law it becomes the duty of the State Dairy and Food Commissioner to foster and encourage the dairy industry of the State and, for this purpose, it is his duty to inspect creameries, cheese factories, milk depots, farm dairies, etc., also to give instruction at any time and place where he deems it advisable to secure better quality and greater uniformity of our dairy products. Under this law the State Dairy and Food Department has begun a campaign of inspection and instruction which has for its motto, "More and better milk, butter and cheese for Michigan." While it is too soon yet to predict the results that can be accomplished, yet sufficient work has been done to warrant me in saying that if the work under this law is carried out from year to year according to the spirit and purpose of the law, our dairy products will be much improved in quality and, consequently, enhanced in market value sufficiently to many times pay the cost of the operation of the law. As a matter of fact, much has been done already towards putting the dairy industry on a better paying basis. The representative of one of New York's leading butter houses is authority for the statement that Michigan butter is commanding now, due to the working of the new law, at least one-half cent more on the New York market than it did before. Besides this, the average overrun of our creameries has been increased sufficiently to more than pay each month the cost of operating the law for a whole year. If the first statement is correct, then the new dairy law has saved to the dairy industry of the State the first year of its operation enough money to pay the present cost of operating the law for twenty years to come. To express this in figures it would reach the amazing sum of over \$400,000.

Full three-fourths of the milk produced in this State is of such quality when delivered at creamery, cheese factory or milk depot that it, and the products made from it, must sell for less than the full market price. We are producing to-day in Michigan a lot of good butter and cheese; we are

making a whole lot of tolerably good butter and cheese and a very large amount of poor butter and cheese. Are we going to be satisfied with present conditions and let well enough alone? Or shall we strive to change these conditions so that our output will be a very large per cent. of good butter and cheese and a very small per cent. of the other class? The cause of the poor quality of milk is due, almost entirely, to indifference on the part of the producer. Farmers get careless in the care of cows, the care of the milk, the care of their hand separators and dairy utensils, and the result is a product from which gilt edge dairy products can not be manufactured. The only way that I see to remedy these conditions is simply by patient instruction, inspection and supervision under the new dairy law. The work to be accomplished is great, and yet the result amply justifies the necessary expense and labor. It seems to me it is the duty of this Association to encourage thorough and persistent work along this line.

We can never hope to develop the dairy industry in this State to anything like the magnitude it should be unless we extend the factory system of making butter and cheese. Creamery butter and factory cheese command higher market prices than dairy butter and cheese because they are of better and more uniform quality and because they are produced in commercial quantities.

The history of the industry shows that a community of farmers can not be induced to go into intensive dairying if the milk must be manufactured into butter and cheese on the individual farms. It makes the labor of the farm too great and besides, even if all of the product were of good quality, it would lack uniformity, which would prevent it from selling for top prices on a good dairy market. Again, the creamery and the cheese factory manufacture the milk from a whole community, producing the product in commercial quantities. Transportation companies will furnish refrigerator cars which enable the product to be delivered to the best markets of the world in good condition. The private dairyman is handicapped here because it is impossible for him to produce in quantities sufficient to enable him to take advantage of the

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rates and benefits of car lot transportation. Creamery butter, in almost every instance, sells for enough more so the farmer can afford to pay the factory the cost of manufacturing and realize more for his milk than he would had he manufactured it on his own farm, besides relieving the farm home of the arduous work of butter and cheesemaking. Michigan is producing in the neighborhood of 30,000,000 pounds of creamery butter and 60,000,000 pounds of dairy butter annually. If these 60,000,000 pounds of dairy butter were manufactured in creameries it would bring at least 5 cents per pound more and we have the startling amount of \$3,000,000 that the farmers of the State could realize more for their butter if manufactured in creameries than on the farm. This statement does not apply to private dairymen who have a retail trade for their butter. What the dairy industry of this State needs is a co-operative creamery or cheese factory in every community where there is sufficient milk produced within hauling distance to support it.

I believe in the co-operative plant rather than in the proprietary because of the educational features. Farmers are given experience in doing business in a businesslike way, which assists them materially in developing other branches of the industry. With the exception of this educational feature, the proprietary plant offers practically the same advantages as the co-operative plant.

Some disturbance is being caused throughout the dairy districts by the centralized cream gathering plants which attempt to reach out, in the purchase of cream, into the districts covered by the local creameries and cheese factories. I believe that the centralized plant has a place in the dairy development of our State, and that is in the districts where the industry is not intensive enough to warrant the operation of local plants. But I do not believe that the centralized plant can, in the long run, successfully compete with the well-equipped local plant. There is no reason why local creameries or cheese factories can not pay the farmer as much as the centralized plant can, and the farmer would certainly save railroad transportation. I believe that milk should be manufactured into butter and cheese just as near the farm where it is produced as it is practical to do so. This assures the best quality of the product. It is not practical to manufacture it on the farm where it is produced for the reasons before stated, but it is practical to manufacture it in the local creamery or cheese factory. When butter and cheese are produced in commercial quantities it can be shipped as cheaply from the local plant as from the centralized plant, and a well-supported local plant can manufacture just as cheaply as the centralized plant. Besides this the local plant can make goods of higher quality that can and do sell for a higher price on the market. Why, then, should the local plant fear the competition of the centralized plant? If the patron of the local plant gets

the idea that it is better for him to use the hand separator let him do so, and let the local plant be prepared to accept cream as well as milk, and on the same basis as the centralized plant does. So far as I am able to learn, no local plants have been seriously crippled by the competition of the centralized plant unless they were not equipped so that they could handle the farmers' cream. It seems to me that it is the duty of the farmer to support the local plant. He ought to realize that where the centralized plant offers him more for his cream than the market warrants, it is done solely for the purpose of crippling the local plant to such an extent that it will be closed down and competition stifled. The centralized plant can not afford to pay more than the cream is worth, based on the market price of the product. If it does it is simply unfair competition with the local plant for the purpose of shutting it down. The farmer should consider this and support his local plant if the local plant is paying him all that the market warrants.

I do not believe that the centralized plant can possibly drive the local factories out of existence. On the contrary, I believe that eventually the local plants will drive the centralized plants out of business. The centralized plant is in reality the pioneer. It precedes the local plant and develops the industry, furnishing a market for the farmers' cream, but just as soon as the industry develops in a given locality to such an extent that a local factory can be profitably operated one will be organized there and the centralized plant will simply have to reach out into newer territory for its supply. This is being done in this State at the present time. I could name communities where the dairy industry has been developed by the centralized plants that are now on the point of organizing local creameries and cheese factories. It should not be the policy of the local whole milk plant to find fault with the hand separator. The hand separator has come to stay, and the farmer must be given the privilege of separating his milk on the farm if he chooses. What the local plant must do is to equip itself so that it can handle cream as well as milk.

For the good of the dairy industry it is to be regretted that the cheese factory men of this State do not take steps to receive milk and pay for it by the butter fat test. Ignoring the quality of the milk puts a premium on poor milk and retards the development of the most profitable dairy cow. It also furnishes a temptation for a man to be dishonest. While there is scarcely a complaint about the adulteration of milk in the creamery sections of the State, there are many complaints of this in the cheese sections, and I believe that the cheese factories of this State will never be properly developed and maintained upon the most economical basis—both for the farmer and the factory man—until the system of grading milk according to the quality is universally adopted.

This Association ought to use its influence in encouraging the dairy

school at our Agricultural College. The State is in great need of more and better buttermakers and cheesemakers, and the demand will increase rather than diminish. The great centralized plant is not going to do away with the services of any of our buttermakers and cheesemakers. We shall need more good ones than ever before and we ought to insist that they be graduates of an up-to-date dairy school. We should demand the best of work and be willing to pay salaries accordingly. The dairy school is doing a great work for the dairy industry in giving us more thoroughly prepared factory men. The dairymen of this State ought to see to it that this school is supplied with proper equipment and the proper resources to meet the increased demands made upon it. They ought to go farther than this. They ought to take deeper interest in the broader work of the Agricultural College. More and more will the agriculture of Michigan in the future need men better equipped with agricultural knowledge and possessed of greater executive ability to operate our farms. I consider the Agricultural College to-day the mightiest factor in the permanent improvement of our agriculture. We are apt to plan too much for immediate results and overlook the great factors which will further develop and perpetuate the results that we are striving for at present.

I heard Mr. Shilling, President of the National Dairy Union, say in an address, delivered just the other day before the Illinois State Dairymen's Association, that if every acre of available land in the United States were devoted to the production of dairy products they could all be sold at a fair price, if the quality of all of it were as good as the best produced now. Whether this is so or not, we do know that while the production has increased enormously in the last decade, dairy products are bringing more on the average now than they did then. Of course, the increase in population and the general prosperity of our people account for a certain amount of this increase, but the greatest factor in the consumption of dairy products is quality. If we can better the quality of the milk, the butter and the cheese produced, the consumption is increased accordingly and there is, consequently, no fear of the market end of the business in the future. Where a person consumes one quart of milk, one pound of butter and one pound of cheese now, he would consume two if these products could all be made first class in quality, pure and wholesome. A few years ago the National Department of Agriculture was seriously considering how and where to obtain a foreign market for our surplus dairy products. Since then the work that has been done in the leading dairy states has bettered the quality of the products, and the result is increased consumption, and to-day the dairyman is not looking for a foreign market for his products.

It is admitted by those competent to judge that the educational scoring

test held in this State the past year, under the auspices of the State Dairy and Food Department, has done more to better the quality and increase the uniformity of our butter and cheese than any other one thing. While it has created much interest, the idea has not been as well supported by our butter and cheese interests as the merits of the case would warrant. If every cheese factory and creamery in Michigan would support this test and send a sample of their product there every month in the year, in two years' time we could have such an improvement in these products as could scarcely be estimated.

It is interesting to say the least to note that at the first auxiliary meeting ever held by this Association, at Fremont, August 12, interest was aroused which led to the organization at that place, only about one month later, of the first co-operative cow testing association, not only in Michigan, but in the United States. Since then the second test association has been organized at Coopersville, and the prospects are that several more will be organized during the present year. The Dairy and Food Department has assumed the duty of assisting in the organization of these associations, and will not only furnish an inspector to assist in their organization, but will furnish blanks and record books for each association in return for copies of records and monthly reports of each association, which will be preserved and filed as permanent records of the department.

It is my opinion that nothing can be done that will be of more help in placing the dairy industry on a more profitable and businesslike basis. Every dairy community of this State strong enough to support an association should take steps at once to organize.

In conclusion, I wish to express the opinion that the outlook for the dairy industry in this State is very bright. The genuine merits of the dairy cow and the superior advantages of dairying as a business will influence our farmers to gradually make larger and larger investments in dairying, until it will ultimately become the great industry of the State. In the meantime it is our duty to see to it that our Association is one of the most potent factors in accomplishing this important result.

Secretary and Treasurer S. J. Wilson, of Flint, submitted his annual report, which showed total receipts of \$1,199.33 and total disbursements of \$957.89, leaving a balance in his hands of \$242.04.

A paper by Dr. L. L. Conkey, of Grand Rapids, on Air Treatment for Milk Fever, led to an animated discussion, in which there was a great variety of opinions expressed.

Adulteration and Deception in Dairy Products, by Prof. Floyd W. Robson, State Analyst, of Lansing, was the next paper. It will be found in full elsewhere in this issue.

Governor Warner, who was at one time President of the Association, made an address. He said he felt

quite at home in this Association, and he knew from statistics furnished at Lansing that the season has been one of the most prosperous in the history of the State. Prices are better in proportion than they ever were, and the prospects were never more promising. He referred to his recent meeting with the Governor of Wisconsin, from whom he had learned that dairying had improved the farm lands of the Beaver State so that from 150 acres he had realized, by keeping cattle in proper shape, there was a net income of \$5,700. In Sheboygan county, which he had recently visited, the land had gone up to \$100 per acre where it was formerly worth less than half, and this had been because of dairying interests. He hoped we should see the time when a cheese board of trade would be installed in Michigan. He also spoke of several counties where these industries had enhanced the value of land. He advocated practical work among the farmers who owned cows and suggested that they test the milk so as to obtain the best results.

Following this came a long discussion of the Babcock test of milk. In the absence of Charles Dear, Dairy and Food Inspector at Lansing, the subject was introduced by Mr. Fish, of Eagle, Ingham county. He insisted on the importance of taking proper care of the milk as half the success in getting good prices at the factory.

J. D. Nicholls, President of the Ohio Dairymen's Association, of Cleveland, took the ground that despite all criticism the Babcock test was here to stay. Every dairyman should keep a careful record of each cow if he would get the best results.

Prof. F. O. Foster read a paper on the Use of Commercial Starters in Cheesemaking; M. M. Hinkley read a paper on How I Make Soft Michigan Cheese; C. L. Davis read a paper on How I Make Michigan Cheese, and I. W. Byers read a paper on How I Make Cheddar Cheese. All of these papers were well received and invoked more or less discussion.

At the evening session a paper was read by E. L. Burrige, of Cleveland, on Suggestions for Improvements of Michigan Butter and Cheese, which appears in full elsewhere in this issue.

Ed. Webster, Chief of the Dairy Division of the Agricultural Department, at Washington, was to have read a paper on Quality in Dairy Products, but was unavoidably detained.

J. D. Nichols read a paper on The Dairy Herd and Its Products for the City Milk Trade, which was well received.

C. L. Messick, of Hickory Corners, read a paper on Should Butter and Cheesemakers Be Licensed by the State, which appears verbatim elsewhere in this issue.

Thursday morning was devoted to the inspection of the dairy exhibits, which were large in both number and variety.

The afternoon session was probably the liveliest one ever held by the organization. The attendance was so large that seats were at a pre-

mium and the air was nearly suffocating.

W. H. Bechtel, of Caro, read a paper on How to Interest the Creamery Patron in a Pure Milk Supply.

Geo. L. Yetter, of Eau Claire, presented a paper on Flavor in Butter--How to Develop and Control It.

Mr. Shilling, President of the National Dairy Union, made an exceptionally interesting address on subjects pertinent to the dairy industry. He sounded the keynote of the subsequent struggle by the assertion that creamerymen had more to fear from enemies within than from enemies without.

Prof. Clinton D. Smith read a paper on The Over-run or Churn Yield, in the course of which he paid a high compliment to the Dairy and Food Department for much good work it had accomplished in behalf of the dairy industry. He deplored the fact, however, that the Department had permitted its inspectors to go out through the State and preach the doctrine of incorporating more water in the butter than the Federal law permitted, holding that such action was not only unfair to the dealer and consumer, but that it tended to destroy the good reputation of Michigan butter and place every one who is guilty of such practices in the criminal classes.

President Lillie, who is Deputy Dairy and Food Commissioner, denied that the Department had authorized the inspectors to teach the doctrine of criminal increase and asserted that he did not believe that the inspectors had taught any such doctrine.

A creameryman thereupon obtained the floor and asserted that M. P. Hull, of the Dairy and Food Commission, had inspected his creamery and advised him to increase his over-run, although he was then running to the extent of the law. He said Mr. Hull told him of other creamerymen who were incorporating 22 per cent. and were disposing of their butter, and that he might just as well be making as much money as they were. He said he began increasing the over-run, incorporating all he could, and the result was that he had such leaky or watery butter that he could not dispose of it in Eastern markets, and consequently suffered from the advice of Mr. Hull.

This statement brought Mr. Hull to his feet and he acknowledged that he told the creameryman to increase the over-run for he believed his product could stand it, and was not sure but what he said that some other factory was incorporating 22 per cent. He admitted that inspectors, in making their first trips over the State, had many times left wrong impressions with the creamerymen, and his mistake in this case was that he did not place a limit on the amount of over-run that could be successfully used, and the man not knowing when to stop had damaged his butter.

It was brought out by several speakers that this kind of instruction had knocked the bottom out of the Michigan butter market, and that there are many creamerymen who,

in consequence of the advice of inspectors as to increasing the over-run, have tons of butter which has been rejected by commission merchants. It is now in cold storage, where it must remain because it is an illegal and contraband article.

E. A. Stowe cited instances which had been brought to his attention where creameries had suffered greatly in reputation by acting on the advice of the inspectors and stated that if the Food Commissioner continued such men in the employ of the Department for thirty days after being informed of their true character, he should be denounced as a scoundrel.

The discussion cleared up the situation, however, placing the work of the inspectors in such an unfavorable light before the convention as to render decisive action on the part of Commissioner Bird imperative. He must either assume the responsibility for their actions or disavow their practices and clean house at once.

At the evening session John Brouwers, of Zeeland, read a paper on the New Work of the Dairy and Food Department, which is published in full elsewhere in this issue.

Geo. S. Young, of Alma, read a paper on the Centralizing Plant and the Problems It Presents. This paper will be found verbatim elsewhere in this issue.

The election of officers resulted as follows:

President—Colon C. Lillie, Coopersville.

Vice-President—E. A. Blakeslee, Galien.

Secretary-Treasurer—S. J. Wilson, Flint.

Directors—W. H. Bechtel, Caro; C. C. Colvin, Medina; Harry M. Smith, Detroit; F. A. Stafford, Vicksburg; Henry Rosemax, Fremont.

E. A. Croman, of Jackson, was re-elected Vice-President by acclamation, but declined to accept the office.

The place for holding the convention next year was left to the Board of Directors.

The convention was brought to a close Friday morning after Prof. R. S. Shaw, of Lansing, had read a paper on The Breeding of the Dairy Herd, and reports of committees were received and acted upon.

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In 1903 the confederated states of Germany formulated a short list of secret medicines, advertisement of which was prohibited. Some manufacturers evaded the law by changing the names of their products. On this account suit was recently brought against two manufacturers, one in Prussia and one in Baden. The Prussian court decided that the prohibition applied to the advertised name, and, the name having been changed, the article could be advertised without conflicting with the regulations. The Baden court decided the contrary, claiming that the product, not the name, was prohibited, and that it was forbidden to advertise it under any name.

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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

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GRAND RAPIDS, MICHIGAN

Adulteration and Deception in Dairy Products.*

In bringing this matter before you at this time—a subject which has been quite freely discussed in Michigan during the past year—I am actuated by two motives in the main.

The first is that the public's interest in the food it consumes demands that milk and its products be presented for consumption free from adulteration and, further, its interests demand that deception be not practiced in the sale of these products, nor the conditions of sanitation under which they are produced be concealed.

Second, that the future of the whole industry and the ability of the State to foster and encourage this industry depend upon the condition of absolute purity and honesty in the preparation of these articles for human consumption.

Within the meaning of law, an article is adulterated:

First, If any substance or substances have been mixed with it so as to lower or depreciate or injuriously affect its quality or strength.

Second, If any inferior article has been substituted wholly or in part for it.

Third, If any valuable or necessary constituent has been wholly or in part abstracted.

Fourth, If it is an imitation of or is sold under the name of another article.

Fifth, If it is the product of a diseased animal.

Sixth, If by any means it is made to appear better or of greater value than it really is.

Seventh, If it contains any added substance or ingredient which is poisonous or injurious to health.

From the consumer's standpoint, then, it is the duty of the State to prevent the adulteration of food products because his interests are vital and around the question of the purity of our food is thrown the physical wellbeing of our people. The State has, it seems to me, wisely laid exceptional stress upon and thrown extra precautions around the production and marketing of milk and its products, because they so largely enter into the food of man, and also because they enter so largely into the food of the growing generation.

From the consumer's point of view, milk is a product of more or less constant composition. So much so is this, that it has been possible to fix a standard defining the limits in the composition of milk. This condition, therefore, makes it criminal for any producer of milk to adulterate same by the addition of water, for to do so is to lower or depreciate its value. To substitute the fat of hogs or cattle or any of the vegetable oils for the fat in cream or butter is likewise an adulteration and unlawful. To remove the cream from milk constitutes an adulteration. To sell oleomargarine for butter is an adulteration. Meat or milk, the product of a diseased animal, is an adulteration, and if it contains

any substance, preservative or coloring matter which may be injurious to health, it is within the meaning of the law, and to my mind rightly so, an adulterated product.

The State takes this ground because it is peculiarly a function of government to protect its citizens in enjoyment of life, and in all the walks of life it is difficult to concede one in which the public is more vitally interested than in the question of its food. Water should not be added to milk because the consumer is deceived in the product he has purchased, and his life or the lives of his family may be in the balance.

To remove cream from milk is to abstract a valuable and necessary constituent therefrom, and possibly thus to remove that upon which some family is depending to restore to health a convalescing patient.

To put preservatives in milk or butter is to conceal the conditions under which those products were produced, and thus to remove farther from the consumer the means of ascertaining the freedom from contamination of the product upon which his family is compelled to live. It is clearly within the scope of the State to demand that every package of food be so labeled that the purchaser may be truly and accurately advised as to its true contents. It is unnecessary for me to mention the grave dangers attending the adulteration of milk and its products. The most ignorant mother would know far more than to feed to the babe in her arms milk so contaminated with germ life as to become sour. On the other hand, the most intelligent mother in the land is clearly at the mercy of the producer, if, to cover up the filthy and unsanitary conditions under which he operates, he puts into the milk or

butter a preserving agent, thus paralyzing the agents that nature put into the product along with the dangerous and undesirable to warn the public of the unclean and hence dangerous condition of the product he thus presents for consumption. I do not care to make any apology for this method of presentation of the subject in hand, for I believe in the absolute purity of all articles of food and drink for human use, and my reasons are the same two as mentioned at the beginning, that it is the public's right to demand that concealment of adulteration in foods be made a crime, and again that the future of the dairy industry depends upon this condition being religiously observed.

It seems to me that this organization of manufacturers, if you will, is more than any other class of manufacturers vitally interested in the purity of foods, and I am glad to say that the Dairy and Food Department of Michigan has always had the loyal support of the dairymen of this State. But there is a tendency as shown in some of the periodicals to tempt the producers of dairy products to depart from this surely laudable position and to, in common with other manufacturing interests, deviate from a condition of absolute purity in these products. The Creamery Journal of October 1, 1905, refers to the Canadian experiment conducted at the Ontario Agricultural College, in determining or attempting to determine the status of boracic acid, when used as a preservative in butter. The conclusion of this experiment was that boracic acid, when fed in butter, had no ill effect whatsoever. Therefore, the Journal concludes that boracic acid may be a very desirable preservative to use in this important dairy product. Reasoning along this same line, the

Chicago Dairy Produce of October 31 publishes, under the head of the National Dairy Union, article severely condemning Dr. H. W. Wiley, Chief Chemist of the U. S. Department of Agriculture, because of the stand or attitude he has taken against the use of artificial coloring matter in butter. Without attempting to discuss at this particular point the merits or demerits of the experiment on the one hand, and of Dr. Wiley's position on the other, I desire simply to say that I deplore the tendency that seems to be creeping in, in certain sections, favoring the use of products in butter which are naturally foreign to butter, and of products in milk which are naturally foreign to milk. In discussing this subject, I may simply say to you, as I have all through this article, that my prime reasons for taking the stand I do, are, first, that the public's interest in the product that it consumes is above all other interests, and, second, that the future of this great industry, to my mind, depends largely on our adhering strictly to the lines of absolute purity. I do not desire at this particular point to criticize the experiment conducted at the Ontario Agricultural College, except to say that experiments of this kind are decidedly one-sided. It is not within the scope of an experimenter, after he has fed a human being on a diet containing boracic acid from which he has by outward symptoms absorbed no ill effects, to say, therefore, that the use of boracic acid on any or all occasions is attended with no ill consequences. On the other hand, if the results be obtained prove that there were ill consequences attending the use of this product, that result would justify him in arguing against the advisability of using said product. It is not necessary to use boracic

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HAND SAPOLIO

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.

*Paper read at annual convention of the Michigan Dairymen's Association by Prof. Floyd W. Robison, State Analyst.

acid in butter or in milk, therefore it seems to me that our efforts should be to produce a product so pure and free from contamination that it will keep and preserve itself naturally, as long as the condition of the market may desire it.

Regarding the coloring of butter, I am frank to say at the outset that my position may not be completely in harmony with that of others on this seemingly important question. I do not quite take the position of Dr. Wiley, of the Department of Agriculture, and yet at the same time, I can not take the position of the editor of the Chicago Dairy Produce, and I can not take the position of the President of the National Dairy Union and ascribe ulterior motives to Dr. Wiley because he advocates the abolition of coloring matter in butter. Knowing Dr. Wiley as I do, I am free to say that when he tells me that he does not believe in the use of artificial coloring matter in butter, his reasons are reasons which can not be disputed with regard to his personal attitude in the matter. At the same time, it does not occur to me that there is any cause for the absolute restriction of coloring matter in butter. It is wise and always within the scope of the State to prevent the use of injurious coloring matter or harmful ingredients of any kind in any food product, and it does not occur to me that because a product is butter, it should be exempt from this general rule, but I see no objection personally to the use of a moderate amount of coloring matter in butter and I see no logic in the reasoning that because we prevent the coloring of oleomargarine, we should therefore prevent the coloring of butter. Butter has been colored for a long period of time, and the public have come to believe that a certain color in a dairy product is significant of the product butter. The fact that a certain yellow color in a dairy product stands for what we commonly know as butter is in itself sufficient reason why other products which are an imitation of butter should not be colored, at least in imitation of butter. There is no reason why oleomargarine should not be sold if people desire it, but we may look upon color in butter as a moral, if not strictly legal trade-mark by which that product is commonly known. In other lines of industry and manufacture, the government has recognized that an original trade-mark in a product entitles it to the market above imitations, and in doing this it has granted to certain originators what is known as a patent right. Now a patent right is simply legalizing the trade-mark of an originator in some lines of industry, and while it is impossible to grant a patent right to the coloring of butter, at the same time the State is morally bound to by some means or other prevent the confounding of the imitation product with the genuine. To do this the State prevents the interests of oleomargarine from utilizing the mark or color, if you will, by which butter has come to be known throughout the world.

My attitude then in the matter of color is, that coloring butter is legitimate and correct, provided colors are used which exert no injurious effect on humanity, or which do not render the product butter less wholesome than it originally was. But in doing so, because my ideas are at variance with the ideas of other investigators in these lines, I do not attribute any ulterior motives to other persons who do not agree with me, and I am frankly discussing these things before you here, because it is my desire and my hope that if there are any lines of manufacturing industry that are free from the taint of adulteration, it will be the interests of the dairy industry.

Complaint has come to our department from one or two sources that in some sections of the State an abnormal amount of water is being worked into the creamery butter. Without too seriously considering this statement, for few realize the difficulty involved in working into butter an unlawful amount of water without the products scoring much below the extra mark, it may be well to emphasize that care should be taken in establishing the overrun or churn yield. It will be remembered that on no occasion should the amount of water in butter exceed 16 per cent. An excess over this figure will constitute adulterated butter. In furnishing to the creameries throughout the State the overrun test tubes it was with the intention not only of encouraging creameries to get a satisfactory overrun but also to discourage the obtaining of an overrun which would yield an excess of water and, therefore, constitute an adulterated article.

To my mind the future of the whole dairy industry and, as said before, the ability of the State to foster and encourage this industry depend upon the condition of absolute purity and honesty in the preparation of these articles for human consumption. The dairy industry in this country will never reach a position where the separate branches of individuals or corporations engaged in the manufacture of these products are serious competitors in the market. More than any other product, milk and its products continually demand a greater market as the production, and particularly the quality of the manufactured article is improved. There is no one who will question for a moment, when once he has tried the two, that well manufactured creamery butter is not superior to oleomargarine or to renovated butter. And there is no one who really, to my mind, enjoys going to the market expecting to buy fresh creamery butter and being served instead with what later proves to be renovated butter or oleomargarine. When the quality of the product has been sufficiently improved, and when independent manufacturers of these articles are finally induced to see that there is a greater future for them in adding their product with their neighbors to make a common, uniform, clean and well manufactured product, then the question of the substitution of oleomargarine for butter will solve

itself. Until then it must be the duty of the State to protect the ones who desire protection in the purchasing of these articles of diet.

It is then to the interest of both manufacturer and consumer that the addition of any foreign substance to milk and its products be prohibited. Not only this, but it is to the interests of both manufacturer and consumer that the safeguards thrown around the production of these all-important articles of diet be as complete as modern science and human ingenuity can make them. It is not a question of the injuriousness of a small amount of boracic acid in butter with which we have to deal, but it must be clear that if the State allows the use of a small percentage of boracic acid in butter, it must also allow the use of some such article in cheese and in milk. It must allow the use of alum in bread, must allow the use of preservatives in fruit products and in meats, until the time will speedily come when every article of diet on the table will contain something foreign to the pure product. Again, it is not merely a question of what effect a little boracic acid in butter may have on a half dozen or a dozen strong, athletic young men, but we must remember that not only will the strong and healthy consume butter, but the emaciated and the sick and the young; and society must throw around such individuals safeguards that will protect them in all ways.

The position then, to repeat, which

I am pleased to bring before you as our attitude on the adulteration of dairy products is that it is the duty of the State to demand, and it should be the desire of the producer of milk and its products to accede to the absolute freedom from adulteration of any and all of the dairy products, and that the use of a coloring matter in butter, not intended to deceive but to make uniform, will not in itself be construed as an adulteration, provided it contributes nothing injurious to the health of persons using it, or does not make the product to which it is added in any degree unwholesome. Such a position renders it clear then that, for the interests of both the manufacturer and the consumer, it is the duty of the State, working through its Dairy and Food Department to foster and encourage the dairy industry, and it is with these things in view that the Dairy and Food Department of this State has adopted for its motto in this campaign, "More and better milk, butter and cheese for Michigan."

A story is told of a man who, crossing a disused coal field late at night, fell into an apparently bottomless pit, and saved himself only by grasping a projecting beam. There he clung with great difficulty all night, only to find when day dawned that his feet were only four inches from the bottom.

No man can be happy all to himself.

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Stands Highest in the Oven!

3,500 bbls. per day

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Grand Rapids, Mich.**



BUTTER AND CHEESEMAKERS.**Should They Be Licensed by the State?***

I was requested by our Secretary to prepare a paper on, "Should Butter and Cheesemakers Be Licensed by the State?" You are all aware that this question has been up before creamery meetings for several years and up to the present time I can find only one state that has such a license and that is South Dakota. I wrote to the State Dairy and Food Commissioner in regard to the plan of licensing butter and cheesemakers, and in reply he sent me a copy of the dairy laws of their State, also an application blank that a butter or cheesemaker must fill out and send to the State Dairy Commissioner; and if he sees fit to issue to the butter or cheesemaker, as it may be, such a license, it is granted to him. He claims the law is to keep out unskilled butter and cheesemakers and to protect the skilled men from cheap competition, but I can not see where it would benefit the more skilled makers, as the application is nothing more than a recommendation from a former employer, that any good, honest butter or cheesemaker should be able to get; and some, no doubt, get recommendations as first class workmen when they are not entitled to such. I have not the least doubt but what South Dakota, with her license, has as many unskilled, cheap butter and cheesemakers as has the great State of Michigan without her license. What is the use of creating such an office in Michigan, when commission men are all wanting Michigan butter and cheese and then want more Michigan butter and cheese? Why not take the money it would need to maintain such an office and apply it to hiring more dairy inspectors? And let them visit the dairies, creameries and cheese factories oftener, and instruct us where we are at fault. I like to see them come. I had begun to think that they had forgotten we had a creamery at Hickory Corners; but one day not long since H. A. Schellenger's smiling face appeared upon the scene to remind me that we were not forgotten; and I truly enjoyed his coming as I got many good pointers from him, which I expect to put in use. Boys, give the inspectors a hearty welcome in your factory, as we have all very much to learn yet. I have had fourteen years' experience in butter and cheesemaking, mostly buttermaking, and I freely admit that I have many things to learn yet; in fact, I never expect to be perfect, for when a man thinks he knows it all, he had better step out and let some man take his place who is willing to learn. We must remember that this is a time of advancement in all branches of industry, and let us profit by what some other man has discovered and not think that our old way is just as good as his. We must be students, as in years gone by, and I am afraid if we had a license we might not take so much interest in our fellow

butter and cheesemakers. I noticed in the January Creamery Journal a report of Indiana's December scoring contest, and as that is my native State, I am somewhat interested in the advancement of the dairy interests, which is far behind ours. Indiana has only one hundred and twenty-five creameries, where we have two hundred and thirty-five creameries and one hundred and forty-two cheese factories. I also noticed that only twelve took part in the educational scoring test. Some were new buttermakers and some had had butter at all of them. I was sorry to see that some had dropped out; no doubt it was because their score was low. There is where they make a very serious mistake, as we butter and cheesemakers can not get the benefit of these scoring tests from one or two scorings; but we can get a great benefit from them if we will just keep trying and improve where we were at fault, for when we can show a good average score we do not need a license to get a good paying position.

You may think I have been off my subject, but I just mention this to show where we get slack and behind in our chosen vocation; and the same thing would happen whether we were licensed or not. You may go where you will and in any occupation of life you will find men holding positions of trust, and you will find a very small percentage of these positions which require a license. Go into our great machine shops, where workmanship must be perfect. Are they licensed? I never heard of such being required, but they must fill the requirements or they must step out and let some man in who can do his work to suit the requirements of such a position. The same must be applied to a butter and cheesemaker; whether he is licensed or not, he will surely find his way into the creamery just the same, claiming to be all that is required, to manufacture first class butter or cheese. He may come with a good recommendation, and no doubt if we had a license he

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The fastest selling ready-to-serve flaked cereal food in the world. This deal will make it by far the most profitable package for you to handle this season.

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Ask Your Jobber**

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New Spring Hosiery

You don't take any chances when you handle
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Nos. 1 and 2 made to retail at 15c per pair.

"Samson" and "Sandow" Stockings

two brands also noted for their good wearing qualities. The best made to retail at 25c a pair. EVERY PAIR GUARANTEED. Hanging cards furnished the trade. Half dozen boxes—6 to 10 inches. Send us an order for a sample round.

We are now ready to show our complete new season's lines of **Women's Stockings** in the "Hermsdorf" and other well known and reliable brands. Also full assortments of **Men's and Women's Spring and Summer Underwear, Vests, Drawers, Combination Suits, etc.**

Send us sample order. We guarantee you absolute satisfaction both in quality and price.

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



Only
\$3.85

Retail Value \$5.50

For this solid Quar. Oak Swivel Tilting Chair, nicely finished golden. Can be adjusted to any height. Only 22 chairs left for this sale, so be quick.

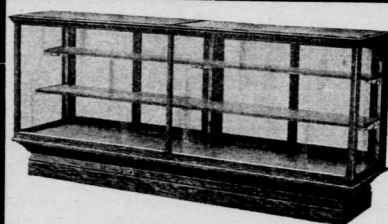
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Please mention the "Tradesman."



**Wolverine Show Case
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Bank, Office, Store and
Special Fixtures.

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

*Paper read by C. L. Messick, of Hickory Corners, at annual convention of the Michigan Dairywomen's Association.

would have the required sheep-skin to do business with, and then fail. I do not think we butter and cheesemakers are always to blame for some of the poor, inferior goods that are made at our factory. Some creameries do not give the buttermaker the authority to reject all the milk that in his judgment is not fit to manufacture into butter or cheese. No doubt some of you boys have been placed in that very position; and it took some time to get your patrons to furnish you the wholesome milk you needed to make a first class article. In order to have the milk as we must have it we must begin at the dairy of the milk producer; instruct him how to handle and take care of his milk; insist that we have good, pure and clean milk to manufacture a good wholesome product. If they do not give us good milk, give us the authority to reject any and all milk that in our judgment is not up to the standard, and I do not think we will need any licensed butter and cheesemakers in Michigan. In hiring a butter or cheesemaker creameries should use more judgment and not hire some man who comes to them with a recommendation, just because they can get him cheap, for he may be dear at any price. Let them take more pains in securing a man; get a good man who has had experience and understands his business, and pay him well for his work; and encourage him in his work, for the buttermaker's troubles are many at the best. Do not find fault with him if he should get through before night and take his wife—if he has one, if not, his best girl—and drive out a few afternoons for a little pleasure on the banks of some shady brook or lake. Too many persons do not think of us buttermakers up of a morning at 3:30 or 4 o'clock, and then on the jump until late in the afternoon. We very often have too much to do during the flush of the season. We are expected to make the butter, be the engineer, weigh in all the milk—in fact, be the whole working force—and then some will think we have a snap. Where is it? Can you tell me? I think that the buttermaker being overworked is the cause of some of the inferior butter being on the market. Let me give you some of the requirements I think necessary to make a successful butter and cheesemaker. What I mean by a successful butter and cheesemaker is: He must not only understand the art of making first class butter and cheese, but he must also understand how to manage his factory so as to keep it on a paying basis. He must be honest in all of his dealings; get the confidence of the people and keep it, also be a reader of one or more good dairy and creamery papers. He must understand how to keep his machinery in perfect order, as so much of the expense of a creamery is in repairs. If such repairs were made in time very often a great expense would be saved. Our factory at Hickory Corners had been running three years last August and we have averaged over two million pounds of milk per year, and our expenses for repairs have been less

than five dollars, and most of that was for two bushings for our separator, which were put in recently. I am not bragging on myself, but I always intend to have on hand extras to repair with and make them in time to save trouble. Would the license accomplish this? I think not. It takes experience and study. And I do not think in this great free country of ours that we should ask a man who must make his living by hard manual labor to be compelled to take out a license. But if such laws should be passed I do not think I would flee from Michigan on that account, but would stand by whatever dairy law may be passed for our good. I do not know that this paper has met the requirements made, but I gave both licensed and unlicensed several days' thought, and took the side that impressed me most. In bringing my paper to a close, I would like to make a request which I think would be a great benefit to us all, and that is to become a member of this Association; and for every butter and cheesemaker to have a sample of his butter or cheese at this Educational Scoring test.

Drinking Among the Nations.

On paper the greatest drinkers in the world are the French, yet France is a notoriously temperate country. Her statistics of police drunkenness are less than one-fourth the English record. Italy, Spain and Portugal, being wine-growing countries, have large statistics of consumption, but are, as a matter of fact, exceedingly temperate. Northern Russia, Scandinavia and Scotland are the most drunken parts of Europe, although the consumption of alcohol per head is comparatively low. For the past ten years England has spent on drink from \$875,000 to \$950,000,000 a year. Her average annual expenditure on drink amounts, therefore, to a sum that is more than the entire annual revenue.

Teeming Millions of India.

According to figures printed in the British blue book and based on the latest census British India has a population of 294,000,000. This is 41,000,000 more than it was twenty years ago and the increase is greater than was to have been expected in view of the high death rate, which was partly due to repeated famines. One hundred and ninety-two millions of people support themselves by agriculture and live chiefly on rice. There are less than 3,000,000 Christians in India, of whom 2,600,000 are natives. More than two-thirds of the whole population can neither read nor write. In ten years the taxes have increased from 6 cents per capita to 45 cents.

The State Board of Pharmacy of Kansas requires that a pharmacist must have a stock of drugs invoicing one thousand dollars before he can secure a permit as owner of a pharmacy, and a judge has recently held that the thousand dollars' worth of goods must be made up purely of drugs and not of wines, cigars, soaps, or other side lines.

Trousers!



Have you seen the extra values we are offering in men's and boys' pants for the spring trade?

It might pay you to look at them as well as at our line of men's furnishings such as negligee shirts, work shirts, overalls, suspenders, socks, underwear, etc., because we have some real good things to offer. Salesmen will call if you are interested.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

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.

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.



Push the Winter Business Systematically.

The holidays being over and the people once again settled down to the stern realities of life, the season of sickness usually begins; for the next three months doctors, nurses and pharmacists are likely to be busy. The thousand and one diseases that afflict mankind in the cold season are likely to multiply and gather force from now on, until dissipated by spring's sunshine.

Consequently, the logical thing is to begin the year's advertising campaign with a series of advertisements bearing upon the professional side of pharmacy: prescription work, sick room necessities, invalids' comforts, medical and surgical supplies of all kinds. At least the greater part of the advertising done during the first three months of the year should be cast upon these lines, varied, perhaps, with such announcements of new goods of importance as may not be of this nature, or with advertisements of one's own specialties that may be seasonable in these months. To make a strong impression in advertising the prescription department it is advisable to start off with three or four good prescription talks in succession; then one may sandwich in and add on some other subject, then another prescription talk, then perhaps two on other subjects and another on prescriptions, using a prescription advertisement at least every third or fourth time right up to the first of April, when the spring campaign begins. By so doing, one gets the cumulative effect of hammering away on one subject, and only in this way can one get real profitable returns from his advertising. A varied prescription advertisement now and then will scarcely show appreciable results in increasing prescription trade. A good volley at the beginning and a steady fire all through the campaign will surely produce good results if the druggists' guns and ammunition are all right. The same number of advertisements scattered at random through the year would do little good. We read one advertisement and forget it, the second reminds us of the first, the third strongly impresses us with the fact that "Jones is certainly out after the prescription trade of the town;" while the fourth or fifth or sixth one causes us to take our prescriptions to Jones, perhaps just to try him and see if he really has a big trade or better facilities for prescription work, and as we find that lots of other people have done the same, we are likely to be convinced and become a steady customer.

In addition to newspaper advertising some auxiliary advertising should be put out every two weeks or once a month at least. These may be circular letters, leaflets to fit a No. 6 envelope, cards or folders with useful hints for the housewife or such matter as will cause them to be saved.

Leaflets are especially good because they are equally adapted for mailing or hand distribution. They may be placed within reach of cus-

tomers in the store, used as package slips and enclosed with each bill or letter sent out. They tell their tale quickly and are often where one would not take time to read a more pretentious bit of advertising literature.

W. A. Dawson.

Had a Conscience.

"I know that a conscience doesn't belong with my line of business," said the dry goods drummer, "but I was born with one and can't get rid of it."

"For instance?" was asked.

"Well, for instance. I was making a flying trip through Illinois about ten years ago, and in a certain town I asked a man to change a \$10 bill for me. He complied, and I stood there and saw him count me out \$11, and was mean enough not to say anything. However, when I got away, my conscience began to upbraid me. I meant to make things right the first time I went back, but it so happened that I did not strike the town again until last week. All this time a still, small voice was accusing me."

"But you made it right last week?"

"I found the man and stated the circumstance, and said that I desired to make restitution, but he laughed and replied:

"Yes, I remember, my dear man; but I folded two of the \$1 bills over so that you counted them twice. I really gave you only \$9. My conscience has also accused me, and—let's go out and have a drink."

"And was that all?"

"All that except when we got to a saloon he ordered water."

American Wheat in Norway.

American wheat in Norway is indicated as a promising possibility. Grains and their products are the most important Norwegian imports, amounting to 20 per cent. of the total, and are valued at \$13,000,000 to \$15,000,000 a year. Rye and barley lead, although there is a considerable importation of maize, wheat and oats. Wheat flour leads the list of flours and meals. Nearly all of the grains imported come from the ports of Southern Russia, the flours and meals seem to come mostly from Germany. A large quantity down to the credit of Germany comes from the United States and other countries, and is transhipped from German points. Wheat flour is the only article in the list that shows or promises well for Uncle Sam's land. The present prospect of a large crop indicates an opportunity which is pointed out as something that might be made much of were American millers and cereal merchants carefully to go over the ground. The proximity of the two countries, their mutual respect for each other, the number of Norwegians in the United States, the improved transportation facilities point to a particularly large possibility of a large Norway-United States cereal trade.

Fortune—good or bad—only hurts when it touches the heart.

The man who is willing to face failure finds success.

Confections

Purity first—price next. Extra values have always put our goods in the spot-light of public favor.

Straub Bros. & Amiotte
Craverse City, Mich.

Ask your jobber for S. B. & A. Candies

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

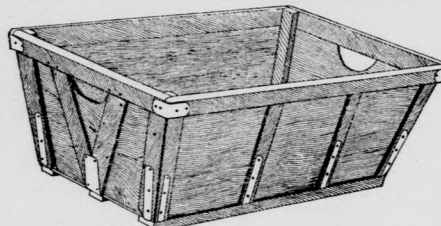
when returned to us or your jobber properly endorsed.

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.

Quality

One of the most important things about candy making is quality—quality of the material used—quality of the workmanship. Everything that is put into our candy is the purest obtainable. The workmen are the most experienced we can find. And the best merchants are our best customers.

Hanselman Candy Co.
Kalamazoo, Mich.

BE HONEST WITH YOURSELF.**How It Will Help You To Succeed.**

Show me a man who is absolutely honest with himself in all of the most material things of every day, and I shall expect to see a man who is pretty fairly honest with his fellow man. Why? Simply for the reason that the average man who is not scrupulously honest with himself every day can not afford to be honest with everybody else.

To begin with, the great majority of the world's workers are laboring for a wage or other form of compensation which is fixed for the individual by some condition or circumstance in which he has little or no voice. For the type of salaried person at large, he gets a certain salary for the reason that his predecessor got only so much. Simply "the job pays so much." The applicant takes the place at the money or it goes to some one else.

To-day there are few positions open in the world in which the successful applicant gets more money than he had expected to get. In the great majority of places he gets considerably less. He will be in the natural attitude of wishing to spend more money than he will be able to spend.

Against this condition of wishing for more than he can get, he puts his first pay envelope into his pocket. If he has been a capable, honest worker he has received considerably less than he has earned for his employer.

With these proceeds in his pocket the young man goes out to pay his debts and to purchase for his pleasure and his needs. Everywhere he turns he is front to front with the person who he knows is taking a profit off his already profit skimmed wages. He can not get back home without giving a transportation company the profits from his car fare. Food, light, heat, clothing, pleasures—all exact of him not only the repayment of full cost but that additional profit of which for the most part he has not the least to say. Just as his wage profit was measured by his employer, so his purveyors measure the individual tax which they shall levy.

Between his arbitrary income and his arbitrary expenditures, the salaried man has no means of recouping unless by some effort outside his salaried occupation he gets more money, subjected to just the same form of discount. Out of this physical condition as wage earner and consumer, the salaried person at any time finds it to his advantage to discover that economic conditions in the country are just bad enough to leave his salary undisturbed, while in the main the producer and the middleman in every field of endeavor are profiting the least that their business will bear!

One of the commonest of comments to-day brought to the ear of the consumer who may be questioning is that "prices have gone up, you know." This may be the price of meat, bread, clothing, and the news of the change is brought to the ear of the customer with the least possi-

ble chance of his contesting the arbitrary statement.

Where the customer himself is in business he has the opportunity to say to himself, "Well, I shall have to mark up some of my own prices." Even the producing farmer in many lines may say to himself: "I shall not sell at the market figures. I'll hold for a rise in my own products."

But the salaried man or the wage earner makes his profits for his employer and pays everybody else a profit, even to the savings banker who handles the few dollars which the wage earner may have managed to save, and in his heart, as he works and pays, he may be excused if at times he wishes somehow that "times were not so awfully good" as they are.

It is in this position that the man as wage earner must feel the impelling necessity for being honest first with himself. No man more than he needs to map out for himself a rule of life in business on more economic principles. The average young man is too slow to regard the facts of business life. He is too old when they strike home to him forcibly. The manufacturer of a certain article which he controls and to which he attaches an arbitrary price will not rest satisfied at fixing the price of the finished product if by any means he may gain control of the raw material and fix the price of that. He may build his own electric plant in order to save profits which a supply company would take. He builds machinery to cut down the number of employees. But the young employee whose salary is cut at both ends, in striking contrast to these methods, may be paying a profit to a bootblack to shine his shoes and to a barber for shaving his downy pretense for a beard.

Not long ago I overheard a young man in the office of a \$5,000,000 corporation say to a fellow worker that on a bit of special business for the concern he had spent about 60 cents in carfares.

"You put it into an expense account, didn't you?" queried the other.

"Oh, no," was the answer; "it's only a few cents—if I spent money that way regularly I'd have to do it, but—Oh, well, what's the use?"

Yet that young man did not earn more than \$2 a day at the most, and as he stated the proposition he had done a good deal of extra work for the company on that day for just 60 cents less than he would have got for his ordinary routine. Frankly, if I had been his employer, his point of view would have made me suspicious of him.

As a business proposition to his firm, were the firm of \$5,000,000 the spender of this 60 cents, it could be counted upon that this entry would have found place all down the written records of the firm's business until 60 cents as expenses could be subtracted from the gross profits of the institution. Yet this young man on \$12 a week had not thought the charge worth while! As a business proposition will anybody say that he could afford it? And in not entering the charge to expenses was he not

making it just that much harder for some other employe of better business methods and more honest with himself and those depending upon him?

In this matter of petty expenses, or large, there are thousands of young men who are not honest with themselves. On the one side is the young man of the careless methods who does not enter his expenditures; on the other is the man who, not honest in another way, charges more than he should. In this way the employe who is dishonest brings the whole catalogue of expenses into disrepute. The one who charges too much and who submits the discounting of his overcharge, is a thief in spirit and a robber of his fellow-worker whose expense bill is legitimate and figured to cents.

Manifestly the employe who works his overtime, causing him to miss a meal that he has paid for while he buys another, has paid a double price for a dinner; one of these prices should be restored to him—the employer for whom he works would not pass the occasion were it developed in his own business; the employe can never more illy afford to do so.

A strict business policy and a strictly "square deal" for himself as he goes along must be one of the principles of the salaried worker, of all others. The paying teller in a window of the richest bank in the world accounts to the cent every night for his handling of the bank's funds. The man who takes the pay which is tendered and pays the prices that are

demand of him is marked for bankruptcy if he attempts a different policy.

John A. Howland.

The empty head needs a haughty air.

ALABASTINE

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

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

ALABASTINE COMPANY

Grand Rapids, Mich

New York City

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.

Delicious

Buckwheat Cakes

Are Raised With

Yeast Foam

Tell Your Customers



What To Do When Papa Says No.

Under modern laws, which secure full liberty of person to all adult men and women of sane mind and not criminals, persecuted lovers and distressed damsels, those characters so dear to ancient romance, practically have ceased to exist. In this land of freedom, especially, anyone of legal age may marry anybody whom they please, and neither cruel parent nor dishonest guardian shall have power to forbid the bans. Provided, always, that both parties to the contract desire to enter into the holy estate of matrimony; the "please" must be interpreted in a double sense—one must both please and be pleased with the person whom one wishes to espouse. Men no longer win themselves wives after the manner of the tribe of Benjamin; still less is it possible for any man to be forced to wed against his inclination.

More frequently than men do women marry because of outside influence, yielding to the persuasion of their friends and relatives. When this is the case, however, it usually will be found that the persuasion succeeds because of a bias that way—an inclination towards the match which all one's kith and kin advise. That moral suasion is of much effect none informed upon the subject will deny, but its power can be exercised only upon the weak of will, the infirm of purpose. Where there is strength of character—the quality which in a good cause is called resoluteness, in a bad one obstinacy—neither man nor woman can be coerced into an unwilling marriage nor prevented from marrying in the face of opposition, of tears, and of entreaties, so long as one is set upon having one's own way.

Relatives and friends may forsake them, irate parents may disinherit them, but no earthly power can hinder the man and woman who are of legal age from becoming man and wife, provided they are willing to count the rest of the world well lost for love.

Undoubtedly they who do so often live to wish they had not. When people are foolish they are more than likely to repent their folly when repentance can avail them naught. As a rule, parents and guardians are by no means unwilling that the young people under their charge should marry, nor are they likely to offer strenuous opposition to any match which they consider prudent.

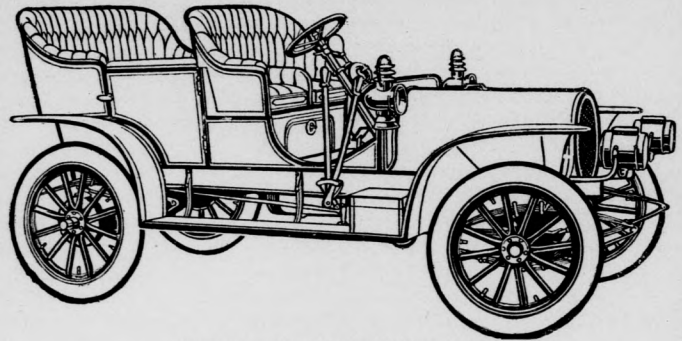
In former days parental authority often savored of tyranny and was really a serious obstacle to true love. Nowadays, as has been fully demonstrated, the young people have things pretty much their own way, and the worst that can happen to them is to be obliged to wait awhile—a waiting which, since the age of freedom from parental authority is in most states of the union less than that at which hygienists tell us people may wisely

marry, does them good rather than ill. Nevertheless, "asking papa" is often a momentous matter. Some fathers are inclined to be unreasonable, some are quite so, but the more honest and straightforward the suitor is the better. He will do well to be modest, but he need not be humble. There should be nothing in his manner which possibly can suggest that he is conferring a favor. Instead, he is asking a man to give him of his best and dearest, and it is his love which entitles him to prefer his request. Neither has he any cause for resentment if the girl's father question him closely as to his past life, present prospects and future expectations and is in no great haste to give him his daughter and his blessing. Parents who value their daughters naturally wish to know all about a man before they accept him as a son-in-law; it is merely common sense to exercise forethought before they give their consent to intrust the happiness of those daughters to comparative strangers. Indeed, a wise man, however much in love, might well hesitate to marry any girl whose father displays readiness, not to say eagerness, to be rid of her. But the father also is in honor bound to remember that he in his turn owes a measure of confidence to the man who wishes to marry his daughter, and should be equally frank towards him.

When there is nothing that can be urged against a man's character or antecedents, when he is able to support a wife in comfort if not in luxury, and when the lovers are sincerely attached to each other, it seems tyrannical for parents to refuse their consent and thus stand in the way of their daughter's happiness. When the objection is because of advisability and not from principle, purely because of comparative poverty or personal prejudice for which there is no apparent cause, a woman has the right to consult her own happiness and make her own choice, when she is of age. It will do neither her nor her lover any harm to wait, and the less fuss she makes about it the better. Parents and guardians are not infallible in their judgment and poverty is not the worst of evils when one has love, and courage, and energy. But any woman who binds herself secretly to any man, however fascinating, whose moral unfitness is the cause of objection is courting certain misery and possible disgrace. Moreover, any woman has good occasion to distrust the man who woos her "under the rose," thus exposing her to misconstruction and to the malice of scandalmongers.

Neither can any blessing be expected on the married life which begins with a lie. It is the woman who, in such case, suffers from the breath of slander and the pettiness of gossip—these things affect a man but little, if at all. To use an old simile, a man's reputation is like white linen, which may be washed free of stains, a woman's like white paper, which, once sullied, is ruined forever. It would seem unnecessary to dwell upon the evil of secret marriages for women were it not that, although for-

FRANKLIN



Type D. Four-Cylinder Touring Car

Five passengers. Air-cooled motor. 20 "Franklin horse-power." 3-speed sliding gear transmission. Shaft drive. Disc clutch. Force-feed oiler on dash. 100-inch wheel base. 1800 pounds. 45 miles per hour. Full head-and-tail-light equipment. \$2,800 f. o. b. Syracuse, N. Y.

There is no stronger car in the world, and it weighs only 1800 pounds. Think of the saving on fuel and tires.

Weight is the cheapest thing that a maker can put into a motor car; but it is the most expensive thing to own.

It doesn't cost money to put weight into a car. It costs money to keep it out—costs the maker money but saves it for the owner.

One pound of high-grade nickel-steel costs more than ten pounds of common steel, and is a good deal stronger; but ten pounds of anything costs more fuel to carry than one pound, and is ten times harder on tires.

Only an ignoramus would contend that weight makes strength or is costly to produce.

Weight never makes strength. It often makes weakness. It always makes fuel- and tire-cost. And that cost comes on the owner.

Strong materials are expensive. Weak materials are cheap—and it takes more weight of weak materials than of strong ones to give equal durability to a motor car.

Consequently a cheap-built car of sufficient strength will be heavy, and expensive to run—cheap for the maker, but dear for the owner; while a car of equal ability and strength, made of the best materials will cost more to build, and will be lighter, and more economical to maintain.

Franklin cars, for example, are made of the strongest, highest-grade, most durable materials ever put into a motor car. They have cast aluminum engine bases; sheet aluminum bodies on steel-angle frames, and the largest proportion of high-grade nickel-steel used in any motor car. This material is next to the armor plate used on battle-ships, for combined lightness and strength.

They are the strongest and safest cars made in the world without any exception; they cost fifty per cent. per pound more to build than any other American cars; and because of this construction, and the fact that they dispense entirely with the weighty apparatus carried by all water-cooled cars, Franklins are the lightest of all motor-cars in proportion to their power, and the most economical to operate and maintain.

GET THE BOOK

Four-cylinder Runabout

Four-cylinder Touring Car

Four-cylinder Light Touring Car

Six-cylinder Touring Car

ADAMS & HART

GRAND RAPIDS, MICH.

unately rare, they occasionally take place. When a woman so far forgets herself it is scarcely to be expected that she should at least have the prudence to make sure that her marriage is legal, to insist upon a marriage certificate and keep it in her own possession—otherwise her character, as well as her happiness, is in great danger.

Dorothy Dix.

Cultivate the Ability to Handle a Crowd.

Written for the Tradesman.

It seems to be a mooted point with merchants which is the better way to do when there is more than one customer—to attempt to wait on the first comer, to the exclusion of the waiting patrons, or pay a little attention to the first and then leave him and endeavor to wait on all of them at once.

Both methods have staunch advocates. Each plan has something to be said in its favor and each has something to be advocated against it.

Of course, the proceeding must be governed considerably by the sort of goods called for. If it be jewelry that is under inspection it would never in the world do to leave a tray under the easy fingers of a crooked-looking individual. The proprietor or clerk who may be waiting on such must, in the very nature of matters, keep the tray as near himself as possible, and his eye must be glued on every article that is handled by the person on the other side of the counter. The one on the inside must be the personification of wariness; he must not relax his vigilance for an instant. If he does he must expect to bid the jewels under examination a fond—and probably last—farewell, for he is likely to be separated from them by his "prospect."

On the other hand, if the merchandise under fire consists of larger pieces, such as underwear, umbrellas, books, or what not, they are not to be confiscated so easily and the seller can tell prices, say "Now won't you excuse me just a moment while I ask what these other customers want and I'll be back to you in less than no time?" Then let the clerk put on his skates and get back to No. 1, as he said, "in less than no time."

I saw a case the other noon that illustrated the wait-only-on-one-person-at-a-time idea:

Two girls, by their talk evidently office girls, came to the stationery section of a department store. It was 20 minutes of 1 and by the anxious looks they cast at each other and their nervous manner one could see that they were afraid they would be late. They stood first on the right foot, then on the left, and every once in a while walked from one end of the counter to the other. The clerk was close by at the next counter trying to sell a fussy young fellow a fountain pen. By the looks of things he had been there a long time, for a pad of paper lying next the pen tray was covered with wet wavy marks and words, where he had been trying the quality of the different gold pens.

Of course, such an article one must take time to select, for a fountain penholder lasts a long while and a gold pen is not to be had for a penny. I know that. But the clerk merely looked non-committally at the annoyed office girls, paying not the slightest heed to their disquietude, which any one could see with half an eye. She might at least have recognized their existence by tossing them a smile and a pleasant "I'll wait on you in just a second, girls," or, some similar crumb of comfort.

Not a bit of it. She calmly—or, with the same spelling and just as true, I might write it "clamly"—pursued the course she had obviously marked out as the correct way to deal with store patrons.

The girls were getting more and more uneasy and at last one of them walked down the whole length of that side of the room and asked a young man if he could send some one to wait on them as they were in a very great hurry—had to be back to place of employment in five minutes.

The young man glanced down the aisle at the girl who belonged in that department and tried to make some excuse for her neglect. Then he came forward, took the fountain pen dilly-dallyer in tow, whispering to the girl and glancing at the waiting young ladies, whereupon the exasperating clerk reluctantly left her other customer and asked the two what they wanted.

They said they had now no time to make a selection—they would have barely time, as it was, to get back to their work when they should—and must take the first thing at hand, and had a quire of ordinary linen paper wrapped up, whereas they would have bought a couple of pounds of elegant stationery could they have been waited on before.

Here was a good little sale lost and a customer probably displeased for all time with that particular department of a large city store; and such a trifling occurrence may even be the means of turning her against the store itself.

I think that the better way, in a rush, is to keep all those standing around jollied up. Then they are not so apt to get huffy and flounce out, possibly never to darken those doors again.

Jo Thurber.

How To Wait on a Customer.

To properly wait on a customer one must, first of all, be interested in his merchandise, and its owner, be ever ready to greet the approach of a patron and in doing so avoid any form of familiarity, even although the person in question be an acquaintance or friend. A mild form of dignity is the keynote to quick confidence in business. This much done, ascertain in as quiet a way as possible the wants of your visitor, without comment or further conversation. Proceed as quietly as possible to get exactly (or as near as you have) what was requested, and at this point is offered the first opportunity for a display of salesmanship.

It is here the clerk can suggest the economy of better-priced goods of similar style, or the more perfect

suitability of other shapes, size or kind. In offering suggestions of this or other kinds, it is well to add as much strength to same as possible by comparison. If you haven't the goods desired, do not try to palm off or substitute. Be frank. Admit the fact, and seem to be surprised and disappointed that you should not have just what is requested. Offer some suitable goods instead thereof.

Under no circumstances should the clerk condemn or criticize the merchandise he did not happen to have, or the maker of the same. In offering goods of any kind it is well to point out this, that or the other advantage, and under no condition must one contradict or argue with a customer or prospective buyer. Always bear in mind the adage, "Convince a man against his will, he's of the same opinion still." A sale pleasantly and properly made is the first step toward the clerk's success. This done, the clerk should suggest the possible need of this, that or the other in other departments. Offer any facilities you have at your disposal, by way of delivery, transfer, etc.

Never promise anything that your house will not afford; very often a clerk's ambition to do this has ended in dispute and dissatisfaction, which costs the employer cash and customers. The clerk also finds the customer who is in this way disappointed harder to deal with and satisfy forever after.

A frozen heart does not make a stiff back.



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

Original Holland Rusk

Write for samples today.

Holland Rusk Co.

Holland, Mich.

See price list on page 44.

Gasoline Mantles

Our high pressure Arc Mantle for lighting systems is the best that money can buy. Send us an order for sample dozen.

NOEL & BACON

345 S. Division St. Grand Rapids, Mich.

Charity Begins At Home

Give, if you will, but don't allow your goods to "leak out" of your store.

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

Better than others and sold at **half the price.**

Sensitive, accurate, and built to last a lifetime.

Standard Computing Scale Co., Ltd.

Detroit, Mich.

SCALE DEP'T FOR INFORMATION.

CLERKS' CORNER

Change of Fortune Developed Good Business Traits.

It is often said that inherited wealth is never fully appreciated by the people who receive it. It might also be said that the possibility of inherited wealth is a positive damage to people who are willing to sit around and wait for the dead man's shoes, or some other part of his original possessions. That was the case with the family of which Arthur was the promising son. The father was not a strong man, either physically or mentally, but the mother had sufficient vigor to endow the children with enough energy to be not particularly different from other children, as the average runs.

Time was when the parents had been compelled to do work for their living, but an elder brother of the father acquired considerable wealth in manufacturing, at the same time the father was keeping a little grocery, and the mother was running a small millinery store. The mother was taken ill, the expenses increased beyond the income, and the elder brother came to the rescue with a liberal check. That was the undoing of the ambition of the family to work. The mother continued sick, the father thought he might as well be sick also, and the children—I don't know how many—were soaked with the belief that Uncle Abel would keep them going and sometime would die and will them a snug little lot of money. That made them all lazy, indifferent and more or less disagreeable. That was the disposition of Arthur as I first heard of him.

His sister married a partner in a dry goods and carpet business that was a paying proposition and a very good thing for all concerned. Arthur was such a mean little cuss around home that his parents begged the son-in-law to give him a job in the store to keep him down on the earth where he belonged. To avoid trouble the job was given, although the merchant didn't relish the idea a little bit, notwithstanding he didn't show that fact on the surface. At 15 Arthur was given a job as a subordinate clerk. He ought to have been last boy, but of course the relationship business kept him above that. So long as he would not go to school and persisted in running the streets, the only thing to do was to attempt to keep him busy.

Well, it took the whole force of the store to do that, and the tempers of all concerned were roiled a good share of the time because of his perverseness, his inattention and his persistence in doing the wrong thing at the right time and the right thing seldom. The senior partner got angry, the older clerks got angry, the whole store bristled its back and a generous row was on hand inside of the first year. It was a matter of the junior partner in the business sending Arthur his way, or allowing the busi-

ness to break up in sad shape. Pleadings and arguments were worn out at just the time when the family felt called upon to move some sixty miles away, and Arthur had to go with them.

He was a long ways from being dull in the head—in fact, was the brightest of the family—and had really learned a considerable of retailing through observation. The trouble with him was that he thought himself above being directed and bossed, and he proposed to do as he pleased so long as there was a big fortune coming by and by, and there was no necessity of his working for the sake of a living. He didn't make any move toward either going to school or going to work in the new location, and the parents awoke to the fact that something would have to be done, for his companions were not of the best sort.

About the time he was 17 a change came over the spirit of their dreams. The rich man died, and he didn't give a red cent to the family that had been living so long on his charity. They had been spendthrifts with his former bounty, and they didn't have much ahead of them when they realized that it was up to them to get to work. The mother suddenly recovered her health, and Arthur soon found himself looking for a job in a big department store.

What he had learned through contact helped him a little, and he got a job at \$4 a week in the prints. It was sorry experience for him, and he had a terrific time in bringing himself down to the point where he belonged. He found the other boys in the stock would take none of his "sass," and he also found that he couldn't lop about the counter and talk very much when either the superintendent or the floor-walker were in the neighborhood. He also found that if there was dirty work to do in the stock he had to do his share of it and keep his mouth shut. All this didn't soak into him in one day nor in one week. But he didn't need to have an axe applied to his understanding to make him know that he was a little differently situated than when he was working for his brother-in-law. He didn't now have anyone to intercede for the sake of the family. His family was no different and no more to be considered than thousands of other families—no more than the families of any of the other boys in the print stock.

He also found that if he got any consideration he had to be up and doing. It was a matter of sales that counted there, and the boy who wanted to be considered as worth something had to brighten his wits and his abilities all the time. A year at the print counter made a considerable change in the disposition of this young fellow. He had steeped into him a few things he had before despised to consider and he learned a vast deal that began to be interesting to him. When he got somewhere in the neighborhood of 19 years old he was placed in the white goods stock and told to learn it as fast as he could. The house wanted to see what sort of stuff he was made of by

testing him out of a familiar place.

He had reached the value of \$8 a week when the family decided to move back to the old town. It was a matter of earning his living now, and Arthur preferred to remain where he was. He was a different youth from the one who had made trouble in the other store, but he had sense enough to understand that his reputation there was not much better than when he left. After a year or more of persuasion his parents succeeded in getting him work in the old store. None of the former clerks were there, and the senior partner was won over to consent to a three-months' trial. That was where I first knew him. I was the head clerk, and he came under me, although I never knew his former disposition until many months after he came to work.

There was nothing extraordinary about him, and he was not different from a big bunch of other clerks I had known, but he brought with him some ideas that were good and that we used. You see, it was a store where ten of us sold goods anywhere the customers happened to want to buy. Such a store wouldn't do business that way in that town now, but that was the way we did it then. Arthur had to stand his opportunities with the rest of us, and he didn't have an easy time at first, because he was not very familiar with the goods outside of the stocks where he had worked in the department store. He caught on very soon and made a really good clerk.

One rainy day, the boss, as we called the senior partner, told me the story of Arthur's former service and

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the experience they had had. Naturally he retained some dislike for the fellow on that account, but he admitted that he was now doing good work and that the toning down and the experience had been a good thing for him. A couple of years makes a big change in such stores, and by that time resignation and discharge had brought Arthur up to second place. He was not a model companion, because he was unable to rid himself of some of the disagreeabilities of early training, but he was a long ways from being the disagreeable fellow he had been in his early youth, as told by the boss.

The firm sold out and I went to another town. Arthur remained with the new firm for a year, and then there was some sort of a disagreement or misunderstanding and he left their employ. I never knew very closely what happened after I left the town, but I knew enough to know what he did. His first move was to start a small restaurant, making a specialty of dishes having oysters for a base. That was rather a queer break for a dry goods clerk, but I was told that he made a very good thing out of it. He didn't like it, after trying it for six months or so, and he sold out. His next move was to buy an interest in a small grocery with the \$500 he had saved. A good offer for the place induced himself and partner to sell out, and then he started a women's and children's furnishing store at just the time when that sort of move struck the feminine part of the town as being an awfully nice thing.

He didn't start on a very elaborate scale, but he had enough to make a neat little exclusive women's and children's store. The young lady to whom he was engaged became his assistant, and they were able to take care of the business between them. Strange to say, he was careful with his money, a good buyer and obtained good credit. Combining that with a natural good taste and an understanding of the necessities of such a store at that time, he made a fine success of the business.

The last I heard about him and the business was that he had a stock of something like \$8,000 on hand, had taken to selling about everything in the way of furnishings of that sort, especially in ready-made articles, keeping well away from yard goods and the common dry goods lines. That was something like four or five years ago. I can get no track of him now, beyond the fact that he sold out and moved his family to some Western State. It matters little about that. The point to be understood is the fact that a little roughness, rightly applied, a little subsequent grinding and a little natural common sense brought to the surface is a good thing for a whole lot of clerks who have the brains, the ability and the energy to do as well as did this young fellow. All they need is to understand that things are up to them and that living is not such a snap as they think.—Dry-goodsman.

Movements Among Michigan Manufacturers.

St. Johns—A new corporation has been formed to manufacture furniture under the style of the International Furniture Co. The company has an authorized capital stock of \$10,000, all of which has been subscribed and \$1,700 paid in in cash.

Hastings—Elmer F. Day, who has been identified with an Owosso creamery, has purchased the old creamery building at this place and will be ready for business March 1. Mr. Day will purchase the cream already separated instead of the milk.

St. Joseph—A corporation has been formed under the style of the Spaulding Engine Co., which will manufacture gas engines. The authorized capital stock of the new company is \$25,000, of which amount \$15,000 has been subscribed and paid in in cash.

Newberry—D. N. McLeod has closed a contract with the owners of the sawmill located at Rex, on the Minneapolis, St. Paul & Sault Ste. Marie Railway, to manufacture the timber he is cutting on his tract located ten miles southeast of this place.

Saginaw—A new company has been incorporated to manufacture wheelbarrows under the style of the Saginaw Wheelbarrow Co. The authorized capital stock of the company is \$50,000, all of which has been subscribed and \$25,000 paid in in cash and \$25,000 in property.

Hudson—A new company has been formed under the style of the Dalberg Excelsior Co. to manufacture excelsior. The authorized capital stock of the new company is \$10,000, of which amount \$5,000 has been subscribed, \$2,000 being paid in in cash and \$2,000 in property.

Owosso—A new company has been incorporated under the style of the Salisbury Tire Co., which will manufacture automobile supplies. The corporation has an authorized capital stock of \$100,000, all of which has been subscribed; \$4,900 has been paid in in cash and \$75,000 in property.

Oxford—The Oxford creamery, which has been idle for two years, will start up on March 1 with W. L. Cross, of Ypsilanti, in charge. C. L. Randall, of this place, will finance the concern. It is aimed to make it a large centralizing concern such as the plants at Alma and Port Huron.

Detroit—The Michigan Handle & Column Works, taking over the business of Brock C. Eby and William H. Fernwood at 214 Cherry street, has incorporated with \$60,000 capital stock. Brock C. Eby holds 160 shares of stock, Jennie M. Eby 5,520. William H. Fernwood 160 and Flora K. Fernwood 160.

Sault Ste. Marie—Frank Perry, of this place, has leased the sawmill at Bay Mills operated formerly by the Hall & Munson Co. and will start cutting in April. The plant was bought at receiver's sale by the Cleveland-Cliffs Iron Co. when all of the assets of the defunct Hall & Munson Co. went under the hammer.

Birch—The Northern Lumber Co. has discontinued building operations until spring, owing to the excessive

amount of snow and the difficulty of obtaining carpenters. Fifteen houses were built for the company's employes and more will be built in the spring. The sawmill plant is expected to begin operations March 15.

Lowell—The vehicle and cutter manufacturing business formerly conducted by the Lowell Cutter Co. has been merged into a stock company under the same style. The new corporation has an authorized capital stock of \$75,000, of which amount \$51,000 has been subscribed, \$2,000 being paid in in cash and \$49,000 in property.

Newberry—A deal has just been closed whereby J. H. Hunter becomes the sole owner of the timber holdings of the Lake & Rail Lumber Co. in Luce county. Included in the deal are the tract of timber which the company was logging in the northwest end of the county, valuable property at Newberry and a farm in Pentland township. Recently the owners of a majority of the stock of the Lake & Rail Co. decided to wind up the affairs of the corporation. Accordingly seven camps which were being operated on the McLeod branch of the Manistique Railway were closed and the crews discharged. Operations have been resumed under Mr. Hunter, 200 men being employed.

Bay City—The Sage Land & Improvement Co. has sold to John Tolfree and Martin P. Gale, of West Branch, and Arthur W. Seeley and John T. Phillips, of Saginaw, 3,000 acres of timber land south of Ontonagon, and in addition a deal involv-

ing 10,000 acres is to be closed as soon as estimates of the timber can be made. The Gale Lumber Co. operates a sawmill at West Branch which has only a few million feet more timber to cut and it is understood that the mill will be taken to the Upper Peninsula. Mr. Tolfree operates a shingle mill at West Branch. Phillips & Seeley are engaged in the lumber business at Saginaw and are interested in a mill in the South.

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Observations of a Gotham Egg Man.

A recent letter received at this office from an Indiana egg shipper makes enquiry as to the classification to be used in quoting eggs in this market during the coming season. This shipper says it is very essential that he should know whether there will be a quotation for "storage packed extra firsts." Doubtless he wants this information so that he can arrange some agreement as to the disposal of his collections on the basis of a quotation with a knowledge of the terms to be used in making the quotations. There may be others interested in the same way, therefore I devote some space here to an explanation of the use that the Egg Rules of the New York Mercantile Exchange design to make of the quotation of "extra firsts."

To understand the matter of egg classification in the wholesale market it is necessary to remember the wide variation in the quality of the egg receipts from season to season. In the spring the great majority of the receipts are fresh and full meated and variations in quality are chiefly due to irregularities in size and cleanliness; when hot weather begins the proportion of weak-bodied eggs, unfit for No. 1 grade, begins to increase; later in the season there is also mixture with stale, shrunken eggs that have been held back and not marketed promptly. Now, in arranging classifications for the intelligent quotation of wholesale values it has been the general purpose to make the requirements conform as nearly as possible to the natural variations of conditions affecting quality, so that the grade of "firsts" might represent a nearly uniform proportion of the average prime qualities coming from shippers who handle and pack their goods with reasonable care and inspection. A grade of "extras" has been maintained to cover the value of exceptionally fine qualities, carefully assorted as to size and cleanliness and, when necessary, candled for the rejection of shrunken and stale eggs; and grades of seconds and thirds are specified to cover lower qualities.

It will be understood that if the requirements for these different grades were always the same the grades would, at different seasons, represent the value of widely varying proportions of the receipts; the grade of "firsts," for instance, might, in April, represent three-fourths of the stock arriving, while in June and July the same specifications would be met by only a very small fraction of the arrivals—perhaps a tenth part. If the quotations were based upon an unchanging classification many shippers might be able to base their operations on the quotation for "firsts" for a month or two in the spring, while at all other seasons their goods would be salable only as seconds or thirds.

In the effort to make the named grades represent more nearly uniform proportions of the receipts it has been the practice to vary the requirements from season to season, and prior to the last revision of the egg rules these changes in specifications were made to occur at certain named dates. But the changes in quality of receipts due to weather conditions do not occur with any regularity as to dates and when the rules were last revised it was concluded that the specifications should be varied, according to the general character of the supply, at the discretion of the Egg Committee.

But it had been found that when the general character of the receipts warranted a reduction in the specifications for firsts, in order to keep that grade representative of the "average best" qualities arriving, there were always some consignments from shippers who were unusually careful in their grading and selection, which, although rarely fine enough to come in the "extra" grade, were fairly meeting the unchanged requirements of "firsts." In order to encourage careful grading and to fairly represent the value of these exceptional qualities in the seasons when qualities are so irregular and so generally defective as to require a reduction in the specifications, the Committee was authorized to add the grade of "extra firsts."

At present the rules provide three different specifications for "firsts," to be adopted from time to time according to the discretion of the Egg Committee; they are as follows:

A—85 per cent. full, strong bodied, with maximum loss of one dozen to the case.

B—65 per cent. full, etc., with maximum loss of two dozen to the case.

C—50 per cent. full, etc., with three dozen maximum loss to the case. All must be reasonably clean, of good average size, packed in new, smooth and clean cases with fillers of substantial quality and with flats or other suitable substitutes under bottom layers and over tops.

When the specifications for firsts are reduced below the highest of the above requirements the higher grade may be designated "extra firsts."

During the flush spring season the highest of the above specifications is used as the basis for "firsts," hence there is no need of any "extra firsts" quotation until hot weather sets in, making it necessary to reduce the specifications for "firsts" to the "B" or "C" class.

In making agreements for the disposition of stock on the basis of quotations it should be understood that the quotation for "firsts" will cover the average best qualities even when the "extra first" quotation is used; the latter grade can be met only by unusual care in the handling of the stock and by a close candling before packing, so that the proportion of fresh, full, strong-bodied eggs fully meets the requirements as specified.—N. Y. Produce Review.

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When the practical poultryman realizes the fact that the road to success in the production of broilers and roasters depends upon the quality of stock he sends to market, he will succeed. Unfortunately for the cause of better poultry, the demand is so much greater than the supply that almost any kind of a carcass goes. But the real article will always command the first sale, and that, too, at a figure that is not reached by the ordinary goods.

We want more scientific men in the poultry ranks; men who have made food and care a study, and who will apply all the latest principles to their work. This discovery of science, or we might call it scientific experiments, has developed facts that have taught the poultry world lessons that are bound to do a world of good. The practical poultryman must be up-to-date, and must use every endeavor to better his condition.

The words "prime" and "fancy" have such an important meaning in the market reports that it is well that the subject be carefully studied. In the matter of carcasses, more than any other phase of the poultry business, appearance means a great deal. Color, condition and neatness are prime factors. Our American buyers want yellow skin and yellow legs. It is our business to produce only such; our American buyers want plumpness of carcass and tenderness of meat, and we are called upon to produce the same. These facts bring us home to our own American breeds, the Plymouth-Rocks, the Wyandottes and the Rhode Island Reds. They are ideal in our market requirements, and they must be encouraged. Next in line, under the head of meat fowls, belong the Asiatics, especially the Light Brahmas. The Langshans belong to that class, and, notwithstanding that they are excellent as table fowls, and come nearer the flavor of the turkey than any other breed, they are not popular in our American markets from the fact that they dress a white skin, and being of dark plumage show black pin feathers. It is the same with the Houdan. Strange to say, the American people object to a white skinned carcass in chickens, but at the same time they glory over the turkey and duck, both of which are white skinned birds. This prejudice for color of skin is to be lamented, as many a notable breed is sacrificed for a mere fad.

In the growing of table poultry, aside from the color of skin, it must not be forgotten that flavor of flesh, as well as plumpness of carcass, are all important. We get flavor and plumpness by food; we get tender-

ness by quick growth and lack of exercise. It is amusing to see the advocates of new breeds advertising the fact that their production is noted for the flavor of meat and the desirable qualities of table poultry. The truth is that food and care alone are responsible for such conditions. We believe they can be combined with any breed of poultry. Feed the purest of grains, furnish tidy quarters for the fowls, keep them from over-exercising themselves, and fatten quickly, and the carcasses will be fine flavor, tender and plump. For this reason yard-raised chickens are always more in demand than farm raised ones. A fowl at nine months of age, raised on a farm where it will have unlimited range, will not be of as good flavor or as tender as a yearling raised in yards and fed the choicest of foods.

For success in this branch of poultry culture it is necessary that we carefully study the food question, and that we fully live up to the sanitary laws. There is money in the raising of broilers and roasters, and if we wish to gain a reputation for gilt-edged stock it is necessary that we produce goods that are of the finest quality, and that also they present an attractive appearance. Appearance goes a great way in the sale of stock in market. While, as we have already said, almost any kind of carcass sells, it is the choice, attractive bird that commands the first sale, and that, too, at the cream of prices.

About the same fads and prejudices carry with eggs as with table poultry. In certain sections of the country the markets call for white eggs; in other sections they want brown eggs; and in some color does not make any difference in demand or price. While living in New England the writer had a chance of investigating the brown egg fad. He had been told that the brown egg was of a flavor not reached by a white shelled one, and that the latter was only good for cooking purposes. Why should the shell have any bearing in the matter? It is food that flavors the egg, and breed and color of shell have nothing whatever to do with it. Would anyone dare to say that a flock of Brahmas fed upon fish and onions and ranged on manure piles would produce a sweeter egg than Leghorns fed on pure grain food? Not likely.

But, nevertheless, if the poultryman is living near or catering to a market that wants white or brown shelled eggs, it is not for him to put up an argument, but rather to get to work to produce just what is wanted. Aside from the color, it is always best to strive to secure large sized eggs. The argument that it does not matter about the size, since eggs are

sold by the dozen, holds good only in a general market, but where a fancy market is aimed for, size does considerable good. It pays to note the wants of our customers, and pleased customers are, as a rule, sure to stay with us. This size of eggs can be secured by first securing breeds that produce them, and next year mating up and breeding from the largest egg producers.

It is important in holding an egg trade, and especially if it consists of private patronage, to have a regular supply. There are seasons of the year when eggs are scarce—hens become brood, others go into molt, and others are taking needed rest. What is the poultryman to do? It becomes necessary, then, on an egg farm to have two distinct breeds—for instance, an American and a Mediterranean variety. When the American variety becomes broody, the Mediterranean will be doing its best work. Then by hatching out pullets during the months of March, April and May there will be no trouble to keep up the supply.

There is no part of poultry work that calls for more careful study than the subject, "What to feed and how to feed it." It is important that we supply the right material; it is equally important that we give it in the proper manner. We must supply a bill of fare that will best fill our object. We can not grow eggs with a food that has the properties for

making fat, neither can we fatten for market with a diet composed of materials calculated for making eggs.

It is important that the quality of food be always of the best. Damaged or burnt grains are dear at any price. There is no economy in buying cheap food. Purity should always be the aim.

In feeding care must be taken. Fowls to be profitable must be neither overfed or underfed. Just what quantity to give must be determined by a study of conditions. Fowls, like human beings, differ in appetite. Some are gluttons, while with others a little food goes a great way. At no time should a flock be fed more than they will readily eat up clean.

Food has different effects upon different fowls. A certain food will be right for one and upset the bowels of another. Some fowls will grow fat on a food that will keep others in a prime condition.

The disposition of fowls must, too, be carefully studied. In some flocks bullies will be noticed. They will drive the more timid ones away until they have gorged themselves, and until very little remains. Where this is noticed the grain should be scattered all over the run, as well as among the litter in the scratching shed, so that no matter where the timid ones are driven they will find something.

Michael K. Boyer.

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Neckwear Conditions and Tendencies of the Season.

The outlook for spring is alluring. The business prospects never seemed brighter. Everybody ought to have an active spring and summer, and the retailer who reads the cards aright will get it. The trade is in a more healthy state than it has been in a long while. It behooves everyone to keep it so. Many have never had the neckwear end of furnishings under better control than at present. Good merchandise is not so plentiful that it may be had for the asking. Don't plunge. Don't anticipate in your buying. Make haste slowly, and don't overbuy.

The summer plans of the neckwear manufacturers are not yet fully developed. Everybody who makes neckwear has something to sell now for summer. All will have a great deal more later on—say in April. Therefore, don't load yourself up now simply for the sake of satisfying yourself that you've done with your buying. Buy now to fill in your shorts and anticipate just a little, up to and including Easter, which this year comes in mid-April. After you have done with Easter you will know more about what you want for summer, and the neckwear houses will know more definitely what to give you. It will take until then to develop the best things for the summer.

The color range for spring never was so large. It embraces thirty colors, including intermediate shades. Most prominent are mulberry, heliotrope and lavender. These may be found in both staple and fancy neckwear. The light tones are even more numerous than the darks, and the assortment of new tones and blendings is very much greater than before. Solid colors and changeables are plentiful.

The liking for plain weaves and solid colors almost borders on devotion. It seems impossible to let go of them long enough to grant fancies a chance. Yet the season is most favorable to fancies, and the range was never so large or fascinating. In the plain weaves, solid and changeable, you will find gros-grains, moires, poplins, etc., cotton and wool filled and good enough for the most fastidious and exacting dresser.

Most popular of all the scarfings are taffetas and Gros de Londres (the grain of London). And so large has the call for these weaves been that dress goods have again been utilized, perhaps because the neckwear makers think they are cheaper, or that they best fill the persistent demand of the buyer for something that looks well and is cheap. But the dress goods part would benefit the neckwear business if it were left out.

In popular-priced lines the season begins with plain weaves and solid colors and a bewildering variety of fancies in fetching art effects of infinitesimal design. Flower patterns

and designs more or less floral in character are quite plentiful.

Perhaps many neat things are shown now in the early assortments for spring for the reason that, inasmuch as a big tie season is scheduled for later, these patterns are admirably suited for ties also. Jaspers and hair and pencil line mogadores have come to the front in strikingly rich and genteel patterns. They are safe merchandise for the retailer. In fact, it may be truthfully said of the spring and summer assortments that never before has a season been noted for so many safe stuffs as mark the present showings.

On the other hand, there are novelties in quantities, such as neat and elaborate jacquards in geometrical and fanciful designs, illuminating the ground colors, iridescent frosted grounds with blotched patterns showing woven designs reflecting the ground colors; exquisite swivels in brilliant colorings, contrasting sharply with the dark and light grounds in a medley of patterns. Plaids are here again, and especially for Easter, in beautiful Gros de Londres, taffeta and Louisine weaves with satin overlaid. Made up on the bias they represent a desirable novelty, either in the seamed back or wide margin lined four-in-hand or folded square. Later we will see them, together with the shepherd checks, from pinheads to checkerboards, in ties.

Notwithstanding the prejudice from experiences had with unsatisfactory cotton neckwear last summer, next summer is, apparently, again going to be a big cotton neckwear season, judging from the extensive preparations made. Even the manufacturers and importers of tie silks have prepared for it with special fabrications. It is said that white goods will lead and that there is a promised popularity for the delicate pastel shades in cotton and silk and mercerized cotton and silk.

As in all other kinds of merchandise, there are good and bad cotton fabrics, some poorly adapted to use as neckwear, others, again, of exceedingly good quality, certain to give satisfaction if properly cared for and laundered as fabrics of their nature should be. Cheap cotton neckwear (and there will be much of it) is going to be the hardest proposition the retailer has ever stacked up against, if he buys it. Much of the cheap stuff is as undesirable and unsuited to neckwear as cheap outing cotton or domet. If the dealer wishes to profit by the experience of last summer he will have none of it at any price, and especially when the good kind may be had at prices permitting profitable retailing at standard prices. Much praise is bestowed by buyers upon the fine grades of Vienna fabrics brought over for this season, and the superior grades of both foreign and domestic fabrics in general. The fine qualities of mercerized cotton goods are said to possess a lasting luster that will withstand the wear of many launderings, and these fabrics, together with many of the high-grade wash novelties brought out, are said to be safe merchandise for re-

Hermanwile GUARANTEED CLOTHING

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

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

have never been equalled at the
Price

SAMPLES ON REQUEST

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

HERMAN WILE & Co.
BUFFALO, N. Y.

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, ILL.

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 ¼ the time to keep accounts by it as is required

tailoring at from half a dollar to a dollar.

Rumehunda prospects are referred to as good, providing, of course, that the season is not demoralized by the glutting of the market with cheap stuffs to interfere with the sale of the better qualities, which have done so much to keep Rumehundas active as the most desirable of summer neckwear. While they hurt, the cheap domestic roller-printed silks can never supplant the fine English hand-block printed twills and bird's-eye weaves.

The four-in-hand, seamed back and lined, continues the all-popular scarf and will doubtless remain such until ties come into fashion. The folded square is still a promising seller in fine grades of scarfings. Scarfs for early spring retailing are called for in $2\frac{3}{4}$ and $2\frac{1}{2}$ inches wide. The orders for 3 inch widths grow smaller all the time. Some trade is very, very partial to the $2\frac{1}{2}$ inch scarf. It is said that after Easter the tendency toward narrower neckwear will be more pronounced. Even the shoe-string four-in-hand is scheduled for revival. It is shown in the spring lines 1, $1\frac{1}{2}$ and $1\frac{3}{4}$ inches wide and 50 inches long. It is a straight shape without form. The narrowest formed four-in-hand is $1\frac{3}{4}$ inches wide and 48 inches long. The makers are confident that the popularity of the double-fold collar will bring the narrow scarf into fashion again, and hence are prepared for such a revival in their sample showings.

That the summer is to develop an active demand for ties is a foregone conclusion, and it is strengthened by the large number of samples in tie forms shown and ordered for February and March delivery. In the tie assortments there are the narrow straight club, $1\frac{1}{2}$ inches wide, a straight 2 inch tie narrowed in the center, the old-fashioned graduated end 2 inches across and wider, and batwings up to $2\frac{5}{8}$ inches wide, formed and scalloped ends; and the little butterfly has not been forgotten, for it, too, is included as in line with the revival, in case it should develop beyond a perhaps, of the "dinky" neckwear of several seasons ago.—Apparel Gazette.

Age of Forest Monarchs.

Tradition has it that Napoleon encouraged his soldiers before the battle of the pyramids with the picturesque phrase, "Forty centuries look down upon you," and yet the span of a single sequoia equals what to the biblical chronologies of Napoleon seemed the limit of time. Many of those still vigorous and growing trees sprouted about the time that Christ was born at Bethlehem in Judea. Most of those still standing had commenced to grow at least before the fall of Rome. We can count the annual layers in the wood of those which have been cut down and calculate with considerable accuracy their age and varying rapidity of growth.

It is not strictly correct to speak of these growth layers as "annual." They are primarily the result of the varying rapidity of growth of the cells; thus in trees of temperate

climates there is a gradual slowing down of vital activity as the summer advances, followed by a prolonged resting period during the winter and an accelerated resumption of activity in the spring. These varying functions are recorded in the size and nature of the cells formed.

For example, in our oak or chestnut the spring wood consists largely of pitted ducts of large size, which are prominent and in marked contrast with the much smaller celled and more solid additions formed by the slower growth later in the season. In cone-bearing trees like the sequoia the differences are almost entirely of size, the transition being abrupt from the very fine wood cells formed at the close of the season to the much larger cells of the vigorous vernal growth. It follows that under certain conditions a tree might add more than one ring in a year, but for our purpose, and generally speaking, it is proper to designate these rings as annual. Year after year the sequoias have been adding layer after layer to their growth in ever-widening circles.

The thousands of tons of bark shed by each tree during its long career, the tens and hundreds of thousands of tons of sap that have coursed through their venerable trunks and the innumerable progeny of a single tree in the older, more propitious days—a contemplation of these facts assists us in realizing the true proportions of these forest monarchs.

Business in Spring Hardware Is Active.

The trade in spring lines of hardware has now fairly begun. Jobbers in the East and West alike are placing large orders for lawn mowers, ice cream freezers, poultry netting, wire cloth, screen doors, screen windows and, in fact, all of the usual accessories of spring and warm weather. Prices are being well maintained by manufacturers on all of these products except wire cloth. In staple lines the demand for immediate and prompt deliveries is unusually active and leading jobbers generally report a volume of business far in excess of that booked in the corresponding time last year. For nearby and forward deliveries the buying is also moderately brisk, showing that jobbers and retailers are confident about the continuance of prosperity.

Because of the keen competition which is being indulged in by the leading manufacturers and jobbers in wire cloth, the average price now prevailing in this line is lower than in many years. Many manufacturers in the Chicago market are selling their output of painted wire cloth on the basis of 90c per 100 square feet, although the wire used in the manufacture of this product costs $6\frac{1}{4}$ c per pound and about ten pounds are required to make 100 square feet of cloth. The cost of oils, turpentine and other constituents has also increased from 15 to 20 per cent. It is expected, however, that manufacturers and dealers will soon come to some amicable agreement to support the market at a higher level so that moderate profits may be secured.

The continuance of mild weather has enabled contractors to keep up building operations and, as a result, the demand for builders' hardware is very active at a time of the year when business in this line is usually reduced to the minimum. Because of the mild weather, however, the trade in winter goods has almost ceased, but this loss is more than compensated for by the increase in the demand for staple and spring lines.

It is while you are patiently toiling at the little tasks of life that the meaning and shape of the great whole of life dawns upon you. It is while you are resisting little temptations that you are growing stronger.—Phillips Brooks.

Wm. Connor

Wholesale

Ready Made Clothing

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

Spring



of 1906

Wear Well Clothes

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

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

Wile, Weill & Co.,

Buffalo, N. Y

For \$4.00

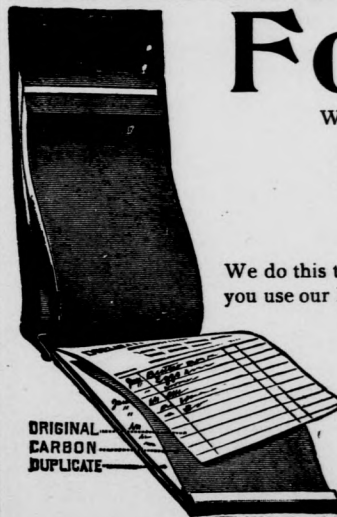
We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan



SYMPATHY DELAYED.

Man Must Be Dead To Be Properly Cared For.

Written for the Tradesman.

"Here's another murder mystery." The accountant looked up from his books and smiled.

"But this is the real thing," said the clerk. "Man found dead in a vacant lot with his head crushed in."

"Who was the man?"

"No one seems to know."

"Any clues?"

"The officers think tramps did the job."

"Was the dead man a tramp?"

"It looks that way. Read the story."

The accountant took the paper and glanced through the article.

"Why," he said, "I saw a man answering to this description last night."

"You did?"

"Sure. He was standing at the corner where I took a car. Seemed to be in hard luck. I noticed that he spoke to two or three men, and I put him down as a begging hobo."

"Didn't tackle you, eh?"

"I guess I didn't look sufficiently prosperous. He picked out the best dressed men. He might have been hungry, poor fellow."

"Or thirsty?"

"It's all the same to me. He would have struck a quarter if he had told his troubles to me."

"Oh, you're easy."

"Would you have the man starve?"

"No danger of that."

"But the man was old and looked ill. I don't think he could have worked if he had a chance, and there is little show for a man like that to get a chance."

"He would get along somehow."

"That is what they all say," said the accountant. "Now, look here. The county will spend thousands of dollars to capture and convict the man who murdered this poor man. It will put trained detectives on the job. It will send the dead man's picture broadcast over the world, hoping for identification. The newspapers will follow the man in all his wanderings for months. That is because the man is dead. Alive, no one would give him a second thought."

"You think a man must be dead to receive any consideration at the hands of his fellows?"

"That is about the size of it. A person may starve, may lie sick and in pain in a hovel, may walk the streets of a city all through the night, and no one cares, but you just get a man murdered and you set things to moving. People will tell about the poor life that has been snuffed out by the hand of an assassin, and all that, and taxpayers who wouldn't have given a dime to sustain the life they mourn the loss of will censure the officers for not offering larger rewards for the conviction of the murderer. It is a mighty queer proposition."

"But it is not all for the dead man," said the clerk. "Murderers must not be permitted to walk the earth. Punishment must follow all such crimes."

"It is the sanctity of human life that brings about the things I am speaking of," said the accountant. "Life! Life! Keep people alive. That

is the idea, although I can't for the life of me see why some people should be kept alive. Oh, I'm not talking in the interest of anarchy, my friend. I believe in letting life have its full course, under certain conditions. I would have helped this man to live."

"Why didn't you?"

"Because I am like all the rest, I guess. I waited for someone else to do what I should have done. Like the rest, I must now join in the hue and cry for the execution of the murderer. It's a cheap world, after all."

"It is a busy world, and when a man falls down in the rush for a living he is likely to get trampled on."

"I am not talking of that. I am trying to introduce into your dull brain the notion that a man is worth more to the officers when he is dead than when he is alive. There is money for burying people and fat fees for chasing murderers, whether they catch them or not, but there is nothing in sight when it comes to helping a man to live."

"When a murderer is caught you are protected as much as anyone."

"Oh, that is not the point. See here. You let a man who is condemned to death regain his liberty and put up a fight against the officers who try to recapture him. In the fight he kills a couple of officers and is wounded seriously—so seriously that death must result. The regulation thing to do in such cases is to set a dozen skilled surgeons binding up the wounds of this multi-murderer. What for? To keep him alive. To make sure that he shall not be cheated out of the few gray days between his latest murder and the gallows. Now, what do you think of such a proposition as that?"

"Would you let the man die of his wounds?"

"You bet I would. That would be better than dying on the gallows or in the electric chair. But what a howl would go up if such a thing should be permitted. A senseless howl, and a foolish one, but a howl that would be taken up in the newspapers and would about ruin any man responsible for it. People starve to death in the big cities every day. The authorities know it. They have the statistics to show, at the beginning of the year, how many will die from lack of food before the year is out. When a man drops dead on a corner because he has had nothing to eat for days and has walked the streets every night, there is a howl, but the world forgets easily. I guess I am tiring you out. Put this in your pipe: Thousands for the punishment of the man who kills even a hobo. Not a cent to keep the hobo alive."

Alfred B. Tozer.

"Pick-Me-Ups" for the Salesman.

A salesman should not believe everything he hears about prices made by a competitor. The buyer always tries to convey the impression that a price is too high, and devious are the ways of buyers.

A salesman always hears of lower prices—never higher ones—from the buyer.

A salesman should endeavor to be

thoroughly informed on all subjects pertaining to his business, and, in addition, the more information of all kinds he possesses, the more interesting he may make his conversation.

A salesman, after presenting a sample of new goods to a number of customers, is likely, in a short time, to look upon the goods as no longer new, because the goods have ceased to be a novelty to him. He grows tired of them, his enthusiasm wanes and he does not sell any more of them for that reason.

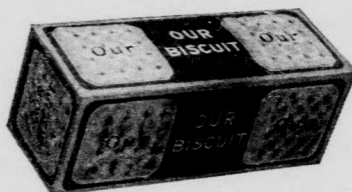
A salesman must not forget that the goods are still new to every customer who has not bought them, and should not permit his interest to relax until he has covered the entire field.

A salesman should know enough to answer any question about his goods. If he doesn't know, he should have tact enough to avoid a display of his ignorance. Tact will cover a multitude of shortcomings and win the day against great odds.

A salesman may not know it all, but neither does the customer. The more a salesman knows about his goods the better he can sell them.

The Sunday suit never made the Monday saint.

Just Out



Guaranteed the best 50 package soda wafer made.

Manufactured by

Aikman Bakery Co.

Port Huron, Mich.

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

Sold Through all Michigan Jobbers.

U. S. Horse Radish Co.

Saginaw, Mich.

INVESTORS

A manufacturing company, incorporated for \$50,000, manufacturing a staple line of goods for the music trade, with more business than present working capital can handle, will sell a limited amount of treasury stock. For full particulars address Manufacturer, 440 Elm street, New Haven, Conn.

Kiln Dried Malt

The greatest milk and cream producer. Cheap as bran.

C. L. Behnke, Grand Rapids

64 Coldbrook St. Citizens Phone 5112



Lot 180 Apron Overall

\$7.50 per doz.

Lot 280 Coat to Match

\$7.50 per doz.

Made from Stifels Pure Indigo
Star Pattern with Ring
Buttons.

Hercules Duck

Blue and White Woven
Stripe.

Lot 182 Apron Overall

\$8.00 per doz.

Lot 282 Coat to Match

\$8.00 per doz.

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

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

FRENCH LACE TROUBLES.

Manufacturers Have Evidently Broken Their Contracts.

New York, Feb. 5—American importers of laces have been aroused by the action of French lace manufacturers who, it is alleged, have absolutely ignored contracts that were placed during June, July and August of last year. Lace buyers in this market have been notified that the orders which were placed last year can only be delivered at an advance representing from 16 to 17 per cent. on "vals." After due consideration it has been decided that some drastic measure should be adopted to hold French manufacturers to their contracts; or, in other words, that French manufacturers should be shown that they have certain obligations to fulfill, and unless these obligations are lived up to, business with American importers of laces will cease.

Buyers who placed orders last year for valenciennes laces have been notified by Calais manufacturers that if they wish to secure the delivery of goods on order, prices representing a stiff advance on orders already booked must be paid. Importers in this market consider that this action on the part of French manufacturers is an outrage, and many buyers who have recently returned from the French markets have decided that their presence is necessary in France, notably Calais, to enforce the contracts which French manufacturers have booked. Where orders were placed in May, June and July, shipments have come to hand, only provided that buyers have signified their willingness to pay advances. If these advances were not forthcoming French manufacturers, it is said, resold the goods to other buyers, ignoring contracts and obligations to the American buyer.

The action of the French manufacturers in Calais has resulted in American buyers returning by the next steamer to the French markets for the purpose of ascertaining what the French manufacturer means by ignoring the orders that have been booked. Independent manufacturers in Calais have been induced to name higher prices, and where they have been using independent looms, offers of higher wages to the operatives have resulted in these looms being turned to the manufacture of new orders placed after the advances.

Houses with offices in the Calais market state that they do not see what can be done with regard to the demands that are being made by the French manufacturers. The absolute disregard of orders and business obligations, if brought before a tribunal, would result, they say, in no benefit to the American importers. In other words, if an American importer wished to secure the goods for which orders were placed many months ago he must pay the advances named by the Calais manufacturers, as he is totally at the mercy of these manufacturers. A prominent importer of laces in this market said on Saturday:

"If these goods which were ordered last year, namely in June and July,

have been resold at stiff advances, the importer is totally unable to secure the delivery of these goods, and the orders which have been booked for his retail customers can not be filled. Up to the present time the demand for 'vals.' has been confined to the United States. Now the demand has spread to Europe, and European retailers are purchasing these goods, and are willing to pay advances providing they can secure deliveries which they need. Orders that were accepted for the American market before these advances were named have been repudiated, sellers have defaulted on their obligations and have resold goods for American orders wherever advances could be obtained."

It was further stated by representatives in this market that an appeal to a French tribunal was absolutely useless, and that the only hope American manufacturers had for securing goods which were ordered early last year was by paying the advances demanded of from 16 to 17 per cent.

Statements have been made in this market to the effect that torchons have been advanced to a considerable extent. These statements are decidedly overdrawn. On certain makes prices have been advanced slightly, but not to the extent that has been reported in certain weekly trade papers. Prices on certain fine grades of torchons have been advanced slightly, but on general lines prices remain the same. On Saturday it was stated that buyers who were willing and anxious to secure shipments of valenciennes must be willing to pay from 16 to 17 per cent. advances over the prices named at the opening of the season. Even at these advances shipments of these goods were by no means certain.

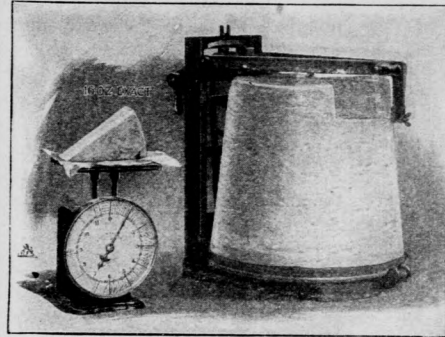
Buyers who have been in Europe during the past few months, for the purpose of placing orders for spring, upon the arrival in this market have been informed of the advances named in the principal lace markets in Europe, and have been compelled to return immediately to these markets

The Prevalence of Crime.

Last year there were over 9,000 homicides committed in the United States, a considerable increase over the previous year. Undoubtedly there was also an increase in other crimes. The statement is made that with the single exception of the Italians the American people are the most homicidal nation in the civilized world. The indictment against this country is emphasized by a comparison with the criminal statistics of other leading nations. In Italy the homicides number 105 per 1,000,000 of inhabitants per year; in this country last year the ratio was 115 per 1,000,000. The annual average ratio of homicides to population in Germany is 13 per 1,000,000, in France 19 per 1,000,000 and in the United Kingdom 27 per 1,000,000.

There is no known way of insulating sin.

A great intent makes for noble content.



**Stop
That
Loss
—on—
Tub Butter**

You can get every pound out of a tub without loss, waste, or driblets. You can give your customers a package as neat as prints. You can do this and save time and labor besides,

BY USING A

Kuttowait Butter Cutter

Pays for itself in a few weeks and returns 500% on the investment every year. Cuts any amount from a half to ten lbs.

**LET US SHOW
YOU.**

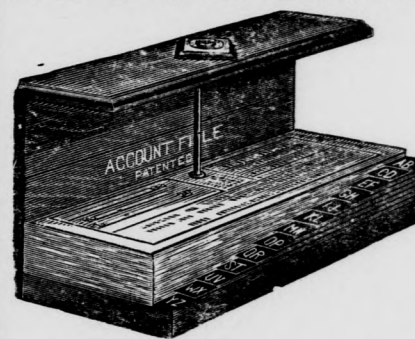
Cut out coupon and mail at once.

**Kuttowait
Butter Cutter
Company,**

**Unity Building,
CHICAGO, ILL.**

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

**Simple
Account File**

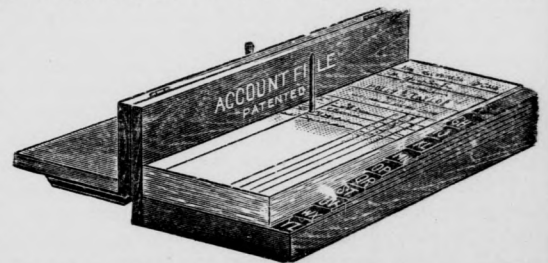


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him,

and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not

posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

THE BIG CORNER.

Changes Were Made, With a Surprise at the End.

Written for the Tradesman.

In our judgment, a sort of community opinion, there wasn't a mercantile establishment in the city whose business had increased so steadily and with such large volume as had marked the prosperity of our store, otherwise "The Big Corner," during the past four or five years. From less than 100 employees we had developed a roster of over 300 names, and that intangible, mysterious process whereby the employees in one establishment learn with tolerable accuracy the essential features of progress or decay, as the case may be, obtaining in all competing places of business, supported us in our conclusions. Indeed, our freight traffic manager assured us that there wasn't another store in the entire country where system in all departments was so perfectly exemplified as in our own. And the manager of our dry goods department could show by his invoices and market reports of corresponding dates that our buying and selling prices were a good big per cent. on the right side every day for months.

Moreover, as we were notoriously the best paid employees in the city—that is, in our line—we had no reason to question the correctness of our conclusions. We were indeed an ambitious, earnest and happy family until, one bright day in August, there came to us over our line of thought vibrations an intimation that the Great Eastern Syndicate was trying to form a combination with our store. No one could locate exactly the origin of the report, and yet it was so clearly put, so in harmony with certain general facts in our knowledge, that we could not but heed the rumor.

The very next day "The Prince," otherwise the chief owner and head of our concern, announced that on the first of September he would withdraw from active service and that he would be succeeded by his only son, David Blacklock, a good looking, broad shouldered, university bred man of about 26 years of age, who had already served an apprenticeship of three years in "The Big Corner" and was very well equipped for the position.

The promise was fulfilled and when, on the 24 of September, Mr. Welch, who had been the legal adviser for the Senior Blacklock for several years, expressed very grave doubts as to the future of the establishment, Miss Rankin, manager of the coat and cloak department, did not hesitate in retorting, to his face, that he would have to step a little better gait than he had been showing in order to keep up with the procession, and Welch came back with: "If I was running a place like this or any kind of a mercantile establishment I wouldn't have a woman around." Welch was a bachelor, who drew a salary of \$2,500 and wore celluloid collars. Incidentally he was a good lawyer.

* * *

David Blacklock was a manager

intuitively and before he had been in the saddle a week there wasn't a man or woman in the place who did not feel that the future was bright for all hands. Just what was Mr. Welch's opinion was immaterial because he had been superseded by a younger man who commanded a salary of \$3,000, and when Mr. Welch attempted the sycophancy that seemed his second nature on the new manager, young Blacklock said: "Mr. Welch, you've worn celluloid collars ever since they were invented and usually you have worn each one until it has turned green. By so doing you have saved in laundry bills a total of—well, we'll call it a hundred dollars. The temperament that will tolerate such parsimony and disorder isn't worth \$2,500 a year, and so I have engaged a man who isn't afraid, isn't stingy, isn't slovenly and is worth the annual \$3,000 I am going to pay him. Good day."

With this Blacklock turned to his desk, while Welch, completely dazed, left the room muttering angrily to himself as he went. Once, as he made his way to the front elevator, he stopped at the millinery department and warned Miss Macklin, the manager, to "Be wary. Don't let your enthusiasm run away with you. This thing can't last long the way things are going." And, in turn, she ventured the advice, "Oh, go take a Turkish bath and then, for once, fill up with a regular two dollar dinner. You'll feel better."

"The Big Corner" during the next three months was advertised as it never had been before. "It's a new concern," said Blacklock, "and I've got to let the people know it." There were piecemeal, but with splendidly systematic work so that business was in no wise interrupted, a complete overhauling and rearranging of all stocks and an elaborate renovation of the entire building. Carpenters and joiners, plumbers, electricians, iron workers, painters and decorators were at work days and nights. Beautiful electric light effects, plate glass, unique effects in show windows and cases, reading rooms, retiring rooms, toilet rooms and elaborate furnishings everywhere were lavishly provided until the establishment was receiving gratuitous and flattering notices in newspapers and magazines all over the country and, best of all—from the standpoint of advertising—one or two of our would-be rival merchants were insidiously circulating sly, indefinite rumors as to the stability of the enterprise. For example, twenty-six of our delivery wagons were lined up at one time on an alley back of the Government building, this being the most convenient as a temporary resting place while awaiting repairs and fresh decorations and letters at the hands of the contracting wagonmaker across the alley. Some person started the report that the wagons had been attached for debt, and that statement came very near to getting into an evening paper of a sensational character. "I'd give a hundred dollars to any charity," said Blacklock when he heard of it, "if that notice had been printed. I would have made

it pay me a thousand dollars for every line."

At the ending of the first year, as at the close of each day during that year, the stockholders knew the exact condition in each one of the twenty departments of the store; just how much had been made or lost, as the case happened, and were more than pleased over the very pronounced increase in business during that year. There had been no failure to capture every discount possible, the losses on the books were less than were shown the previous year, although the aggregate of business was more than 20 per cent. larger; there wasn't the sign of a break in unity of effort and ambition on the part of the employees, and as a result of the showing Mr. Blacklock announced that on the following Monday evening there was to be a banquet at the Hotel Bechtel, to which every stockholder, each person in the employ of the company and a number of other guests were invited.

Upward of four hundred persons were present at the banquet, an elaborate ten course affair, with Jim Robison, as we all called him, the company's attorney, as toast-master. There was an orchestra of sixteen pieces in the balcony, and among those who responded to toasts were the mayor of our city, one of the most noted captains of industry in America; a member of Congress from our State and David Blacklock. It was a distinguished looking assemblage, even to the bundle boys, the packers and drivers, who were placed indiscriminately among the other guests, and there was over all a flav-

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

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

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

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

Enclosed and mailed anywhere for five cents postage.

OLD NATIONAL BANK

50 Years at No. 1 Canal St.
Assets Over Six Million Dollars
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Window Displays of all Designs

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Armature winding a specialty.

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Facts in a Nutshell

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COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

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Detroit, Mich.

Main Plant,
Toledo, Ohio

or of companionship, broad and kindly good cheer, harmony and sincerity. And it is a fact that was abundantly substantiated that there were but four persons in the assembly who knew the real purpose of the function.

Ordinarily "The Big Corner" closed its doors each day at 6 o'clock, but on the evening of the banquet it closed at 5, and an hour later the guests were discussing the sumptuous repast that had been provided. Shortly after 9 o'clock the toasts were taken up and until nearly 11 o'clock the speakers entertained the guests. Presently Mr. Robison announced that he desired, in the midst of the pleasures of the evening, to refer briefly to two employees of the company who had, "above all others, perhaps, achieved more notable triumphs than stood to the credit of any of their associates—Miss Rankin and Miss Macklin.

"These ladies have not only contributed to the general prosperity of 'The Big Corner' by conducting their respective departments with exceptional energy and good judgment, but they have mastered in most skillful fashion, and each for herself, the most important problem that can come into a woman's life. More than that, this delightful feast of music, mirth and luxury was conceived by them and has been carried out in their behalf that they may still further show their good will and, by example, their excellent judgment. You are here, my friends, to participate in a well kept State secret; to witness the marriage of Miss Louise

Rankin to Mr. David Blacklock and—"

Here the tumult of surprise, excitement and applause was so tremendous that very few of those participating noticed the arrival of a well groomed, distinguished gentleman, who entered the dining hall from the ordinary and mingling, still unobserved, with the tumultuous crowd, very readily gained a position just back of the chair occupied by Miss Macklin.

Order being restored Mr. Robison continued: "You are here, my excited, joyous friends, to witness, also, the marriage of Miss Mary Macklin and Mr. James Welch."

There was an instant of intense silence, a pause held in place by pure wonder. But when, during that pause, Mr. Blacklock and Miss Rankin arose from their chairs near the head of the middle table, the cheering was renewed, so that when Miss Macklin arose and took the arm of the distinguished looking gentleman behind her, the newcomer was recognized, and it was as though Bedlam had broken loose.

* * *

After the double ceremony was performed by the Rev. Dr. J. Winkler Raddles and after the newly married pairs had been overwhelmed with congratulations, David Blacklock was called upon for a speech, and his response was as follows: "This is the climax to a conspiracy, my friends; the very best put-up-job I ever heard of. I lost my temper once upon a time and vented my

weakness on my friend Welch. My wife, Miss Rankin that was, heard of it and began at once and point blank to make me feel ashamed of myself and—well, she was victorious."

Amid the cheers which followed Blacklock's confession were mingled cries for Welch and "Speech! speech!"

The well groomed, distinguished looking man arose and in that perfectly self-possessed, easy manner common to lawyers, said: "For many years I was a peevish, narrow-minded, penurious and hopeless bachelor with fads. One was a theory that daily baths were harmful to one's physical condition, and the other was that I had a perfect right to wear celluloid collars. For a year I have bathed freely and patronized my barber regularly. I am not peevish; I'm a regular spendthrift and I am the husband of my trainer. She it is who wrought the revolution, and I am thankful."

* * *

And the next day, at a salary of \$5,000, Mr. James Welch began his duties as chief of the legal department of "The Big Corner Co." with Jim Robison as assistant and two younger lawyers as associate assistants.

Charles S. Hathaway.

Her Use of the Directory.

A stylishly dressed and altogether good-looking woman was turning over the leaves of the directory in a leisurely manner when an irascible old gentleman, known to his many

acquaintances as a man with a very small stock of patience, entered. He wished to use the directory too, possibly to look up the address of a man who owed him money. He stood about, now and then casting heavy looks in the direction of the directory and coughing suggestively.

A business man in a hurry followed. He wanted to know where Walter Jones lived. It is a block or two away, but he had forgotten the number. He fell into line.

Then a man who sought some city official, but knew nothing of his office except that it closed in a few minutes, joined the ranks of waiters.

Still the woman placidly turned over leaf after leaf, without any apparent intention to decide whether the name she was seeking was Brown, Smith or Jones.

Finally, when matters were beginning to grow very tense, a young man rushed in. His mission would positively admit of no delay, so he politely offered to assist the woman, suggesting that his experience might tend to save time and lessen her labor. When he asked her what she sought, with a sweet smile, full of appreciation, she replied:

"Oh, thank you. You are very kind. I am trying to find a real pretty name for my baby."

Misfortune is an athletic maid that often knocks a man blue.

The way to the poorhouse is paved with gold bricks.

But a rose by any other name would not be a rose.

cured and miraculously... 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 TONICS

\$2000 Lost

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

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

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

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

Tear off here and mail to us today

Name

Address

No. of men

INJURING OTHERS.

Fellow Employes Seldom Gain by So Doing.

Why don't workers try to help each other along? Why don't they try to make the day's work a little less hard, a little less unpleasant, a little less trying to their fellow workers? Why don't they treat each other fairly and generously?

No one who has worked for any length of time in any line of employment in a large city can doubt that these questions are pertinent. Workers do not treat each other as they should. Their attitude is too much "dog in the manger." They act fairly toward their employers, but to the rest of their employer's employes they extend the hand of harsh treatment and ugliness.

It is easy enough to explain this satisfactorily and let it go without further comment if one is so inclined. It may be said, and with considerable truth, that modern industrial conditions, bringing with them the fierce struggle for bread, wealth, or position, which inevitably follows the congestion of wage earners in great centers of population, are responsible for the manner in which a worker regards his nearest fellow. Competition, which is the breath of business life, may be said to have forced this attitude upon the man or woman who depends upon his or her week's salary for existence, or who depends upon a position for future success. It may all be reasoned away as an inevitable economic condition. Yet there is no way in which it may be accepted but as a means of expediency; in this light it is a false teaching, for the attitude is not expedient or practical, but is a drawback to the individual worker and a detriment to him and his position as a class.

It may be put down safely that no wage earner ever gained anything of value by ill treating a fellow worker. It does not pay to be "mean," "small," "crooked," or a "knocker" among one's coworkers, even in this day of lost ideals. A man may imagine that he gains something occasionally in this manner, but it is only in his imagination that he does so. If a man wishes to advance to something worth while he must not only strive to do well by those who employ but as well by those with whom he works.

The man in a big place who tries to rush himself ahead without considering the others is sure to be disappointed in his rush. Employers pay salaries in order to maintain the general efficiency of their establishments. They do not pay the salaries of a hundred men in order to have one or two brilliant ones among them. They pay for the "effect" of the entire roll. And when a man forgets that he is one of many in a great establishment and begins to try to show his superiority over the rest by casting obstacles in their paths and aspersions upon their character or efficiency it will not be long before his employes will "be on" and the tin can, which in modern days takes the place of the biblical millstone, will be fastened about his neck and he himself cast out where he may ruminate on the error of his ways. Men who are near the heart of things in the business world vouch readily and emphatically for the truth of this.

In the face of this, then, why do workers treat each other as they do? It is only necessary to go into any large office, store, factory or establishment of any kind where many people are employed to see that they do not treat each other as they should. There seems to be a universal impression among workers that it pays to do the right thing by one's employer, but not by one's fellow-employee. Clerks working at one desk or one counter may be as faithful as machines to their duties toward their employer and as faithless as so many Judases to their duty toward each other. What smallness! What foolishness! Like a lot of children—and people who are old enough to get into the industrial struggle should know enough not to act like children.

An incident—possibly a typical incident—of the manner in which employes so often treat each other and which "does not pay" occurred in a large downtown office a short time ago. There were five men employed on one desk. They were all of one grade, all earning the same salary, and all had the same prospects for advancement. Their respective capacities were practically the same. They had worked together for two years and on the face of things they were friends.

Undoubtedly they would have been friends had they been in any other position than that of being fellow-

workers. But working together they felt that it was necessary to their own material advancement that they keep each other from appearing in a favored light in the employer's eyes. The result was that the end of two years saw them as finished a quintette of knockers as ever drew a week's salary.

Finally there came a vacancy as head of the department, and one of them, Anderson by name, who had been the most general receiver for the ill treatment of the others, was promoted to it. At this the other four who had worked with him so long were filled with envy and elation. They were "sore" because Anderson and not they was given the position, and they were elated because they thought that now with one of their own "gang" in the head's chair they would be remembered and promoted for old time's sake.

They were remembered, and no doubt about it. Anderson never forgot them for an instant. He remembered how month after month he had been forced to stand mean treatment from them, and, being human and bred and brought up in an office, he proceeded to "get even." And the four clerks are wondering why they are being "sat on" so frequently since Anderson got his raise.

Another incident, to show the employer's attitude to the employee who does not play fair to his fellow, comes from a machine factory. Several of the men employed here showed poorly in the reports of foremen and superintendents. Little things which do not generally become known concerning employes, although an employe may often be guilty of them, began to appear to their discredit. The result was an investigation, the outcome of which was the discovery that the unfavorable reports were merely the result of "meanness" on the part of several other employes and one foreman. To show what he thought of such action the proprietor of the factory discharged several of the "mean" men and read the rest a lecture on the foolishness of their methods.

It is apparent to any one who takes the broader view of the matter that the worker who "plays it on" others is hurting himself more than he can possibly hurt them.

Jonas Howard.

Used Motor Cars

Now is the best time of year to pick up a bargain as prices are lower at present than they will be in 30 days. You can save 10 per cent. to 20 per cent. by buying now rather than to wait until spring, when the demand for used cars will be decidedly stronger and prices will naturally stiffen. We can now offer a **Winton, White Steamer, Knox, Autocar, Yale, Kensington, Rambler, Ford** and several **Cadillacs** and **Oldsmobiles**, all in good order at very attractive prices.

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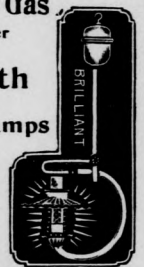
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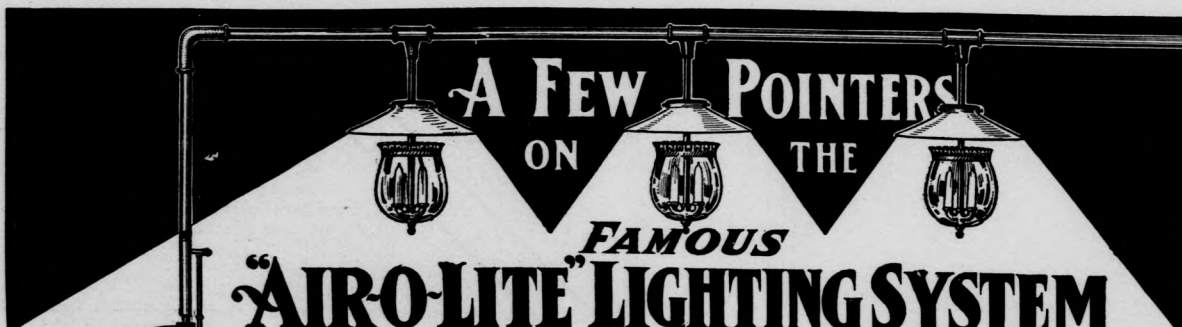
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Ft. Wayne, Ind.



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

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

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

188 Elm St. **WHITE MANUFACTURING COMPANY, Chicago Ridge, Ill.**

COST DEPARTMENT.

Vital Point in Machinery of Big Firm.

Until recent years the term "cost department" was little used in business. To-day it is one of the foremost factors in commercial life. It has come to be practically the only source from which the manufacturer safely and intelligently can gather information with which to meet the outside world. It is the only practical medium through which the accountant can co-operate with the shop correctly. It is the greatest possible menace to greedy competitors, who, through the disclosures it makes, are compelled to sell at the lowest possible margins. To the customer it assures protection. He is not paying two prices for one article and buying another from the same firm at half price. In fact, from the standpoint of either producer or consumer, it is hard to conceive how business could be safely carried on without a thoroughly organized cost system to guide.

The ways in which such a system may be operated vary as widely as the character of the merchandise turned out. The work may be simple or it may grow into a mass of complications. If the shop be small and a specialty is made of only one line, cost work may be made concise. But if the factory be large and the variety of manufacture practically limitless the chances are that the results will be obtained only through an intricate mass of details.

Naturally the bulk of the information necessary to produce the proper results must come from the shop, for in the shop practically all the expense of manufacture is incurred. It is quite essential, then, in order that cost department reports may be reliable, that the organization of the shop be well defined and regulated with this end in view.

The cost department is by no means a new creation, but the outgrowth of much experimenting and study. Doubtless its development has been augmented in recent years by the fact that competition has tightened so materially in nearly every line of manufacture that managers have been forced to use practical methods in order to keep afloat.

Until recently manufacturers have been doing business on the theory of average costs. Proper classification of the shop was considered of minor importance. To "get out the goods" had been their chief aim, with little or no thought as to the detailed expense. They did not consider that it was so expensive to maintain the work of a boy at 70 cents a day in some remote corner of the factory pasting labels on tin cans as that of a highly paid molder in a brass or iron foundry where fuel and power are extensively used. The value of materials and wages only had been taken into consideration in determining costs, the other expenses attending the two classes of work being lost sight of entirely.

But as sale prices had to be reduced in order to keep pace with competitors, the cost of manufacture had likewise to be cut to the lowest pos-

sible scale in order to maintain profit. Unnecessary expenses had to be sought out and eliminated, and the little leaks which had been consuming so much of the profits had to be stopped. Average costs gave way to specific and actual, and the work of classifying the shop output was begun. And it is safe to say that at the present time, in every up to date factory, some system is maintained which tells the manufacturer what he can safely do with every article he puts upon the market.

There are any number of cost systems in operation in the various factories of Chicago, and each is adequate in its own sphere. But the system which would be satisfactory for an electrical firm would be far too complex for a clothespin factory.

In a system now in operation in one large plant the real secret of success lies in a well organized shop order scheme. At this factory the instructions to the various shop departments to do work emanate from the center—the shop order department. For every distinct lot of apparatus to be made this department issues an order on the shop. Every foreman whose department will be called upon to assist in the completion of this work is given a copy of the order, which comprises his instructions to proceed with the job.

From this stage until the job is completed each foreman is held responsible for proper records of all time spent and all materials used in construction, as well as the class of machines used in his department, for each individual order. And so carefully are these records made in each case that by use of them the cost department is able to tell within a small fraction the exact cost of every bit of work which the factory turns out. It matters not whether the shop order is issued to fill a customer's order, to make apparatus for stock, to furnish tools for shop use, or to do building repairs, the records are just as complete, and the cost department is able to report in detail on any or all of them.

Ability to run each order through the shop independent of all others, is the underlying principle of the effectiveness of this cost system. It is possible for the shop to give out its information in definite and concise form, and that there is little danger of confusing the information is proved by the fact that, no matter what the stage of completion, the value of any job in process can at any time be ascertained.

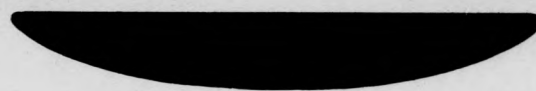
As a reliable reference bureau to which all departments may go for valuable information nothing can replace the shop cost department.
A. G. Hunter.

A prayer can be long without being tall.

AUTOMOBILES

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

Michigan Automobile Co
Grand Rapids, Mich.

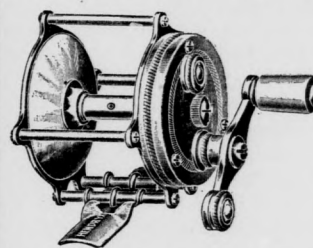


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Always Uniform
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Good Grease Makes Trade
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FRAZER
Harness Soap
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Harness Oil
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Hoof Oil
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Stock Food



Interesting the Clerks in Your Clearance Sale.

This is certainly a very pertinent subject to discuss at this time. The shoeman who is alive to his own interests gets busy during the month of January and endeavors to "start something" that will keep his clerks employed, and provide the wherewith to pay rent and other expenses until the busy season again opens.

The subject naturally implies that shoe clerks do not take as much interest in a clearance sale as they do in an ordinary run of business. The writer spent about ten years in a retail store, and speaking for himself, he pleads guilty to the implication.

Such occasions were usually looked forward to with disfavor by most of the clerks for several reasons. One was it caused a lot of extra work without a corresponding increase in salary. The shoes had to be put in shape for selling; they had to be remarked, dusted off, and soles and heels furnished up anew with a piece of billiard cloth. They had to be taken out of the cartons, tied together, and placed on tables, price tickets had to be made and signs provided announcing the event. Frequently we had to work several nights in the week with no extra compensation except supper money, and sometimes that was withheld.

Another reason why we dreaded the event was that the clearance sale didn't always "clear." After all our efforts to get things in shape the result might not be satisfactory. Women would come in, pull and haul at everything within reach, throw a 98 cent shoe in the \$1.48 pile, and vice versa, so that about all we had to do was to stand around and keep things straight.

After "balling up" the stock as much as possible they would go out with the remark, "There's nothing here I want," go to their regular shoe store and buy a new pair at the regular price, despite our efforts to get them seated and try on some shoes. This would go on until the birds began to sing, and winter was "lingering in the lap of spring;" then we would box up what was left and store them up next to the roof to await the next annual clearance.

Any shoe salesman worthy of the name takes enough pride in his calling to want to see things move, and he would much rather see every customer sold to than to see half of them walk out without buying. He realizes that many "lookers" are attracted to a clearance sale a goodly portion of whom do not buy, and that is one reason why clerks get apathetic.

It's a well established fact that if the clerks do not take any interest in the sale it will fall flat. It's true some people will help themselves and buy without much assistance if they happen to see what they want,

but much more would be sold if clerks showed the proper amount of enthusiasm.

The first thing to do to awaken the clerks' interest is to advise with them about what shoes you are going to put on sale and the prices. You probably have your mind made up along these lines, but nothing serves to increase a clerk's interest more than to be taken into the confidence of his employer. Sometimes their judgment is even better than yours as to what shoes should be reduced and cleaned out.

In every shoe store there are certain shoes against which they have a sort of grudge, and the result is these shoes are not shown often; whether they like that particular shoe or not, it is well to be guided to a certain extent by their judgment. After you have consulted with them and decided on what lines you are going to offer the next thing to do is to put them in shape for selling. Some of them have probably been in stock for several seasons and require some attention to make them presentable.

Get all the oldest stickers together and by means of a flannel cloth make them look as new as possible. Mark the size and selling price on the sole of each shoe and tie them together in pairs. Arrange them in bins—men's in one, women's in another, etc. Divide these bins into sections—one for each size, and in each section indicate the size and price in large figures on a piece of cardboard.

The above refers to shoes that are really "dead ones" that you wish to dispose of without regard to what they cost. If there are some razor toes in the lot which sold for \$5 ten years ago mark them 98 cents, and others in proportion.

The next on which there is a reduction made will include fairly good shoes, which will be eagerly sought for where the right sizes can be had. Odds and ends of various sizes, all warm lined shoes and most of the heavy soles will be in this lot. They are good property in the dead of winter, but are now unseasonable and should not be carried over. A portion of the shelving within easy reach should be reserved for this lot. In a section of the women's stock put all women's shoes of the same size together regardless of kind or price, and on the men's side do the same. See to it that there are no broken cartons in the lot. We suggest that a fit should not be guaranteed during this sale, as that will put a damper on the clerks to start with. If a man wears a 7 D it is hardly probable that it could be found in a bin marked \$5 reduced to 98 cents.

Now that we have the shoes arranged to the best advantage, with the counsel and assistance of the clerks, the proprietor should take the clerks out to supper and have a little heart-to-heart talk with them. Let him hand it to them about like this:

"Boys, you know the object of this clearance sale. We want to get rid of the stuff so that we can start the season with new clean goods. I am aware that such sales entail con-

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH.

A Good Many Men



want a shoe with stuff in it—something they can wade through mud with and tramp over frozen ground with.

Hard-Pan Shoes

for men are the shoes that meet the demand. Every season the demand for them increases the limit in value. Every pair sold means a friend made. Lots of orders are now in. Don't remember seeing yours yet.

Made in fifteen styles and for boys as well as men. It's a mistake if you don't order a case right now. Our name is on the strap of every pair.

The Herold-Bertsch Shoe Co.

Makers of Shoes

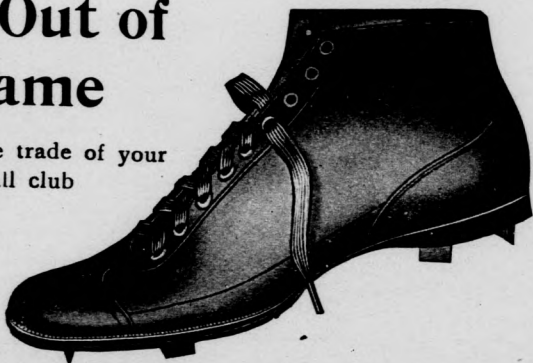
Grand Rapids, Mich.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail.

Local and Long Distance Phone M 222

siderable extra work, and that it is not an occasion of rejoicing among the shoe clerks, as a general thing, but I want to run this one in such a manner that we will all profit by it. I am going to make it a sort of co-operative affair.

"You know these shoes in the bins are marked to sell at much less than original cost, but, nevertheless, I am so anxious to get rid of them that I am going to give you 10 cents on each pair you sell during the next thirty days.

"On that other lot of odds and ends, heavy soles, warm goods, etc., and to further stimulate your interest in the sale, I will give to the clerk who sells the greatest number of pairs during the sale a \$10 gold piece, and to the second man a \$5 gold piece.

"On these lots I will not require you to guarantee a fit, but at the same time I don't want anything misrepresented. If you put an 8 C on a woman who wears a 5 D and she asks the size, tell her the truth. They are all marked in plain figures, and there will be no deviation from the prices. Now go after them good and hard.

If you come at them this way your force of clerks will be turned into the most active bunch you ever saw. They will run races to see who can get to the store first in the morning, and each one will want to be the last to leave at night. They will get busy among their friends, and you will get a lot of effective advertising. We suggest that each clerk compile a list of his acquaintances, and write each one a personal letter. Word it something like this:

Dear Bob—We are going to start a clearance sale next Monday and we are going to make it a hummer. You ought to see some of the snappy things we have marked way down. We have one lot of double-sole box calf shoes that are daisies and only \$2.48. I'm pretty sure if you come in early I can give you a fine fit. Mr. Proprietor has hung up some cash prizes to be given to the clerks who make the most sales during the clearance, and "yours truly" is going to do some tall hustling. I am counting on you to come in sure and let me wait on you. Tell the other fellows about it and bring the whole bunch along.

This letter will not only swell each clerk's individual sales, but it will be splendid advertising for the house. If this premium and prize plan is employed the clerks will not only try to sell a customer one pair, but they will work hard for several, instead of standing around sucking their thumbs while the customer tries to wait on himself.—Shoe Retailer.

Formula for Good Liquid Court Plaster.

This is practically a cheap flexible collodion. The discovery that cheaper solvents were just as good as sulphuric ether has stimulated the manufacturing and putting on the market of these collodions under various fancy names, such as liquid isinglass, liquid court plaster, new skin, skinine, etc. As this line of preparations deteriorates very rapidly by age and from evaporation, they should be purchased or made up at

short intervals. Other serious objections to this class are that they are much more expensive than ordinary court plaster, that they smart, and the penetrating action retards rapid healing. Furthermore a cut requires the mechanical support and protection which a film of collodion can not furnish and can only be obtained from ordinary plaster or a bandage. Another objection is that these preparations are apt to crack and peel off unless the skin is carefully cleansed and dried before applying, which is practically impossible, due to the bleeding, unless as a brilliant intellect suggested, the victim adopts these precautions before being cut. The best plaster to use is isinglass on silk protected on the back by waterproof rubber.

Dissolve soluble gun cotton in acetone in the proportion of about one dram by weight of the former to 35 to 40 drams by volume of the latter, and add half a dram each of castor oil and glycerin. A colorless, elastic, and flexible film will form on the skin wherever it is applied, and unlike collodion will not be so likely to dry and peel off. If tinted very slightly with alkanet and saffron it can be made to assume the color of the skin. Joseph Lingley.

The Little Girl Had Guile.

One of those dear old gentlemen who were sent into the world to do good to it recently happened upon a nice little girl who was standing looking somewhat wistfully at a big five-barred gate.

"Oh, please, sir," she asked plaintively, "will you open this gate for me?"

Smilingly the kindly old gentleman lifted the latch and pushed it back. It opened easily, and he took the opportunity to point a moral.

"Because a thing looks big and heavy and difficult, my dear, is no reason why we should not attempt, at any rate, to deal with it. This gate, for instance, is a case in point. Had you tried you could have opened it quite easily."

"Yes, sir," she said, demurely, "but then I should have got my hands all over wet paint."

Then her benefactor contemplated a ruined pair of gloves, and sighed for the rising generation.

Just Like an Englishman.

There is a Philadelphian, having a summer home near Cape Cod, who takes great pride in his cranberry meadow. On one occasion this gentleman was entertaining an Englishman at dinner, when the latter partook for the first time in his life of the delicacy known as "cranberry sauce." He was much delighted with it. Indeed, so much and so often did he express pleasure that, when he had returned to London, the Philadelphian sent him a barrel of the finest Cape Cod cranberries. A month or so passed, and then there came a letter of acknowledgment from the Briton.

"It was awfully good of you," said he, among other things, "to send me those berries, and I thank you. Unfortunately, they all soured on the way over."

Reeder's of Grand Rapids are Headquarters for Hood and Old Colony Rubbers

The great popularity attained by these brands is due solely to their sterling qualities as every handler of them will testify.

If you are looking for a good proposition on rubbers why not give us the opportunity of telling you about Hoods.

Geo. H. Reeder & Co.

State Agents

Grand Rapids, Mich.

MICHIGAN SHOE CO DETROIT



Mayer
**MARTHA WASHINGTON
COMFORT SHOES**

These splendid comfort shoes are little wonders. They secure and hold the trade **solid**.

Once you get a Martha Washington customer, you can depend upon a **permanent** customer.

The secret of their popularity is in their fitting qualities. Try as hard as they may, imitators cannot duplicate the comfort features of Martha Washington shoes. Now being extensively advertised. Write for samples.

F. Mayer Boot & Shoe Co
Milwaukee, Wis.

MILWAUKEE
F. MAYER & SONS
CUSTOM MADE

New Work of the Dairy and Food Department.*

I have been assigned by the Committee to give a paper on the New Work of the Dairy and Food Department from the manufacturers' standpoint, and will endeavor to encourage this new work and give credit to our Governor and his highly efficient subordinates who have charge of this work of inspecting the factories and dairies and who are doing their best to bring the products of the dairy industry to a high degree of perfection, and by untiring efforts are certainly making an impression on the seemingly hopeless task of revolutionizing the slovenly methods which some of us have been following. I wish to state that our factory at Zeeland was one of the first visited by two of the deputies, Messrs. Shellenberger and Hull. This was about the first week in May. Our milk supply was coming in bad. We had no control over our patrons and, in fact, we thought we were obliged to accept milk in any condition which our patrons would see fit to bring it, and all we could do was to advise improvement, but we did not dare to reject any milk owing to the competition of co-operative creameries, where business has been going on in this manner from the time they were established, and our patrons simply told us that if we got too exacting there were other outlets.

Messrs. Shellenberger and Hull came to us and started immediately to open an office and do business. They helped us in the morning to take in the milk, inspected all of it and wherever there was any reason for complaint they made it a point to visit the patron bringing it and told him how to care for it. Some of the very poorest was rejected. We expected that this would create great discord, and it did for a time. It seemed as if we were going to lose several of our patrons, but I am pleased to state that we lost only one.

Things drifted on and Messrs. Shellenberger and Hull stayed with us for about a week, inspecting a good share or nearly all of the barns and premises of our patrons and, instead of putting out a lot of second class goods, the improvement was such that we were enabled to pay our patrons 25 cents for butter fat during the month of June, and we made from this month's milk a lot of stock bringing a nice profit, both for ourselves and patrons, and we were elated with this success, and are sorry that we could not have these guardians of the health of the public with us for a longer period, for as the effect of this crusade wore off the patrons slowly drifted to their old methods, in spite of our efforts to check it. Mr. Lillie came and spoke at a meeting of our patrons and certainly left an impression, and if we could have had his services, as well as those of Messrs. Shellenberger and Hull, for a little while longer, we are sure that more durable results could have been obtained. To illustrate the

feeling of some of our patrons—just to show how some of them looked at the inspectors—one of our patrons asked me one morning if he had to allow these men to examine his milk, and I told him yes, and explained for what purpose the new law had been enacted, and told him to consider Messrs. Shellenberger and Hull as his friends, and advised him if he wanted any information regarding feeding his stock or anything pertaining to the dairy business, they would gladly help him in any way possible, but that they would insist on his handling and caring for his milk and dairy apparatus properly in return for their efforts.

I look at this thing a good deal as at the counterfeiting business. The nature of some men is like this: They want to palm off an article for genuine, pure stuff, and will fight for the highest price for it and do as little as they possibly can to produce it. In this way they work the public and, in some cases, the buyer, or the man who makes up this stuff loads him up with a lot of stock which is a drug on the market and on his hands.

We know of one creamery which had the lowest scoring butter at our last convention which has been brought to one of the highest in the monthly test, we believe, by the efforts of the Dairy and Food Department, and have no doubt but what several can give credit for like results, and I wish we could have enough inspectors in the field next summer so that they could spend more time in each locality. I do not feel as though I have been asked to make any suggestions for handling this work to better advantage, nor do I want Mr. Lillie or any of our good friends to take from what I have to suggest that I know more about running this inspection business than they do, but I hope that they will take them in the same spirit that I do. The system has cost the State some money as it has been run, and I doubt if it will bring permanent results unless we can get it on a different working basis and a larger appropriation to carry it on. We have tried it one year, and this year's experience ought to assist us to do next year's business. I believe that the Dairy and Food Department ought to have authority to appoint one or more men in every county at least to look after this business, so that we, as factory men, could call in an inspector at any time when milk did not come in right and have it put in the right condition for making first class goods that will bring the highest market price, and I would be in favor of adopting resolutions to perfect the inspection system and have a committee appointed to draw up plans to do this work, and I have no doubt but what we have all had enough experience to see that we have made improvements in the dairy business as a result of this new work, and that Michigan is coming to the front. What we need is more money to carry on this work and more men to do it, and as for the present management I believe it can not be im-

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.



Do You Know What This Means?

It means good leather.

It means solid shoe making.

It means better wear than ordinary.

It is stamped on the sole of every shoe we make.

It's our guarantee to your customer of absolute shoe satisfaction.

If we do not have an agency in your town for our shoes why not secure the sale of them for yourself? You cannot help increasing your business if you push our goods. For full information write us and we will send our salesman with the samples.

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

*Paper read by John Brouwers, of Zeeland, at annual convention of the Michigan Dairy-men's Association.

proved upon. I wish to cite a few figures that give roughly what an enormous loss it means to the people engaged in the dairy business, as I see it, from one of the neighboring creameries which for the month of November paid its patrons only 17 cents per pound for butter owing to inferior milk or workmanship, and which our inspector, Mr. Shellenberger, has on the docket to straighten up.

This creamery takes in possibly something like 15,000 pounds of milk four days per week, and if this milk contains on an average four pounds of butter per hundred this would make 600 pounds of butter for each day, or 2,400 pounds per week, or 9,600 pounds per month. With the market for extras about 23½ cents, this creamery lost for its patrons about 6 cents per pound, or \$576 for one month, and I am confident when it has gone through the hands of the inspectors that they will be in position to get first class prices, as we had another instance where a like condition existed and where they are now making an article that is scoring up to 94 and 95. If we stop to figure in this way, could anyone in Michigan kick on an appropriation large enough to run the business of correcting and saving this loss? When we consider how many creameries we have, and what an enormous loss this means to the people in the dairy business, can the State spend any money to better advantage?

Lancashire Cheese.

The great majority of cheese consumers would say they never heard of it. On the other hand, lovers of toasted cheese who can afford to pay for it have tasted Lancashire cheese. The late Duke of Westminster once said: "Of all good cheese, give me a well made Lancashire cheese," and there are others who have a similar preference in cheesemaking Cheshire, for quantities of the finest Lancashire find their way thither every year. They are probably the finest toasting cheese in the world. For more than a century these qualities have been recognized, but, as in the neighboring county about twenty-five years ago, a craze came over makers and dealers alike for a quick ripening quality, a sort of nimble sixpence, quickly made, quickly ripened, quickly consumed. Gradually, however, the old keeping qualities have come into demand again, and makers in the best districts have responded to it.

In its manufacture the curd is not cooked, but is left in a natural state—soft, with a nutty flavor. The acidity required to ripen the curd, converting it from the indigestible casein into the digestible and digesting cheese, is obtained by retaining a portion of each day's make of curd, and keeping it in a warm place until it has become acid. This is incorporated with the curd at the grinding. The result is a soft, meaty cheese of fine flavor and texture, with little or no rind. The average weight is about 40 pounds, but for several years a demand for a 12 pound loaf or Stilton shaped cheese has met with a ready response.

For several years past the demand for the fine quality has steadily grown, and more could be sold than is procurable. The medium finds a ready sale in the working class populations of our large towns; this has increased in a greater ratio than the fine. The common, which competes with American, is still too common.

Lancashire is generally looked upon as a manufacturing county, but within its borders are 12,000 farmers engaged in supplying the wants of its myriad workers in the large towns with the necessities of life. In these farms are some of the finest old pastures in existence, situated on the western slopes of the Pennine range above the mountain limestone, and in the broad undulating lands of the Fylde, having the Ribble on the south and the Lune on the north. That its product of cheese is not widely known outside its borders is due to the fact of its having a large urban population within the county. —William H. Cockshott in London Creamery Journal.

The Way To Make and Hold Customers.

The proper method is to follow your goods right into their homes and find out whether they (the goods) are satisfactory or not—whether the quality, service and delivery were all they should be. You can not do this in person, but you can do it very effectively by mail. You can not so follow each individual purchase in every line, but in any line you can reach every attached customer at frequent intervals and make an impression which will make you a good many dollars better off at the end of the year. In a small business whose owner knows every one of his customers and meets them often, such work need not be done through the mails; but in the medium or large business, whose owner has no opportunity to see just how each customer is treated, such a method is almost a necessity, because it tends to draw out from each customer a statement of any grievance which he may have, and which, if known to the management, may be very readily met and satisfied, thus holding not only the trade of the aggrieved one, but of his friends as well.

Began to Make Excuses.

Because its employees were frequently late a large London house recently ordered that the tardy ones should write their excuses in a book provided for that purpose. But the clerks proved lazy and unoriginal. At the top of a page a late one would write "Train delayed" or "Omnibus horse died," as the case might be, and the rest fell into the habit of making ditto marks and letting it go at that. But not long ago one man had a new excuse. He wrote with pride: "Wife had twins." The second slow person that morning was in a great hurry and did not notice the innovation, but made his customary ditto marks, and the rest of the men on that page followed suit. The excuse book was abolished.

This is the
Sign That



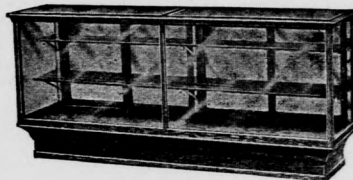
Indicates
Good Service

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

Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids



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.

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)

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.
Postoffice
State

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.

SENSIBLE SUGGESTIONS.

For the Improvement of Michigan Butter and Cheese.*

The first step in the improvement of Michigan dairy products must begin with the producer of the milk for the factories. As a general proposition, poor milk will only produce poor goods, indifferent milk indifferent products, while good milk will always, if handled rightly, produce good products. The cases are few and far between where good milk makes anything but good goods. The makers who are not able to handle good milk to good advantage are not at all common. On the other hand, there are not enough makers who are able to handle an indifferent article of milk to its best advantage. Such men as can do this are extremely profitable to the factories who are fortunate enough to have them in their employ.

We need not concern ourselves with the man who produces good milk, for such men will take care of it, but the indifferent dairyman needs constant education, constant watching and constant prodding, in order to keep him from degenerating into a patron that will furnish poor milk. From this standpoint alone, I can see great good that will come from your testing associations, for they will be a means of education, and when you begin to educate a man in any walk or profession, you stimulate him to greater endeavor, and the more you educate him, the broader will be his view of his business, and the more this is intensified, the better will be his product.

The best of milk can be spoiled between the farm and the factory, rusty cans, dirty cans or those exposed to too much cold or heat will not carry the milk in good condition. If I were running a factory, I would give my buttermaker the liberty to reject all milk brought in in rusty cans, and also to reject that brought in dirty cans, after the patron had once been notified. Many times the past summer, in the educational contest, we have found samples of both butter and cheese showing plainly the offensive flavors of rusty and dirty cans. There is but one possible way to correct these flavors in the milk, and for the present, we want to keep from employing it as much as possible.

Right here, one word to the makers: If there are any of you who have dirty factories, then you have no license to correct the man who furnishes dirty milk. A good example at the factory has a powerful influence in the community, and it is a phase of the business that can not be elaborated on too much, and mind, not only a clean factory, but a clean maker and clean surroundings as well. If I had the power, I would close every dirty factory, both butter and cheese, everywhere, and keep them closed until they could be operated in a cleanly manner. There is no excuse for dirt in a food product, or in the places where it is produced. They are a menace to the

business, and a millstone around the neck of those who observe the rules of decency and cleanliness.

The markets are to blame for some of this. I never could see the sense or justice of the too common practice of dragging down the price of extras to move the undergrades. Extras in butter and cheese ought to sell for their worth, and that ought to be 30c at the seaboard to-day. On the other hand, undergrades ought to sell for what they are worth, and to-day, their value is not over 22c. They ought to sell low enough to make them move, and, with widely fluctuating values, the indifferent producer would soon awake to the necessity of producing the best. If the price on these goods was made as it should be, and governed solely by their widely fluctuating quality and values, we would very soon see a marked difference in the conduct of this business.

Like Lawson, I have a remedy, and as I have given it to you, it is a drastic one, but the allopathic doses sometimes are best. Given a clean producer and clean maker, I would at all times advocate the skimming of a heavy cream and the liberal use of a good starter. Skim as heavy a cream as you can and thin down to about 30 per cent. with a good starter; and I would have all of these inspectors know what a good starter is, and be able to correct any evils that may exist. I would ripen to an old fashioned acidity, churn at this season of the year at 56, stop when the granules were the size of number eight shot, wash at 66, and drain well before salting. I would have a piece of goods that might not score over 94, and it might score as low as 93, but at either mark, if I could make a regular thing of it, I would be satisfied, for I would have a piece of goods that would keep. Now from the standpoint of the dealer, I would rather have a factory to handle that never scored above 94, and that never went under 93, than one that scores 98 one week and 93 the next. The reason for this is the too strong contrast, too great variation. Any dealer can pick you out the tubs of butter that will keep well, and it seems to me as if, in the scoring of butter, this most useful of all good points should be recognized. I would not detract from the man who is an artist in producing fine flavor, but I would remind you that it is a fleeting glory, for the finest aroma may be entirely lost between your factory and the table of the consumer. You should produce not what will be like the perfume of a flower, lost in a day, but rather the plain and substantial qualities that have a lasting effect for good. You will have perceived ere this that I am arguing for the average man, the common maker. The State has need of all her experts, but her glory rests in the keeping of her average man.

To the cheesemakers of Michigan, my message is that you lack woefully in uniformity. Do not be content with making a cheese so soaked in whey that it is not alone a shameful misuse of good milk, but an im-

position on the consumer alike. Do not use the argument that you can sell all you can make and get a good price for it. Remember that you can get just as good a price and make just as much if you make better goods, and then you have before you the strong probability that you could get more for your product if it is fit to go out into the world in competition with other States and communities.

I have brought with me, for the inspection of Michigan makers, a New York State cheese made in June and what they call a wash curd, and I hope every one of you will examine it, for there is a lesson in it for you. I want to see you make a cheese that you can put in storage during the flush season and know that it will come out right. This will enable you to regulate prices, avoid loss, and give your trade a better article than you are now doing. Cheese is the one and only thing that I know of that will actually improve in cold storage, and I have had quite an experience in that line that I shall be pleased to give to any who are interested.

The cheesemaker, even more than the buttermaker, is interested in receiving only good milk, and the man who, from good milk, can not make good cheese should embark in some other line of industry. The same things that work against the buttermaker apply with even more force to you. I have been driven to the conclusion that there are more good buttermakers than cheesemakers, and I hope to see the day when the proportion will be the other way, for take the country over, there is no more promising industry than the manufacture of fancy cheese. You have some fancy cheesemakers in this State, some common ones, and some poor, very poor. I want to see the day when "Made in Michigan" stamped on a cheese will be synonymous with the very highest quality made anywhere in the wide world.

You might ask "Why so interested in Michigan" and I will say to you that if I were not a citizen of Ohio, I should want to be a citizen of Michigan. In all loyalty to my own State, than whom none is grander, in some things you surpass, and one of them is the Dairy industry, for the criticisms I have so lightly laid at your door apply much more strongly to your sister State. You have a good Dairy and Food department, no State has better; you have a good force of inspectors, but their number should be trebled. They spread too thin when applied to the whole State. You have a Governor who is a dairyman, and who appreciates your necessities, and I want to say for him that he has come into every contest, and when he has lost out, it has been without a protest. He is hungry for criticism, for he is constantly coming back for more. I wish that every factoryman in the State would emulate his example. You are fortunate in the officers of this association; your president has been untiring in his work in your

behalf, the work of your secretary is reflected in this meeting. Your scores have averaged as high or higher than any other State that is educating its makers. Thus you see you have many good things in your favor against my State, but we can skin you to death on rascally politicians. We have clipped the claws on one, but there are others. And your buttermakers, I do not believe that there is a State in the Union where they will average better, man to man.

And this brings me up to my closing, which will be a plea for the common man, the common people, certainly not an inappropriate one at the present time. In horses we have our Lou Dillons, our Major Delmars, our Sysonbys, our great Salvators, but after singing their praises and according them all the honor that is theirs, I want you to go with me to Vermont and pay tribute to that great common horse, that representative of sterling quality that carries you over the miles day in and day out, the never tiring Morgan, the horse whose imprint you will find all over the country, a breed that has been of more value to us than all our great fliers. And the common cow, without detracting from the marvelous performances of our Jerseys and Guernseys and Holsteins and all the other high bred ones—yet it is the common cow that fills the pail that furnishes the milk for all these factories that send out her products into the markets of the world, and to her we bow. Great have been her achievements, greater still they will be. If I have one ambition greater than another, it is the breeding, by selection, of an American herd, of American lineage, not long on pedigree, but great on performance.

And the common man: We have in this our country the greatest living example of the possibilities of the average man. There have been greater Statesmen, greater diplomats, there have been greater scholars and more eloquent orators, but tell me where, in all Christendom, there is a man who appeals more eloquently to all who are striving for the things that are good than our President, Theodore Roosevelt. And our common women: The mothers and daughters of Michigan. There may not be many who are famous in art or literature, but they are, and are to be, the mothers of the men of Michigan, and I can conceive no greater glory, no more priceless heritage to go out to the sons of men everywhere.

At last I would say, respect your calling. Just as a man measures the importance of his work, just so it is measured by others. Do not feel that your environment is so limited that you have no opportunity to rise. The dignity of labor! The worker sets forth in the morning sunshine; with supple muscle and alert brain, he goes about his work, meeting the problems and difficulties as they present themselves, exerting renewed and stronger endeavor, leaving a lasting impress on the ripples of time, till they shall break on the shore of Eternity. What more en-

*Paper read by E. I. Burridge, of Cleveland, at annual convention of the Michigan Dairy-men's Association.

during monument can men or women build themselves than that the imprint of their labors shall last forever?

What Class Are You In?

The world bestows its big prizes both in money and honors, for but one thing. And that is Initiative. What is Initiative? I'll tell you: It is doing right things without being told. But next to doing the thing without being told is to do it when you are told once. That is to say, carry the Message to Garcia; those who can carry a message get high honors, but their pay is not always in proportion. Next are those who never do a thing until they are told twice; such get no honors and small pay. Next are those who do the right thing only when necessity kicks them from behind, and these get indifference instead of honors, and a pittance for pay. This kind spends most of its time polishing a bench with a hard-luck story. Then still lower down in the scale than this we have the fellow who will not do the right thing even when someone goes along to show him how and stays to see that he does it; he is always out of a job, and receives only the contempt he deserves, unless he has a rich Pa, in which case Destiny patiently awaits around the corner with a stuffed club. To which class do you belong? Elbert Hubbard.

Asbestos Unique Mineral.

The mineral unique is asbestos. Different from every other material in its occurrence, mining and preparation for the market, it forms an entire study in itself. It was first mined about a hundred years ago, chiefly as interesting to the geologist and mineralogist, and of little or no commercial value. About 1868 it was first used commercially in the manufacture of roofing felt and cement. Early attempts to spin this fiber were unsuccessful, but the difficulties have now been overcome, so that a single asbestos thread, weighing not more than one ounce per hundred yards, which has a pretty fair strength, may be made. In its spun state it is used largely as yarn for packing valves, etc., for which use it has many advantages. Asbestos ropes for fire departments are made entirely of asbestos, or asbestos with a core of steel. With the steel wire core a three-quarter inch rope carried nearly 2,000 pounds. Without the core the three-quarter inch rope carries over 300 pounds and suffices for firemen's purposes.

There's Reason, Even in This.

A gentleman in a strange city, desiring the advice of a lawyer, entered one day an office on the door of which he read the name, "A Swindle. attorney at law." After receiving excellent counsel he ventured to say to the lawyer: "You are, sir, a splendid type of man, and why do you place yourself open to ridicule by wording your sign as you have done. Why not put your first name in full?"

"I would, indeed," smilingly replied the lawyer, "were not my first name Adam!"

Hardware Price Current

AMMUNITION				
Caps				
G D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/2	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
135	4 1/2	1 1/4	5	10
154	4 1/2	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/4	1 1/4	5	12
264	3 1/4	1 1/4	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop. all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	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 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, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List	12 13 14 15 16 17			
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list.	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis 60 & 10			
Hollow Ware				
Pots.	50 & 10			
Kettles.	50 & 10			
Spiders.	50 & 10			
Horse Nails				
Au Sable.	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanned Tinware.	dis. 50 & 10			
Iron				
Bar Iron	2 25 rate			
Light Band	3 00 rate			
Knobs—New List				
Door, mineral, Jap. trimmings	75			
Door, Porcelain, Jap. trimmings	85			
Levels				
Stanley Rule and Level Co.'s	dis.			
Metals—Zinc				
600 pound casks	8			
Per pound	8 1/2			
Miscellaneous				
Bird Cages	40			
Pumps, Cistern	75 & 10			
Screws, New List	85			
Casters, Bed and Plate	50 & 10 & 10			
Dampers, American	50			
Molasses Gates				
Stebbins' Pattern	60 & 10			
Enterprise, self-measuring.	30			
Pans				
Fry, Acme	60 & 10 & 10			
Common, polished	70 & 10			
Patent Planished Iron				
"A" Wood's pat. plan'd, No. 24-27.	10 80			
"B" Wood's pat. plan'd, No. 25-27.	9 80			
Broken packages 1/2 c per lb. extra.				
Planes				
Ohio Tool Co.'s fancy	40			
Sciota Bench	50			
Sandusky Tool Co.'s fancy	40			
Bench, first quality.	45			
Nails				
Advance over base, on both Steel & Wire				
Steel nails, base	2 35			
Wire nails, base	2 15			
20 to 60 advance	Base 5			
8 advance	20			
6 advance	30			
4 advance	45			
3 advance	70			
2 advance	50			
Fine 3 advance	15			
Casing 10 advance	25			
Casing 8 advance	35			
Casing 6 advance	25			
Finish 10 advance	35			
Finish 8 advance	45			
Finish 6 advance	85			
Barrel 1/2 advance				
Rivets				
Iron and tinued	50			
Copper Rivets and Burs	45			
Roofing Plates				
14x20 IC, Charcoal, Dean	7 50			
14x20 IX, Charcoal, Dean	9 00			
20x28 IC, Charcoal, Dean	15 00			
14x20, IC, Charcoal, Allaway Grade	7 50			
14x20 IX, Charcoal, Allaway Grade	9 00			
20x28 IC, Charcoal, Allaway Grade	15 00			
20x28 IX, Charcoal, Allaway Grade	18 00			
Ropes				
Sisal, 1/2 inch and larger	9 1/2			
Sand Paper				
List acct. 19, '86	dis 50			
Sash Weights				
Solid Eyes, per ton	28 00			
Sheet Iron				
Nos. 10 to 14	3 60			
Nos. 15 to 17	3 70			
Nos. 18 to 21	3 90			
Nos. 22 to 24	4 10			
Nos. 25 to 26	4 20			
No. 27	4 30			
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.				
Shovels and Spades				
First Grade, Doz	5 50			
Second Grade, Doz.	5 00			
Solder				
1/4 @ 1/2	21			
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.				
Squares				
Steel and Iron	60-10-5			
Tin—Melyn Grade				
10x14 IC, Charcoal	10 50			
14x20 IC, Charcoal	10 50			
10x14 IX, Charcoal	12 00			
Each additional X on this grade, \$1.25				
Tin—Allaway Grade				
10x14 IC, Charcoal	9 00			
14x20 IC, Charcoal	9 00			
10x14 IX, Charcoal	10 50			
14x20 IX, Charcoal	10 50			
Each additional X on this grade, \$1.50				
Boiler Size Tin Plate				
14x56 IX, for Nos. 8 & 9 boilers, per lb	13			
Traps				
Steel, Game	75			
Oneida Community, Newhouse's	40 & 10			
Oneida Com'y, Hawley & Norton's	65			
Mouse, choker, per doz. holes	1 25			
Mouse, delusion, per doz.	1 25			
Wire				
Bright Market	60			
Annealed Market	60			
Coppered Market	50 & 10			
Tinned Market	50 & 10			
Coppered Spring Steel	40			
Barbed Fence, Galvanized	2 75			
Barbed Fence, Painted	2 45			
Wire Goods				
Bright.	60-10			
Screw Eyes.	60-10			
Hooks.	60-10			
Gate Hooks and Eyes.	60-10			
Wrenches				
Barter's Adjustable, Nickleod.	80			
Coe's Genuine.	40			
Coe's Patent Agricultural, Wrought.	70 & 10			

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	43
1 to 6 gal. per doz.	4
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.	3 1/2
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	65
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	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon.	8 00

The Centralizing Plant and the Problems It Presents.*

I have been requested to prepare a paper on the Centralizing Plant and its Problems. This subject, I feel, is one of great importance and needs some one more capable than myself to do it justice. However, I will attempt to go back and dwell to some extent on the little whole milk creamery, first, in order to show the reason for starting the Centralizing plant.

There was a time when almost any man could put out his sign as a buttermaker and start in doing business by the roadside, where he could get the milk delivered to him from a few hundred cows. As long as he could get good sweet milk, and was able to sell his product—which was, in many cases, none too good—for a fair price, he was contented to do business.

But the time arrived when the creamery owner was not the only factor in the dairy business. For the wise farmer took a hand in it, and gave the public to understand that he must keep cows in order to keep his land up, and that if he was compelled to keep cows, he must have a price for their product equal to the cost of their keeping and the labor necessary to care for them. This he found he could not get from the little whole-milk creamery, because, in many cases, it cost more to manufacture the butter than could be afforded.

The farmer is ever on the alert to have things go his way and he proposed another creamery, close by, perhaps, on the co-operative plan. Soon such creameries were quite numerous throughout the country, but this did not better the conditions and, in many instances, we could look around and see small creameries standing idle, usually for want of funds, and the farmer was still looking for an outlet for his cream.

Here the centralizing plant, backed up by plenty of capital and aided by the hand separator, came to his relief, and by this combination, the farmer is not only able to keep his cows at a profit, but is able to increase the number of cows very materially from time to time. If the centralizing plant was compelled to gather whole milk, the advantage would be less, but owing to the fact that a farmer can separate his own milk and send only the cream to the centralizing plant, it is a very much safer proposition, not only for the farmer, but for the plant.

By so doing the farmer can ship this product with just as much safety as he can his wheat, beans or any other crop and usually to better advantage. He is not troubled with weather conditions, as his cream will go to market just as well in a rainy day as a fair one.

Again, the farmer is enabled to realize more from this method of handling his milk than he can by handling it in any other way. He can feed the skim milk while it is sweet. This could not be done, if he had to haul it to a local creamery.

*Paper read by Geo. S. Young, of Alma, at annual convention of the Michigan Dairymen's Association.

One problem presented by the centralizing plant is that it accommodates more farmers and does so in more ways than any other method of handling the product of the cow, for the farmer does not wait in suspense to know what he is going to get for his cream. He knows his price per pound each day and does not have to wait longer than fifteen days for his returns. Most of the centralizing plants in Michigan pay every two weeks. There is no waiting thirty or sixty days, or perhaps until the end of the season to see if he has sufficient funds in store to pay the bills. Instead, he can almost know every night what his cows are doing for him. In fact, many who have been shipping to a centralizing plant for some time know almost to a cent, each day, just how well they are paying, as they test and weigh their cream before it goes to market and charge the plant at a given price.

The question has been raised, and, perhaps, will be brought up to-day, as to the quality of the product put out by the centralizing plant. I want to say to you, right here, that they can and do produce fine goods. They are usually equipped with plenty of up-to-date machinery and can take advantage of all the improvements. We do not believe this is done in small creameries, even where it can be done.

The butter market to-day demands butter of the best quality and more especially butter of an even grade. It demands butter that will score as near alike as possible the whole year round. This can only be produced at a centralizing plant, for the reason that all cream or milk, at all seasons of the year, will not produce good butter. The goods must be graded, and two grades of butter made. Who ever heard of a small creamery making anything but Extras!

The centralizing plant can reach more farmers and more places for they are usually located on more than one railroad. We must admit that the railroad companies are making rates favorable to the improvement of the business. This enables the farmers to ship from a long distance with perfect safety. A few years ago shipping cream was unknown. The centralizing plant is responsible for the change in Michigan.

Small creameries can not keep sufficient material on hand to keep men employed the whole day, but they have to have a buttermaker and a helper at all seasons of the year. Many times the men can not earn their wages. The same men are, and must be, kept in a centralizing plant, but a very steady run of work is kept going, since every train brings in cream in goodly quantities.

Again, the item of heat, light and power is almost as much in a small creamery as it is in a centralizing plant. Here, then, is a saving in favor of the centralizing plant. Something that is favorable to both farmer and centralizing plant is the condition of the farmers' cans. No creamery can clean the cans when the milk is returned. The farmer

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

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.

has to do this himself and it can not be done without proper steam and hot water—something that very few farmers can afford.

There is one pleasant feature in the creamery business, and that is, in many places, good-looking, bright young ladies are helping to make it a success. One of the bright problems of the centralizing plant is that you are enabled to have so many more young ladies around. This, ladies and gentlemen, must not be lost sight of.

We do not wish it understood that a centralizing plant is sure of success. Far from it! There is no business in Michigan that does not have its troubles, and we know of no business that has any more troubles than the creamery business. There is not a buttermaker or an owner of a creamery before me to-day who has not my heart-felt sympathy.

The pathway of the centralizing plant is not entirely strewn with roses. We do not believe there is as much discord between the small creameries of this State and the centralizing plants as there is in some other States. We know that there are many working in harmony, but we believe the time will come when most of the butter produced in Michigan will be made in centralizing plants. Not that the small creameries will be out-numbered by the larger ones, but natural causes will bring about these results.

One of the problems which the centralizing plant must help to fathom is, the buying and paying for cream according to quality. This, we believe, should be done in each and every instance. There is scarcely any other commodity placed upon the market that is not graded and paid for according to its quality. We believe we are all responsible for this condition—one as well as the other. If a farmer brings you his wheat, oats, beans or anything that he produces from the soil, you buy it according to its quality. If you buy his wood, his hogs or even his cows, you look very closely to quality, but you let him do the milking and take the product regardless of its condition. You are doing a real good, tidy farmer an injustice, for you hold out no inducement for him to produce a good article so long as you take his neighbors' cream or milk, which may be unfit for use, at the same price.

This one problem should be taken up at once in Michigan. We learn some of the largest plants in the West are making a start in this direction. The Beatrice Creamery Co., of Des Moines, Ia., has notified its patrons that on, and after, Jan. 8, 1906, cream will be bought according to quality and that in order to receive the highest market price for cream, a farmer must educate himself so that he may be able to, and will, produce the finest quality of milk or cream. When this is done, and we have all learned our lesson thoroughly and can make all our goods of such a quality that they can be placed on the market at a premium, we can look on the dairy business with pride and say that

Michigan is the Banner State of the Union.

The creamery business of Michigan can almost be compared to a great clock. For surely, the every day cares and duties which might be called drudgery that are necessary in a creamery, no matter whether centralizing plant or not, are only the weights and counterpoises of the great clock which gives its pendulum a true vibration and its hands a regular motion. And, gentlemen, let us put forth every effort to keep this great industrial clock in motion, for when we cease to hang on its wheels, the pendulum no longer swings, the hands no longer move—the clock stands still. Do not let it stop.

Advised To Save His Sympathy.

"Pardon me, madam," said the attendant in the depot, "you seem to be in distress."

The woman addressed turned her melancholy eyes upon the attendant and replied:

"I am."

"Is there any way in which I might be of assistance?"

"I don't know. I've lost my husband, and—"

"Permit me to offer my condolences. Into each life some sorrow—"

"Save your condolences for him when I get hold of him. We were sitting here waiting for the train to go home when a comic opera troupe went through the station, and one of them was a big fat blonde, and my husband got up and said he was going to get a drink of water, and that was an hour and a half ago, and—save your sympathy, young man; save it for Jabez Smith, of Mooresville, who will be in sore need of comforting words within ten minutes after he begins to make excuses to me."

A Chicago paper was recently threatened with a suit for libel by a prominent physician. One of its reporters wrote: "The doctor felt the patient's pulse and then prescribed for him." But the compositor made this harmless sentence read, "The doctor felt the patient's pulse and then prescribed for him."

There is no liberty like the slavery of love.

"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.

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.

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

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.

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

If any to offer write us.

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

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

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.





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

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

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

The Kind of Letters to the House.

Write business letters to the house—not records of discouragements or hymns of hope.

There are three things that should have no place in a business letter: grouches, generalities and garbled facts.

Omit to say how mean an opinion you have of the prospect who turned you down, or of the credit man who "knocked" your customer and thereby lost you your sale.

Cut everything out that is not explicit. Tell the exact and honest facts.

The salesman on the road will find it a time-saver and a capital training in letter writing if he will dictate his letters to a stenographer instead of writing them longhand. A public stenographer is nearly always located in a hotel of any importance. Hand-writing is seldom so legible as type, and dictated mail is likely to be more to the point, briefer and more accurate. The sales manager will appreciate a well-written, concise and short letter.

Many firms expedite business by requiring their salesmen to write on only one subject in each letter. For instance, if Salesman Hawkins wants to tell his manager why a prospect in Des Moines objected to such and such a feature of his line, and also desires to ask a question or state a fact concerning some other branch of the business, he writes two letters instead of one. This plan avoids confusion in the home office. Each letter goes to the man whose special business it is to receive, file and follow up such information as it contains; he gets just the information that concerns his department—nothing more. There is no chance of his using the portion of the letter that seems important to him and then neglecting to pass it along so that the heads of other departments can get their share of its contents.

The other day in a San Francisco wholesale house the assistant general manager came fretting out to Doty, the credit man, and demanded: "What's the snarl in that Sneider matter? Haven't you cleaned up their claim yet?"

"What claim?" The credit man's tone conveyed indignant astonishment.

The assistant general manager proceeded to explain in the tersest of sentences. "Kearney wrote in about it a week ago," he added reproachfully.

"Never saw the letter."

"The dickens you never did! I told

Parsons to pass it along to you as soon as he had made the changes Kearney mentioned in Portsmouth Granger order. Where's that letter, anyway?"

Of course the credit man didn't know; neither did Parsons, for the last he had seen of it, he had given it to the head of the stock department to make a copy of some memoranda that Kearney enclosed, telling the head of the stock department to pass the letter along to Doty when he had finished the job. And there was no getting information from the head of the stock department, now—for he had left a day or two previously on an enforced and indefinite vacation. It took a series of expensive telegrams to unravel the matter, and even at that the disgruntled Sneider people are spreading word around that the San Francisco house is "precious slow."

Imagine the saving in time, money and reputation if Kearney had taken the trouble to explain the Sneider case in one brief letter, the Portsmouth Granger tangle in another, and had used a third sheet of paper, stamp and envelope for sending the memoranda that went to the stock man. But Kearney's system of conducting correspondence did not look to any possible contingencies. He thought he had done his full duty when he shoveled all his valuable information into one confused heap and plastered it with the portrait of Washington—he left the rest to fate.

If the rules of your house permit the discussion of several topics in a single business letter, and if, for the sake of convenience, you take advantage of that fact, use discrimination in the arrangement you give these topics. Following are a few suggestions that may be worth while.

Place the matter of special importance "up in the bow"—that is, begin your letter with the most important fact.

Some people have an idea that the art of graceful letter writing requires one to reserve the most pertinent statement for the last, after smaller matters have been discussed by way of a curtain raiser.

Reverse the order on which a novel is written. Get the conclusion—the nub of what it is all about—as far to the front as you can. After that, saw off as quickly as possible.

If the person in the head of the department whom you address in writing your letter happens to be a friend and intimate of yours, don't try to combine a "friendship letter" with a business communication.

Write to him on business in as cold respectful and business-like a manner as if you had never seen him before.

If you want to tell him your personal interests, and the latest good story, write again under separate cover, with the word "personal" on the lower left-hand corner of your envelope.

The sense in this is that the business communication may be circulated among clerks and bookkeepers for reference as to details it contains, and these employees will waste time

wading through your personal discourse to get at the business end of it.

Then, too, the letter will probably be filed, and the files of your house's correspondence are not supposed to be a library of records concerning your friendships, tribulations and personal affairs.

As an illustration, take the case of Brown, who is sales manager for a big clothing house. He received two letters in one mail from Jones, a salesman for the firm, who was on a trip through the West. Brown and Jones are old cronies, and as lively a correspondence has passed between them as the pressure of business allowed, since school days. Brown opened the first letter, which was typewritten, and read the following:

"Blazed Trail, Ia., Sept. 24, 1905.

"Mr. X. Y. Brown, Sales Manager, Clothem, Upp & Co., New York.

"Dear Sir: Enclosed are three orders taken yesterday with memoranda as to discounts, credits, etc. Inquiry shows that our prospect, Blank Bros., whom you hoped that I could sell, are in a doubtful financial situation, though the fact is not known to the trade generally. As I could not close them for a cash order, I thought it best not to extend the usual credit until their affairs are adjusted. You will see by the above date that I am ahead of my itinerary by two days, and will please forward mail accordingly. Yours truly,

"Sellum Jones."

The second letter to Brown from Jones, received in the same mail, was a familiar blurr of ink stains and rickety chirography—Jones is a salesman, not a copyist. It began:

"Dear Old Brown: I had the deuce's own luck last week, but took orders enough today and yesterday to make a glad finish of the business. Bobb & Co. had it in for our house; I don't know why. The usual luster of their welcome was tarnished over when I ducked in to see Smith, the buyer, Tuesday. I tried to get at the bottom of the difficulty, but could worm nothing definite out of them. Goods were O. K., and, as you know, the last consignment sold so well that they renewed their order by mail. I think all that ailed Bobb was a case of dumps, owing to indigestion or house cleaning at home, perhaps—dumps that had communicated themselves to Smith and the whole force in the house. Anyway, I had the old gentleman put to rights after a few minutes' talk and he promised me orders next month. We were on a better footing when I left the store. I always 'leave 'em smiling when I say good-bye.'

"I am sorry to have to report that Blank Bros. are up against it, and I think we'll have to hold 'em off till we see how they come out."

And so on for four pages, when the letter wound up with, "Yours, same as always. Jones."

Never forget that the things you write in the heat of excitement look strange when they get cold. The salesman who writes to his house letters full of kicks, complaints and personal concerns not only wastes time for the force in the home office but commits himself to statements which he can't alter or patch up very well after they go on record, and which may be the source of considerable embarrassment to him at another time.

Be concise and write short sentences. Make your business letters businesslike.—W. L. Thompson in Salesmanship.

Living true is making sure of dying triumphant.

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

OPEN
McLachlan
AND
Evening

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

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

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

E. B. FISHER, SECRETARY

Gripsack Brigade.

Michael Howarn, better known among his fellows as "Big Mike," who has been selling whisky for a Cincinnati house, is going into the medicine trade.

Cadillac News: Frank H. Starkey, who is the Michigan traveling representative for a Chicago headwear jobber, has finished his campaign for spring orders and is now here preparing for a change in residence to Grand Rapids. It is the intention of Mr. and Mrs. Starkey to leave in about a week or ten days for the furniture town. Cadillac loses in the change, but the gain for Grand Rapids will be appreciated in that city.

Georgia drummers propose to force hotel keepers of that State to give them clean sheets. The Travelers' Protective association has asked Representative McMichael to push through the legislature a bill providing that no hotel keeper shall assign a guest to a room in which the bed linen has not been changed since the previous occupancy. The drummers say that under no circumstances do hotel keepers in Georgia change sheets oftener than once a week.

John D. Mangum has been re-appointed postmaster of Marquette for another term of four years. This information will be especially pleasing to his many friends in the traveling fraternity, many of whom knew John in the days when he was not as prosperous as he has been for the past dozen years. Prosperity has cast no cloud on the genial John, however, and he is as generous and good-hearted as he was in the days when he was selling pants for Welling & Carhart, nearly twenty-five years ago.

It appears that the reason the Board of Directors of the Michigan Knights of the Grip decided to hold the annual convention in Port Huron on the last Tuesday and Wednesday of August is because the constitution prescribes those days. The Tradesman suggests that it is very easy to observe the constitution and by-laws and at the same time hold the meeting on the last Friday in August and the first Saturday in September. This can be done by calling the convention to order with two or three members on Tuesday and adjourning the meeting until Friday. In this way the working plans of the organization will be held inviolate and the attendance at the meeting will be increased two or three fold.

Bellaire Independent: Ira A. Adams has added to his collection of weapons a rifle that has a history, and is believed to be the only one of its kind in existence. It is a rifle with a revolving cylinder like a Colt's revolver, and is supposed to have been the one from which Colt evolved the idea for a revolver to use cartridges. An old miser who lived in a cabin somewhere up in the North woods made the gun, or had it made. When his idea was stolen he went insane. The weapon is about the same length as a modern sporting arm, but of course is very heavy. The revolving cylinder has six chambers, and it takes 38-calibre cartridges. The hammer is very long, and when closed it stands up something like a crude

Lyman sight. This makes a strong lever that turns the cylinder when the hammer is pulled back. The cylinder is not locked, however, until the hammer begins to descend, when a wedge on the hammer extension engages a lever on top of the gun, this locking into a hole in the cylinder. If the cylinder is not exactly in position so that the lever does not lock into the proper place, the hammer is prevented from descending far enough to explode the cartridge. The gun is home-made, as many guns were fifty or sixty years ago, but the workmanship is very good indeed. The weapon is very valuable as a curiosity, and was sent to Mr. Adams by Henry Bernstein, a traveling salesman who knew of his interest in old weapons.

Good Report from Monroe.

Monroe, Feb. 6—The industrial enterprises of this city are apparently all enjoying a prosperous business, as all the larger concerns are installing labor-saving devices and the latest improved machinery in order to facilitate business.

Jacob Roeder is fitting up his brewery with a complete system of cooling, at a cost of about \$4,000. He is also contemplating putting in an up-to-date ice-producing machine on account of the scarcity of ice. The Wahl Brewing Co. is also figuring on adding an ice machine to cost \$15,000.

The Boehme & Rauch Co., manufacturing folding boxes, has installed a new glueing machine, valued at \$3,500. It will glue 200,000 boxes per day.

W. C. Sterling, Sr., is having plans and specifications made for the erection of an up-to-date cement block and brick plant to be built near the pole docks. Mr. Sterling expects to receive the sand and cement by boat, the same boat carrying back the product, thus saving considerable in freight charges.

The Weis Manufacturing Co., making office supplies, etc., which moved its plant to this city from Toledo, expects to commence operating February 15.

The Shore line crusher is being torn down and the new one will be in readiness for the spring business. When completed it will be one of the best in the State.

No Formaldehyd in Milk or Food Products.

Chapter 50 of the Laws of Washington of 1905 provides that any person who shall sell, offer to sell, or have in his possession for the purpose of sale, either as owner, assistant, or in any manner whatsoever, whether for hire or otherwise, any milk or any food products, containing the chemical ingredient commonly known as formaldehyd, or in which any formaldehyd or other poisonous substance has been mixed, for the purpose of preservation or otherwise, shall be guilty of a felony, and on conviction thereof shall be imprisoned in the penitentiary for a period of not less than one year nor more than three years.

Lansing Grocers To Hold an Annual Banquet.

Lansing, Feb. 6—One of the most enthusiastic meetings in the history of the Retail Grocers' Association was held last night in the Wentworth hotel. Officers for the ensuing year were elected as follows:

President—H. E. Turney.

Vice President—F. L. Hoff.

Secretary—F. J. Christopher.

Treasurer—A. P. Walker.

It was decided to send \$10 to the State Secretary, the money to be used by the State Association in starting new associations.

Treasurer A. P. Walker reported \$210.40 in the treasury.

Secretary Christopher and Treasurer Walker were appointed a committee to collect dues from the members. There are forty members in the Association and it is expected that ten new members will be added soon.

The question of an annual banquet was discussed at length. E. A. Gilkey was not in favor of it as he thought the money could be used for a better purpose. He brought out the fact that one banquet had been given by the grocers a few weeks ago and only eleven grocers attended. C. E. Cady said that an annual banquet was given by all the other grocers' associations of the State and was one of the features of the year.

It was finally decided to give a banquet in Masonic temple in the near future and to invite all grocers, clerks and deliverymen, with their ladies. Dancing will be enjoyed afterward. The committee to arrange for the banquet is composed of H. E. Turney, Fred Rouser and D. Glenn.

The question of the advisability of having a pure food show in this city was discussed. C. E. Cady said the people of the city think the Association a kind of "grocers' trust," but if the grocers would give the people a good pure food show, they would know that they meet, not only for their own mutual benefit, but for the benefit of the consumer as well. He said that successful pure food shows had been given in many cities and generally a large amount of money was raised.

A committee made up of C. E. Cady, A. P. Walker and F. L. Hoff was appointed to look up the pure food show matter and report at the next meeting, which will be held Feb. 19.

Why the Paper Was Unpopular.

The following letter was received recently by the Alma Record:

Dear Sir—I hereby offer my resignation as a subscriber to your paper, it being a pamphlet of such small consequence as not to benefit my family by takin' it. What you need in your shete is branes & some one to rassel up news and rite editorials on live topics. No menshun has bin made in your shete of me butcherin' a polen china pig weighin' 369 pounds or the gapes in the chickens out this way. You ignor the fact that I bot a bran new bob sled and that I traded my blind mule and say nothin' about Hi Simpkins' jersey calf

breaking his two frunt legs fallin' in a well. 2 important chiverrees have bin utterly ignored by your shete & a 3 colum obitchury notice writ by me on the death of grandpa Henery was left out of your shete to say nothin' of the alfabetical poem beginnin' "A is for And and also for Ark," writ by me darter. This is the reason your paper is so unpopular here. If you don't want edytoriais from this place and ain't goin' to put up no news in your shete we don't want said shete.

"P. S.—If you print obitchury in your next I may sine again fur yure shete."

The Boys Behind the Counter.

Sault Ste. Marie—Reuben Smith has taken a position with the Soo Hardware Co. During the twenty years that Mr. Smith has been a resident of the Soo he has variously occupied his time. He was assistant superintendent of the locks for seven years and was in the City Recorder's office for some time.

Cadillac—Victor Garnett has resigned his position at the J. Cornwell & Sons grocery to become a salesman in the general merchandise store of Granholm & Company, at South Boardman.

Reed City—Robert Schuman, who has been connected with the grocery department of H. R. Niergarth's department store, has resigned his position with Mr. Niergarth after a service of nearly fourteen years.

Flint—H. D. Beynon, who has been in the employ of J. B. Wilson, at his hardware store, has gone to Kansas City, where he has accepted a position as traveling salesman for the Deere Plow Co.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Feb. 7—Creamery, 22@26½c; dairy, fresh, 17@21c; poor, 15@16c; roll, 17@19c.

Eggs—Fresh, candled, 20c; storage, 13c.

Live Poultry—Fowls, 12½@13½c; chickens, 13@14c; ducks, 16@17c; geese, 13@14c; old cox, 9c.

Dressed Poultry — Chickens, 14@15c; fowls, 14c; turkeys, 18@22c; ducks, 16@18c; geese, 12@13c.

Potatoes—55@65c per bushel.

Rea & Witzig.

Something New About Elijah.

The Vicar of St. John's, Gainsborough, England, says that recently the scholars in his parish were asked to give an account of the translation of the prophet Elijah to heaven, and one boy wrote: "Elijah, the prophet, was carried into heaven by a whirlwind, and the children stood up and cried, 'Go up, thou bald head! Go up, thou bald head!' but before he went up he divided the Red Sea."

Papers of Great Value.

Express Clerk—Value of this package, please?

Fair Damsel—Twenty-five thousand dollars.

Express Clerk—Huh?

Fair Damsel—You heard what I said. Those are love letters from old Bagsocoyne and I'm sending 'em to my lawyer.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid. A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings during 1906—Third Tuesday of January, March, June, August and November.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Some Novel Methods of Attracting Trade.

A New York store situated in an excellent location for catering to the trade of the theatrical profession has a large window display of such goods, including grease paint, eyebrow pencils, powder puffs, Java rice powder, etc., and is offering tin make-up boxes at 67 cents. Circulars headed, "To the Theatrical Profession," are issued, containing a list of all such goods as they carry, with prices.

Another store has a very impressive showing of venerable prescription books in the window, with a sign reading: "Some of the prescriptions we have compounded." The prescriptions filled by this firm reach the remarkable total of 998,453.

An odd window trim seen in one drug store during the holidays was arranged as follows: Curtains of white cotton batting thickly sprinkled with frosting were bordered all around with evergreen, had little sprigs of holly with berries tacked all over them, and were looped back with evergreens from big plate glass mirrors in the back of the window. The pedestals used for supporting glass shelves holding goods were covered with the cotton and entwined with evergreen and holly.

A clever method was adopted by one druggist to close out an accumulation of left-over holiday goods. He first filled one show window with an attractive display of perfumes, soaps, atomizers and other toilet and fancy goods. Each article was ticketed with a number and a big sign, "Given Away," displayed. He then advertised a mark-down sale of Christmas goods, and that each purchaser would be given an envelope containing a numbered ticket. If the number on the ticket was found to correspond with the number on any article in the window, the holder of the ticket was entitled to that article. It was further explained that there were envelopes in the pile containing tickets numbered to correspond with each article displayed, so that each purchaser stood an equal chance of drawing a prize.

It has been noticed time after time that movement is the most valuable feature in a show window. A New York store recently displayed a series of curiosities that had half the occupants of that section guessing. Everybody stopped, from the messenger boy to the business man. Men waited while their dinner got cold, but they didn't make out the secrets.

One window contained an automatic figure seated at a table, with a large flower pot in each hand; first he would lift the flower pots and reveal a stack of money and a piece of cork under the right hand. He would reveal some other small objects under the left hand. Then he would set the flower pots down again and when he picked them up the money and cork formerly under the right hand would appear under the left hand, and vice-versa. Each time he picked them up they changed. Sometimes when they were raised nothing could be seen at all. This automaton also rolled its eyes and moved its head, and the chest movement gave it the appearance of breathing.

Another time the window contained the figure of a man fishing. The figure was operated by some interior mechanism. In his hands he held a fish pole, to which was hung a line. The line had a cork attached which floated on the water. Every few seconds something underneath would jerk the cork under and the man would pull up his pole.

An attractive window can be made up of "Dainty Things for Baby." A neat bassinet should be the center of attraction with the surrounding space made up of the many articles used in baby's toilet and care.

When a druggist had occasion to move into a new store he sent out some handsome invitation cards to all his lady friends and prospective customers to visit the store on the opening day, where dainty little cups of hot chocolate and fancy crackers would be served free at the soda fountain. A special display of toilet articles was arranged, and other seasonable side lines, and all the visitors were invited to inspect, criticize and offer suggestions upon them.

Injury To the Eyes from Dyeing the Hair.

Many of the hair dyes in common use contain substances which, if they enter the eye, would produce serious damage and certainly would result in considerable discomfort. One advantage about peroxide, which is so generally used to bleach the hair and to produce the various blond tints that are so desired by some women with hair of an uncertain color, is that while it is injurious to the hair and eventually stunts its growth and makes the hair fall out, yet in the eye it is not harmful, nor does the use of peroxide of hydrogen affect the general health in any way. In this sense, then, peroxide is better than the numerous injurious metallic and organic dyes used. Of the anilin dyes used for coloring the hair, some produce an annoying irritation of the skin, not only of the scalp, but about the face and eyelids. One of the anilin products in particular, parapheny-

lendiamine, which is used in hair dyes, is especially to be avoided, inasmuch as its use produces at times serious signs of poisoning. In this connection it may be mentioned that the same product, when used in the dyes of stockings, has undoubtedly produced cases of poisoning, including skin irritation, eczema, vomiting and paralysis of the limbs.

Valentines and Seeds.

At this season of the year careful druggists, who wish to sell only the best of everything at fair prices, should exercise considerable caution in the purchase of valentines and seeds.

There are houses who pick up odd lots of second-hand and damaged goods that they try to work off on the drug trade on a commission basis. Careless buyers are apt to think they are getting great concessions in this way.

A druggist who wishes to build up and hold a first class business and make a reputation for selling the best of everything can not afford to take goods on consignment. If they are not worth buying let them alone. If they wish a line of valentines they should buy from a first class manufacturer. Get them fresh and up to date. The same rule applies to garden and flower seeds. A package of worthless seeds is a standing advertisement of the wrong kind for the whole year. It is cheaper to pay twenty-five dollars and sell for ten cents than to have your customers telling others that your seeds are no good.

The Drug Market.

Opium—Is dull and weak.
 Morphine—Is unchanged.
 Quinine—Is in a firm position on account of light shipments of bark for the Amsterdam sale.

Carbolic Acid—Is scarce and advancing.

Bromide Potash—Ammonia and soda have all declined 10 per pound.

Haarlem Oil—Continues scarce and higher on account of the labor troubles in Holland.

Santonine—Has been advanced by manufacturers 50c per pound.

Sassafras Bark—Is in very small supply for this season of the year and is steadily advancing.

Oil Peppermint—Is tending higher on account of the statement of the growers that the roots have been killed by frost.

Gum Camphor—Is in a very firm position.

Gum Shellac—On account of destruction of over 4,000 cases at Calcutta by fire there was quite an ex-

citement in the New York market. The price advanced about 10 per cent.

Veterans Dying Off Rapidly.

During the last six months 28,006 pensioners of the civil war have died, which is a mortality of more than a full regiment every week, and the rate must continue to increase for several years. The heroes who fought for the union are still a host, but fast diminishing.

Too Violent.

"Do you take any muscular exercise?" asked the physician.

"I hang on to the strap in a street car for four miles twice a day."

"That's too violent. After this be content with walking the distance."

VALENTINES

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

**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—

Acidum		Copaiba	
Aceticum	60 8	Cubebae	15 25
Benzoinum, Ger.	70 75	Evechthitos	20 30
Boracic	17	Erigeron	1 00 10
Carbolicum	28 29	Gaultheria	2 25 2 35
Citricum	42 45	Geranium	oz 50 60
Hydrochlor	3 5	Gossypii Sem gal	50 60
Nitrosum	8 10	Hedoma	1 60 1 70
Oxalicum	10 12	Junipera	40 1 20
Phosphoricum, dil.	15	Lavandula	30 2 75
Salicylicum	42 45	Limonia	1 00 1 10
Sulphuricum	1 1/2 45	Mentha Piper	3 00 2 25
Tannicum	75 85	Mentha Verid	1 00 2 50
Tartaricum	38 40	Morhuac gal	1 25 2 50
Ammonia		Myrica	
Aqua, 18 deg.	4 6	Olive	75 2 30
Aqua, 20 deg.	6 8	Picea Liquida	10 12
Carbonas	13 15	Picea Liquida gal	98 1 02
Chloridum	12 14	Ricinaria	1 00 1 00
Aniline		Rosmarini	
Black	2 00 2 25	Rosae oz	5 00 6 00
Brown	80 1 00	Succini	40 45
Red	45 50	Sabina	90 1 00
Yellow	2 50 3 00	Santal	2 25 4 50
Baccae		Sassafras	
Cubebae	15 20	Sinapis, ess. oz.	65 80
Juniperus	7 8	Tigilil	1 10 1 20
Xanthoxylum	30 35	Thyme	40 50
Balsamum		Thyme, opt	
Copaiba	45 50	Theobromas	15 20
Peru	1 50	Potassium	
Terabin, Canada	60 65	Bi-Carb	15 18
Tolutan	35 40	Bichromate	13 15
Cortex		Bromide	25 30
Abies, Canadian.	18	Carb	12 15
Cassiae	20	Chlorate	12 14
Cinchona Flava	18	Cyanide	34 38
Buonyum, atro.	30	Iodide	3 60 3 65
Myrica Cerifera	20	Potassa, Bitart pr	30 32
Prunus Virgin.	15	Potass Nitras opt	7 10
Quillaja, gr'd	12	Potass Nitras	6 8
Sassafras	24	Prussiate	23 26
Ulmus	25	Sulphate po	15 18
Extractum		Radix	
Glycyrrhiza Gla.	24 30	Aconitum	20 25
Glycyrrhiza, po.	28 30	Althae	30 33
Haematox, 1s	13 14	Anchusa	10 12
Haematox, 1/2 s.	14 15	Arum po	12 15
Haematox, 1/4 s.	16 17	Calamus	20 40
Ferra		Gentiana po 15.	12 15
Carbonate Precip.	15	Glycyrrhiza pv 15	16 18
Citrate and Quina	2 00	Hydrastis, Canada	1 90
Citrate Soluble	55	Hydrastis, Can. po	2 00
Ferrocyanidum S	40	Hellebore, Alba.	12 15
Solut. Chloride	15	Inula, po	18 22
Sulphate, com'l.	2	Ipecac, po	2 25 2 35
Sulphate, com'l. by	70	Iris plox	35 40
bbi. per cwt.	7	Jalapa, pr	25 30
Sulphate, pure	7	Maranta, 1/4 s	35 40
Flora		Podophyllum po.	15 18
Arnica	15 18	Rhel	75 1 00
Anthemis	22 25	Rhel, cut	1 00 1 25
Matricaria	30 35	Rhel, pv	75 1 00
Folia		Spigella	30 35
Barosma	25 30	Sanuginari, po 18	50 55
Cassia Acutifol.	15 20	Serpentaria	85 90
Cassia, Tinnevely	25 30	Senega	40 45
Cassia, Acutifol.	25 30	Smilax, off's H.	20 25
Salvia officinalis	13 20	Smilax, M	20 25
Uva Ursi	8 10	Scilla po 45	20 25
Gummi		Symplocarpus	25 30
Acacia, 1st pld.	45 65	Valeriana Eng	25 30
Acacia, 2nd pld.	45 65	Valeriana, Ger.	15 20
Acacia, 3rd pld.	45 65	Zingiber a	12 14
Acacia, sifted sts.	22 25	Zingiber j	16 20
Acacia, po.	45 65	Semen	
Aloe Barb	22 25	Anisum po 20.	13 15
Aloe, Cape	45 65	Apium (gravel's)	13 15
Aloe, Socotri	45 65	Bird, 1s	4 6
Ammoniac	55 60	Carul po 15	10 11
Asafoetida	35 40	Cardamon	70 90
Benzoinum	50 55	Coriandrum	12 14
Catechu, 1s	13 14	Cannabis Sativa	7 8
Catechu, 1/2 s	13 14	Cyonium	75 1 00
Catechu, 1/4 s	13 14	Chenopodium	25 30
Comphorac	1 08 1 12	Dipterix Odorate.	80 1 00
Euphorbium	40 45	Poeniculus	7 9
Galbanum	1 00	Poenugreek, po.	7 9
Gamboge	25 35	Lini	4 6
Guaiacum	35 40	Lini, gr'd. bbl 2 1/2	3 6
Kino	45 60	Lobelia	75 80
Mastic	45 60	Pharlaris Cana'n	9 10
Myrrh	45 60	Rapa	5 6
Opil	20 25	Sinapis Alba	7 9
Shellac	50 60	Sinapis Nigra	9 10
Shellac, bleached	50 60	Spiritus	
Tragacanth	70 1 00	Frumentum W D.	2 00 2 50
Herba		Frumentum	1 25 1 50
Absinthium	4 50 4 60	Juniperis Co O T	1 65 2 00
Eupatorium oz pk	20	Juniperis Co	1 75 2 00
Lobelia	25	Saccharum N E	1 90 2 10
Majorum	25	Spt Vinl Galli	1 75 2 00
Mentha Pip. oz pk	23	Vini Oporto	1 25 2 00
Mentha Ver. oz pk	25	Vina Alba	1 25 2 00
Rue	25	Sponges	
Tanacetum	25	Florida Sheeps' wool	3 00 3 50
Thymus V. oz pk	25	Nassau sheeps' wool	3 00 3 50
Magnesia		carriage	3 50 3 75
Calcined, Pat	55 60	Velvet extra sheeps'	2 00
Carbonate, Pat	18 20	wool, carriage.	2 00
Carbonate, K-M.	18 20	Extra yellow sheeps'	1 25
Carbonate	18 20	wool carriage.	1 25
Oleum		Grass sheeps' wool,	1 25
Absinthium	4 90 5 00	carriage	1 25
Amygdalae, Dulc.	50 60	Hard, slate use.	1 00
Amygdalae, Ama	8 00 8 25	Yellow Reef, for	1 40
Anisi	1 75 1 80	slate use	1 40
Aurant Cortex	2 60 2 85	Syrups	
Bergamit	2 75 2 85	Acacia	50 50
Califfut	1 10 1 20	Aurant Cortex	50 50
Caryophilli	50 90	Zingiber	50 50
Cedar	3 75 4 00	Ipecac	50 50
Chenopadii	1 15 1 25	Ferri Iod	50 50
Cinnamon	60 65	Rhel Arom	50 50
Citronella	80 90	Smilax Off's	50 60
Conium Mac	80 90	Senega	50 50
		Scilla	50 50

Liquor Arsen et	25	Rubia Tinctorum	12 14	Vanilla	9 00 8
Hydrarg Iod	25	Saccharum La's	22 25	Zinci Sulph	7 8
Liq Potass Arsenit	10 12	Salacin	50 4 75	Oils	
Magnesia, Sulph.	2 3	Sanguis Drac's	40 50	Whale, winter	bbl. gal.
Magnesia, Sulph bbl	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	10 12	Linseed, pure raw	45 48
Morphia, S P & W2	35 2 60	Seidlitz Mixture	20 22	Linseed, boiled	45 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.	2 40	Snuff, Maccaboy,	30	Paints	bbl. L.
Myristica, No. 1	28 30	DeVoes	51	Red Venetian	1 1/2 2 3
Nux Vomica po 15	10	Snuff, S'h DeVoes	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 3
P D Co	1 00	Soda et Pot's Tart	25 28	Putty, strictly pr	2 1/2 3
Picis Liq N N 1/2	2 00	Soda, Carb	1 1/2 2	Vermillion, Prime	American 13 15
gal doz	2 00	Soda, Bi-Carb	3 5	Vermillion, Eng.	75 80
Picis Liq qts	1 00	Soda, Ash	3 1/2 4	Green, Paris	14 16
Picis Liq pints	60 60	Soda, Sulphas	2 2	Green, Peninsular	13 18
Pil Hydrarg po 80	18	Spts, Cologne	2 60	Lead, red	7 1/2 7 3/4
Piper Nigra po 22	30	Spts, Ether Co.	50 55	Lead, white	7 1/2 7 3/4
Piper Alba po 35	30	Spts, Myrcia Dom	2 00	Whiting, white S'n	90
Pix Burgum	8	Spts, Vini Rect bbl	50	Whiting Gilders'	95
Plumbi Acet	12 15	Spts, Vii Rect 1/2 b	50	White, Paris Am'r	1 25
Pulvis Ip'e et Opil	1 30 1 50	Spts, Vii R't 10 gal	50	Whit'g Paris Eng	1 25
Pyrethrum, bxs H	50	Spts, Vii R't 5 gal	50	cliff	1 40
& P D Co. doz	20 25	Strychnia, Cryst	1 05 1 25	Universal Prep'd	1 10 1 20
Pyrethrum, pv	20 25	Sulphur Subl	2 3/4 4	Varnishes	
Quassia	8 10	Sulphur, Roll	2 1/2 3 1/4	No. 1 Turp Coachl	10 1 20
Quina, S P & W.	19 29	Tamarinds	8 10	Extra Turp	1 60 1 70
Quina, N. Y.	19 29	Terbenth 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.

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Whiskies, Brandies, Gins, Wines and
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Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		1	
Axle Grease		ARCTIC AMMONIA.	
B		2	
Bath Brick		Peas	
Brooms		Pineapple	
Brushes		Pumpkin	
Butter Color		Raspberries	
C		Russian Caviar	
Confections		Salmon	
Candles		Sardines	
Canned Goods		Shrimps	
Carbon Oils		Succotash	
Catsup		Strawberries	
Cheese		Tomatoes	
Chewing Gum		Tobacco	
Chicory		Tobacco	
Chocolate		Tobacco	
Clothes Lines		Tobacco	
Cocoa		Tobacco	
Cocoa Nut		Tobacco	
Cocoa Shells		Tobacco	
Coffee		Tobacco	
Crackers		Tobacco	
D		Tobacco	
Dried Fruits		Tobacco	
E		Tobacco	
Farinaceous Goods		Tobacco	
Fish and Oysters		Tobacco	
Fishing Tackle		Tobacco	
Flavoring Extracts		Tobacco	
Fly Paper		Tobacco	
Fresh Meats		Tobacco	
Fruits		Tobacco	
G		Tobacco	
Gelatine		Tobacco	
Grain Bags		Tobacco	
Grains and Flour		Tobacco	
H		Tobacco	
Herbs		Tobacco	
Hides and Pelts		Tobacco	
I		Tobacco	
Indigo		Tobacco	
J		Tobacco	
Jelly		Tobacco	
L		Tobacco	
Licorice		Tobacco	
Lye		Tobacco	
M		Tobacco	
Meat Extracts		Tobacco	
Molasses		Tobacco	
Mustard		Tobacco	
N		Tobacco	
Nuts		Tobacco	
O		Tobacco	
Olives		Tobacco	
P		Tobacco	
Pipes		Tobacco	
Pickles		Tobacco	
Pickling Cards		Tobacco	
Potash		Tobacco	
Provisions		Tobacco	
R		Tobacco	
Rice		Tobacco	
S		Tobacco	
Said Dressing		Tobacco	
Saleratus		Tobacco	
Said Soda		Tobacco	
Salt		Tobacco	
Salt Fish		Tobacco	
Seeds		Tobacco	
Shoe Blacking		Tobacco	
Snuff		Tobacco	
Soap		Tobacco	
Soda		Tobacco	
Spices		Tobacco	
Starch		Tobacco	
Sugar		Tobacco	
Syrups		Tobacco	
T		Tobacco	
Tea		Tobacco	
Tobacco		Tobacco	
Twine		Tobacco	
V		Tobacco	
Vinegar		Tobacco	
W		Tobacco	
Washing Powder		Tobacco	
Wicking		Tobacco	
Woodenware		Tobacco	
Wrapping Paper		Tobacco	
Y		Tobacco	
Yeast Cake		Tobacco	

3		4		5	
Best Pepsin.....45		Jersey Lunch.....8		Hominy	
Best Pepsin, 5 boxes..20		Jamaica Gingers.....10		Flake, 50lb sack.....100	
Black Jack.....50		Kream Klips.....20		Pearl, 200lb. sack.....370	
Largest Gum Made.....55		Lady Fingers.....12		Pearl, 100lb sack.....185	
Sen Sen.....50		Lem Yen.....11		Maccaroni and Vermicelli	
Sen Sen Breath Perf.....95		Lemonade.....11		Domestic, 10lb box.....60	
Sugar Loaf.....50		Lemon Gems.....10		Imported, 25lb. box.....250	
Yucatan.....50		Lemon Biscuit Sq.....10		Pearl Barley	
CHICORY		Lemon Wafer.....16		Common.....215	
Bulk.....5		Lemon Cookie.....8		Chester.....225	
Red.....7		Malaga.....11		Empire.....325	
Eagle.....4		Mary Ann.....8		Peas	
Frank's.....7		Marshmallow Walnuts.....16		Green, Wisconsin, bu.....140	
Schener's.....6		Marshmallow Creams.....16		Green, Scotch, bu.....145	
CHOCOLATE		Muskegon Branch, Iced.....11		Split, lb.....4	
Walter Baker & Co.'s		Moss Jelly Bar.....12		Sago	
German Sweet.....22		Molasses Cakes.....8		East India.....54	
Premium.....35		Mixed Picnic.....11 1/2		German, sacks.....150	
Vanilla.....35		Mich. Frosted Honey.....12		German, broken pkg.....5	
Caracas.....41		Mich. Coconut Fstd.....12		Taploca	
Eagle.....28		Honey.....12		Flake, 110 lb. sacks.....54	
COCOA		Newton.....12		Pearl, 130 lb. sacks.....55	
Baker's.....31		Nu Sugar.....8		Pearl, 24 lb. pkgs.....75	
Cleveland.....41		Nic Nacs.....8		FLAVORING EXTRACTS	
Colonial, 1/4s.....35		Oatmeal Crackers.....8		Foots & Jenks	
Colonial, 1/2s.....35		Orange Slices.....16		Coleman's Van. Lem.	
Epps.....46		Orange Gems.....8		2 oz. Paper.....120	
Huyler.....42		Penny Cakes, Asst.....8		3 oz. Paper.....200	
Van Houten, 1/4s.....12		Pineapple Honey.....15		No. 4 Rich. Blake 2 00 1 50	
Van Houten, 1/2s.....40		Pretzels, Hade Md.....8 1/2		Jennings	
Van Houten, 1s.....40		Pretzellettes, Hand Md.....8 1/2		Terpeness Ext. Lemon.....Doz.	
Webb.....72		Pretzellettes, Mac Md.....7 1/2		No. 2 Panel D. C.....75	
Wilbur, 1/4s.....41		Raisins Cookies.....8		No. 4 Panel D. C.....150	
Wilbur, 1/2s.....42		Revere, Assorted.....14		No. 6 Panel D. C.....200	
COCOANUT		Richwood.....8		Taper Panel D. C.....150	
Dunham's 1/4s.....26		Richmond.....11		1 oz. Full Meas. D. C.....65	
Dunham's 1/2s & 1/4s.....26 1/2		Rube.....8		2 oz. Full Meas. D. C.....120	
Dunham's 1/4s.....27		Scotch Cookies.....10		4 oz. Full Meas. D. C.....225	
Dunham's 1/2s.....28		Snowdrop.....16		Jennings	
Bulk.....13		Spiced Gingers.....10		Mexican Extract Vanilla.....Doz.	
COCOA SHELLS		Spiced Gingers, Iced.....10		No. 2 Panel D. C.....120	
20lb. bags.....2 1/2		Spiced Sugar Tops.....9		No. 4 Panel D. C.....200	
Less quantity.....3		Sultana Fruit.....15		No. 6 Panel D. C.....300	
Pound packages.....4		Sugar Cakes.....8		Taper Panel D. C.....200	
COFFEE		Sugar Squares, large or		1 oz. Full Meas. D. C.....85	
Rio		small.....8		2 oz. Full Meas. D. C.....160	
Common.....13 1/2		Superba.....8		4 oz. Full Meas. D. C.....300	
Fair.....14 1/2		Sponge Lady Fingers.....25		No. 2 Assorted Flavors.....75	
Choice.....16 1/2		Urchins.....11		GRAIN BAGS	
Fancy.....20		Vanilla Wafers.....16		Amoskeag, 100 in bale 19 1/2	
Santos		Vienna Crimp.....8		Amoskeag, less than bl 19 1/2	
Common.....13 1/2		Whitehall.....10		GRAINS AND FLOUR	
Fair.....14 1/2		Waverly.....8		Wheat	
Choice.....16 1/2		Water Crackers (Bent		Old Wheat	
Fancy.....19		& Co.).....16		No. 1 White.....80	
Peaberry.....19		Zanzibar.....9		No. 2 Red.....82	
Maracaibo		In-er Seal Goods.		Winter Wheat Flour	
Fair.....16		Almond Bon Bon.....\$1.50		Local Brands	
Choice.....19		Albert Biscuit.....1.00		Patents.....475	
Mexican		Animals.....1.00		Second Patents.....450	
Choice.....16 1/2		Brenner's But. Wafers.....1.00		Straight.....430	
Fancy.....19		Butter Thin Biscuit.....1.00		Second Straight.....410	
Guatemala		Cheese Sandwich.....1.00		Clear.....350	
Choice.....15		Cocanut Almacoons.....2.50		Graham.....375	
Java		Cracker Meal......75		Buckwheat.....440	
African.....12		Faust Oyster.....1.00		Rye.....375	
Fancy African.....17		Five O'clock Tea.....1.00		Subject to usual cash dis-	
O. G.....25		Frosted Coffee Cake.....1.00		Flour in barrels, 25c per	
P. G.....31		Frotana.....1.00		barrel additional.	
Mocha		Ginger Snaps, N. B. C.....1.00		Worden Grocer Co.'s Brand	
Arabian.....21		Graham Crackers.....1.00		Quaker, paper.....410	
Package		Lemon Snaps......50		Quaker, cloth.....430	
New York Basis		Marshmallow Dainties.....1.00		Wykes-Schroeder Co.	
Arbuckle.....15 00		Oatmeal Crackers.....1.00		Eclipse.....410	
Dilworth.....15 00		Oysterettes......50		Kansas Hard Wheat Flour	
Jersey.....15 00		Pretzellettes, H. M.....1.00		Judson Grocer Co.	
Lion.....15 00		Royal Toast.....1.00		Fanchon 1/4s cloth.....480	
McLaughlin's XXXX		Saltine.....1.00		Spring Wheat Flour	
McLaughlin's XXXX sold		Sarotaga Flakes.....1.50		Roy Baker's Brand	
to retailers only. Mail all		Seymour Butter.....1.00		Golden Horn, family.....475	
orders direct to W. F.		Social Tea.....1.00		Golden Horn, bakers.....465	
McLaughlin & Co., Chic-		Soda, N. B. C.....1.00		Calumet.....160	
go.		Soda, Select.....1.00		Dearborn.....450	
Extract		Sponge Lady Fingers.....1.00		Pure Rye, dark.....395	
Holland, 1/2 gro boxes.....35		Sultana Fruit Biscuit.....1.50		Judson Grocer Co.'s Brand	
Felix, 1/2 gross.....115		Unedea Biscuit......50		Ceresota, 1/4s.....515	
Hummel's fin. 1/2 gro.....85		Unedea Jinjer Wayfer.....1.00		Ceresota, 1/4s.....505	
Hummel's tin. 1/2 gro 1 43		Unedea Milk Biscuit......50		Ceresota, 1/2s.....495	
CRACKERS		Vanilla Wafers.....1.00		Gold Mine, 1/4s cloth.....525	
National Biscuit Company		Water Thin.....1.00		Gold Mine, 1/4s cloth.....515	
Brand		Zu Zu Ginger Snaps......50		Gold Mine, 1/4s paper.....505	
Butter		Zwieback.....1.00		Gold Mine, 1/4s paper.....505	
Seymour, Round.....6		CREAM ARTER		Lemon & Wheeler's Brand	
New York, Square.....6		Barrels or drums.....29		Wingold, 1/4s.....510	
Family.....6		Boxes.....30		Wingold, 1/2s.....510	
Salted, Hexagon.....6		Square cans.....32		Wingold, 3/4s.....500	
Soda		Fancy caddies.....35		Pillsbury's Brand	
N. B. C. Soda.....6		DRIED FRUITS		Best, 1/4s cloth.....520	
Select Soda.....8		Apples		Best, 1/4s cloth.....510	
Sarotaga Flakes.....13		Sundried.....7@8		Best, 1/4s cloth.....500	
Zephyrettes.....13		Evaporated.....10@11		Best, 1/4s paper.....505	
Oyster		California Prunes		Best, 1/4s paper.....505	
N. B. C. Round.....6		100-125 25lb boxes		Best, wood.....520	
N. B. C. Square, Salted 6		90-100 25lb boxes @ 5		Worden Grocer Co.'s Brand	
Faust, Shell.....7 1/2		80-90 25lb boxes @ 5 1/2		Laurel, 1/4s cloth.....500	
Sweet Goods		70-8 25lb boxes @ 6		Laurel, 1/4s cloth.....490	
Animals.....10		60-70 25lb boxes @ 6 1/2		Laurel, 1/4s & 1/2s paper.....480	
Atlantic, Assorted.....10		50-60 25lb boxes @ 7 1/2		Laurel, 1/4s.....480	
Bagley Gems.....8		40-50 25lb boxes @ 7 3/4		Sleepy Eye, 1/4s cloth.....500	
Belle Isle Picnic.....11		30-40 25lb boxes @ 8 1/2		Sleepy Eye, 1/4s cloth.....490	
Brittle.....11		1/4c less in 50lb cases.		Sleepy Eye, 1/4s paper.....480	
Cartwheels, S & M.....8		Citron @ 14 1/2		Sleepy Eye, 1/4s paper.....480	
Currant Fruit.....10		Corsean.....@ 14 1/2		Bolted.....270	
Cracknels.....16		Currants		Golden Granulated.....280	
Coffee Cake, N. B. C.		Imp'd 1 lb. pkg.....@ 7 1/2		St Car Feed screened 18 50	
plain or iced.....10		Imported bulk.....@ 7 1/2		No. 1 Corn and Oats 18 50	
Cocanut Taffy.....12		Lemon American.....13		Corn, cracked.....1800	
Cocoa Bar.....10		Orange American.....13		Corn Meal, course.....1800	
Chocolate Drops.....17		Raisins		Oil Meal, old proc.....3200	
Cocoa Drops.....12		London Layers, 3 cr		Winter Wheat Bran.....1900	
Cocanut Macaroons.....18		London Layers, 4 cr		Winter Wheat Mid'ng 20 00	
Dixie Cookie.....9		Cluster, 5 crown		Cow Feed.....19 50	
Fruit Honey Squares.....12 1/2		Loose Muscatels, 2 cr		Oats	
Frosted Cream.....8		Loose Muscatels, 3 cr. 6 1/2		No. 2 White.....35 1/2	
Fluted Cocanut.....10		Loose Muscatels, 4 cr. 6 3/4		No. 3 Michigan.....33 1/2	
Fig Sticks.....12		L. M. Seeded, 1 lb. 7 1/2 @ 8 1/2		Corn	
Ginger Gems.....8		L. M. Seeded, 1/2 lb.		No. 1 timothy car lots 10 50	
Graham Crackers.....8		Sultanas, bulk		No. 1 timothy ton lots 12 50	
Ginger Snaps, N. B. C. 7		Sultanas, package 7 1/2 @ 8		Hay	
Hazelnut.....11		FARINACEOUS GOODS		No. 1 timothy car lots 10 50	
Honey Cake, N. B. C. 12		Beans		No. 1 timothy ton lots 12 50	
Honey Fingers As. Ice.....12		Dried Lima.....6			
Honey Jumbles.....12		Med. Honey.....1 75 @ 1 85			
Household Cookies, As. 8		Brown Holland.....2 25			
Iced Honey Crumpets 10		Farina			
Imperial.....8		24 1lb. packages.....1 75			
		Bulk, per 100 lbs.....3 00			

6	7	8	9	10	11
HERBS Sage 10 Hops 10 Lamb Leaves 10 Senna Leaves 40 JELLY 5 lb. pails, per doz. 70 10 lb. pails, per doz. 30 30 lb. pails, per doz. 60 LICORICE Pure 30 Calabria 26 Sicily 14 Root 11 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 51 MOLASSES New Orleans Fancy Open Kettle .. 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 OLIVES Bulk, 1 gal. kegs 1 25 Bulk, 2 gal. kegs 1 15 Bulk, 5 gal. kegs 1 15 Manzanilla, 8 oz. 90 Queen, pints 2 35 Queen, 19 oz. 4 50 Queen, 25 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 4 75 Half bbls., 600 count 2 88 Small Barrels, 2,400 count 7 00 Half bbls., 1,200 count 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted. 1 20 No. 20, Rover enameled. 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish. 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 16 00 Short Cut 14 00 Short Cut clear 14 25 Bean 13 00 Rig 20 00 Brisket, clear 15 00 Clear Family 13 00 Dry Salt Meats S P Bellies 10 1/2 Bellies 10 1/2 Extra Shorts 8 1/2 Smoked Meats Hams, 12 lb. average. 10 Hams, 14 lb. average. 10 Hams, 16 lb. average. 10 Hams, 18 lb. average. 10 Skinned Hams 10 Ham, dried beef sets. 11 Bacon, clear 13 Picnic Boiled Ham 13 Boiled Ham 13 1/2 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 6 1/4 Pure 5 1/2 50 lb. tugs, advance 1/2 60 lb. tubs, advance 1/2 50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1 3 lb. pails, advance 1 Sausages Bologna 5 Liver 7 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 10 00 Boneless 11 00 Kump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/2 bbls., 40 lbs 1 85 1/2 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/2 bbls., 40 lbs 1 50 1/2 bbls., 80 lbs 3 00 Casings Hogs, per lb 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 7 Uncolored Butterine Solid dairy 10 Rolls, dairy 10 1/2 @ 11 1/4	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/2 85 Potted ham, 1/4 85 Deviled ham, 1/2 85 Deviled ham, 1/4 85 Potted tongue, 1/2 4 Potted tongue, 1/4 4 RICE Screenings 2 3/4 Fair Japan 2 5 Choice Japan 2 5 1/2 Imported Japan 2 5 1/2 Fair La. hd. 2 6 Choice La. hd. 2 6 1/2 Fancy La. hd. 2 6 1/2 @ 7 Carolina, ex. fancy 6 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 5 25 Durkee's, small, 1 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 1 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SALT Granulated, bbls 85 Granulated, 100 lb cases 80 Lump, bbls 80 Lump, 145 lb kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 20 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks. 7 1/2 @ 10 Pollock @ 3 1/2 Herring Holland White Hoop, bbls 11 50 White Hoop, 1/2 bbls 6 00 White Hoop, keg @ 75 White Hoop mchs @ 80 Norwegian @ Round, 100 lbs 3 75 Round, 40 lbs 1 75 Scaled 14 Trout No. 1, 100 lbs 7 50 No. 1, 40 lbs 3 25 No. 1, 10 lbs 90 No. 1, 8 lbs 75 Mackerel Mess, 100 lbs 13 50 Mess, 40 lbs 5 90 Mess, 10 lbs 1 55 Mess, 8 lbs 1 40 No. 1, 100 lbs 12 50 No. 1, 4 lbs 5 50 No. 1, 10 lbs 1 55 No. 1, 8 lbs 1 1/2 Whitefish No. 1 No 2 Fam 100 lb. 9 50 4 50 50 lb. 5 00 2 40 10 lb. 1 10 60 8 lb. 90 50 SEEDS Anise 15 Canary, Smyrna 6 Caraway 8 Cardamom, Malabar. 1 00 Celery 15 Hemp, Russian 5 Mixed Bird 5 Mustard, white. 8 Poppy 8 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rapple in jars. 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family. 4 05 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars. 3 75 Savon Imperial 3 10 White Russian 3 10 Dome, oval bars. 2 85 Satinet, oval 2 85 Snowberry, 100 cakes. 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naphtha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marseilles White soap. 4 00 Snow Boy Wash P'r. 4 00	Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 80 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots 9 00 Sapallo, half gross lots 4 50 Sapallo, single boxes 2 25 Sapallo, hand 2 25 Scouring Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 22 Cloves, Zanzibar 15 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-110 35 Nutmegs, 115-120 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb packages 4 @ 5 6lb packages 4 1/2 5lb packages 5 1/2 40 and 50 lb. boxes 2 1/2 @ 3 1/2 Common Corn 20lb packages 5 40lb packages 4 @ 7 SYRUPS Corn Barrels 23 Half Barrels 25 20lb cans 1/2 dz in case 1 70 10lb cans 1/2 dz in case 1 65 5lb cans 2 dz in case 1 75 2 1/2 lb cans 2 dz in case 1 80 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 24 Hiawatha, 5lb pails. 55 Hiawatha, 10lb pails. 58	Telegram Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 1 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Hedsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 16 oz. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz, 8oz 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40gr 8 Malt White Wine, 80gr 11 Pure Cider, B & B 12 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver. 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large. 7 00 Willow, Clothes, med'm. 6 00 Willow, Clothes, small. 5 00 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-heop Standard 1 60 3-heop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper Buckets 2 25 Buckets 6 10	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Cat, wood 80 Cat, spring 15 Rats 20-in., Standard, No. 1. 7 00 18-in., Standard, No. 2. 5 00 16-in., Standard, No. 3. 5 00 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 3 1/2 Wax Butter, short cut. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 50 FRESH FISH Per lb. Jumbo Whitefish @ 12 1/2 No. 1 Whitefish @ 10 1/2 Trout 9 1/2 @ 10 Halibut @ 10 Live Lobster @ 11 Clisces or Herring. @ 5 Bluefish 10 1/2 @ 11 Boiled Lobster. @ 25 Cod @ 10 Haddock @ 8 Pickled @ 10 Pike @ 7 Perch dressed @ 8 Smoked White @ 12 1/2 Red Snapper @ Col. River Salmon. @ 13 Mackerel 15 @ 16 OYSTERS Cans Extra Selects 28 F. H. Counts 35 F. J. D. Selects 30 Selects 25 Perfection Standards 25 Anchors 22 Standards 20 Bulk Oysters Per Gal. F. H. Counts 1 75 Extra Selects 1 75 Selects 1 4 Perfection Standards. 1 25 Standards 1 20 Shell Goods Clams, per gal. 1 20 Shell Clams, per 100 1 25 Oysters, per gal. 1 25 Shell Oysters, per 100. 1 00 HIDES AND PELTS Hides Green No. 1 @ 10 Green No. 2 @ 9 Cured No. 1 12 Cured No. 2 @ 11 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 Calfskins, cured No. 2 11 1/2 Steer Hides, 60lb. over 12 Pelts Old Wool 60 @ 1 40 Lambs 40 @ 1 25 Shearings 40 @ 1 25 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Peanuts Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Old Time Sugar stick 80 lb. case 12	Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 8 Cut Loaf 9 Leader 8 1/2 Kindergarten 9 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand Made Cream 15 Premio Cream mixed 18 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses. 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/4 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 20lb pails 12 Molasses Chews, 15lb. cases 12 Molasses Kisses, 10 lb. box 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10 lb. box. 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 61 H. M. Choc. Drops 64 H. M. Choc. Lt. and Dark No. 12 1 04 Bitter Sweets, ass'd 1 25 Brilliant Gums, Cryst. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 56 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 91 Cream Buttons, Pep. and Wintergreen. 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 30lb. case 3 50 Up-to-Date Asstmt, 32 lb. case 3 75 Ten Strike Assort- ment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike No. 3 8 00 Ten Strike, Summer as- sortment 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Snack, 24s 65 Dandy Snack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Checkers, 5c pkg, case 3 00 Pop Corn Balls, 200s 1 2 Cicero Corn Cakes 5 per box 60 Cough Drops Putnam Menthol 1 00 Smith Bros 1 25 NUTS-Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft shell 15 @ 16 Brazil 12 @ 13 Filberts 12 @ 13 Cal. No. 1 16 @ 17 Walnuts, soft shelled 16 1/2 Walnuts, marbot. 15 Table nuts, fancy 13 Pecans, Med. 12 Pecans, ex. large. 13 Pecans, Jumbos 14 Hickory Nuts pr bu Ohio new 14 Cocanuts @ 5 Chestnuts, New York State, per bu 14 Shelled Spanish Peanuts. 6 @ 7 1/2 Pecan Halves @ 52 Walnut Halves @ 35 Filbert Meats @ 25 Alcanta Almonds @ 33 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. 5 1/2 Fancy, H. P. Suns. 6 1/2 Roasted 6 1/2 Choice, H. P. Jbo. @ 6 1/2 Choice @ 7 1/2 bo, Roasted @ 7 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON

1 lb. cans, 4 doz. case .45
1 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
5 lb cans 13 00
5 lb cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz box .40
Large size 1 doz box .75

BREAKFAST FOOD

Original Holland Rusk



Cases, 5 doz. .4 75
12 rusks in carton.

Walsh-DeRoe 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
Less than 500. .33

500 or more .32

1,000 or more .31

Worden Grocer Co. brand

Ben Hur

Perfection .35

Perfection Extras .35

Londres .35

Londres Grand .35

Standard .35

Puritinos .35

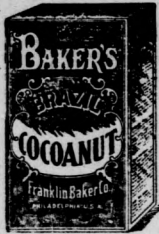
Panatellas, Finas. .35

Panatellas, Book .35

Jockey Club. .35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
35 1/2 lb pkg. per case 2 60
38 1/4 lb pkg. per case 2 60
16 1/2 lb pkg. per case 2 60

FRESH MEATS

Beef

Carcass .5 @ 7 1/2
Hindquarters .6 @ 8 1/2
Loins .7 @ 13
Ribs .7 @ 13
Rounds .5 1/2 @ 6 1/2
Plates .4 @ 3
Livers .3 @ 3

Pork

Loins .9 @ 9
Dressed .7 @ 7
Boston Butts .8 @ 8
Shoulders .7 1/2 @ 7 1/2
Leaf Lard .8 1/2 @ 8 1/2

Mutton

Carcass .9 @ 9
Lamb .13 @ 13

Veal

Carcass .7 @ 9

CLOTHES LINES

Sisal

60ft. 3 thread, extra. 1 00
72ft. 3 thread, extra. 1 40
90ft. 3 thread, extra. 1 70
60ft. 6 thread, extra. 1 29
72ft. 6 thread, extra. 1 29

Jute

60ft. .75
72ft. .90
90ft. .1 05
120ft. .1 50

Cotton Victor

60ft. .1 10
72ft. .1 25
90ft. .1 60

Cotton Windsor

60ft. .1 30
72ft. .1 44
90ft. .1 80
80ft. .2 00

Cotton Braided

40ft. .95
50ft. .1 35
60ft. .1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson

Grocer Co., Grand Rapids;

National Grocer Co., De-

troit and Jackson; F. Saun-

ders & Co., Port Huron;

Symons Bros. & Co., Sagin-

aw; Meisel & Goeschel,

Bay City; Godsmark, Du-

rand & Co., Battle Creek;

Fielbach Co., Toledo,



CONDENSED MILK

4 doz. in case

Gall Borden Eagle .6 40
Crown .5 90
Champion .4 52
Daisy .4 70
Magnolia .4 00
Challenge .4 40
Dime .3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in .6
1 1/2 to 2 in .7
1 1/2 to 2 in .9
1 1/2 to 2 in .11
2 in .15
2 in .20

Cotton Lines

No. 1, 10 feet .5
No. 2, 15 feet .7
No. 3, 15 feet .9
No. 4, 15 feet .10
No. 5, 15 feet .11
No. 6, 15 feet .12
No. 7, 15 feet .15
No. 8, 15 feet .18
No. 9, 15 feet .20

Linen Lines

Small .20
Medium .26
Large .34

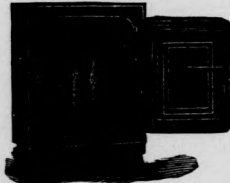
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size .1 10
Cox's 2 qt. size .1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz .1 20
Knox's Acidu'd. gro 14 00
Nelson's .1 50
Oxford .75
Plymouth Rock .1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size .6 50
50 cakes, large size .3 25
100 cakes, small size .3 85
50 cakes, small size .1 95
Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large .3 75
Halford, small .3 25

OUR CASH AND CHARGE SALES BOOKS



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

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

THEY COST LITTLE

BECAUSE WE HAVE SPECIAL MACHINERY THAT MAKES THEM AUTOMATICALLY.

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE.

SALES BOOK DETROIT.

W.R. ADAMS & Co. MAKERS - MICH.



HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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



"The Butler Way" Get What You Come For

What do you come to market for—merely to make routine purchases for a new season? Or also for pointers on things new—in goods and methods?

In any event your purpose is BEST accomplished The Butler Way.

At each of our houses, in many thousands of square feet of valuable floor space—used for nothing else—we show our line of sellers only in more than fifty departments.

And remember, that we are unquestioned headquarters for many important lines—bargain basement merchandise, dry goods specialties, 5 and 10 cent goods, notions, etc., etc.

One of everything in each department, compactly shown to make comparisons easy and tagged with number, quantity in package and net price in plain figures—all carefully arranged to suggest ways and means of display usable in retail stores.

That, in brief, is The Butler Way of showing samples—the shortest, surest route to the broadest possible view of the market's possibilities for YOU.

You are cordially urged to use our sample rooms to the utmost extent of their possibilities in saving your time and energy while in market.

Did you get our February catalogue—No. J565?

BUTLER BROTHERS

Wholesalers of Everything—by Catalogue Only

New York

Chicago

St. Louis

"The Pickles and Table Con-

diments prepared by The

Williams Bros. Co., Detroit,

Mich., are the very best. For

sale by the wholesale trade

all over the United States."

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.

Clothing Men, Attention! For sale at 85c, brand new stock of men's, boys' and children's clothing. Invoiced February 1, \$30,000. Store in very best location in the city and a clothing stand for years. Business good for \$50,000 to \$100,000 yearly. Will give lease on store if desired. Other interests demand our time and we want to sell. Write for particulars, James H. Fox Co., Grand Rapids, Mich. 404

For Sale—New second-hand business, established 26 years, \$5,000. Also other businesses. Oil and agricultural land. 25c to \$50 per acre. Chas. Sharp, Hanford, Calif. 402

If you want to sell your entire stock of merchandise, for cash, we buy them. Address The United Purchase Company, 76 Euclid Ave., Cleveland, Ohio. 401

A Profitable Investment—For the next thirty days a limited number of shares of capital stock of an organization that has done nearly \$1,000,000 worth of business in three years, is offered for sale. For particulars address H. E. Thompson, Box 1217, Oklahoma City, Okla. 396

For Sale—Drug store, clean stock and fixtures. Doing good business. Reason for selling, have other business to look after. Address J. E. Bower, Greenland, Mich. Ontonagon Co. 395

For Sale—Well-established shoe business in city in Central Pennsylvania. Sales during 1905, \$54,000. Must be sold to settle estate. Address Central Trust Co., Altoona, Pa. 398

For Sale—140 acres, 9 room dwelling, other buildings, 2,800 fruit trees young and thrifty, near station, price \$5,800, terms liberal. 124 acres, 8 room dwelling, other buildings, fruit and timber near station, price \$4,700. Terms liberal. Fine climate, fine land, good markets. Catalogue free, J. R. McGonigal, Dover, Del. 399

For Sale—A clean stock of general merchandise; stock invoices at \$9,000, cash sales \$26,000 for 1905, can be increased to \$40,000 per annum with little effort. Situated in good farming country, eight miles south of Petoskey, Mich., on the Pere Marquette R. R. Store building, 30x100 feet with \$2,000 worth of fixtures that can be rented cheap. The stock of goods can be bought at discount. For full information enquire of the Elk Cement & Lime Co., Petoskey, Mich. 403

Wanted—Active partner with \$1,000; salary \$100 per month, to take entire charge of our sales; an old-established manufacturing business; a money maker. The Galehouse Skirt & Suit Co., 109-111 Monroe St., Grand Rapids, Mich. 405

For Sale—Bazaar \$600 or invoice. Manufacturing and lumbering town. Population 4,000. Address Box 633, Boyne City, Mich. 406

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 Mis- souri, 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

Wanted—Partner with cash or mer- chandise 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—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

For Sale—\$950 stock of gent's furnis- hings and fixtures in booming town of Muskegon. Enquire Lemire & Co., Muskegon, Mich. 343

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 Rent—Store space in one of De- troit'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

Chadron, Nebraska. Finest opening for a department or general store. You can do a business of \$100,000 a year on less than \$20,000 stock. P. B. Nelson. 387

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. Good reasons for selling. 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—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. 368

For Sale—Drug store, \$2,600. Profit- able, 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

For Sale—Entire creamery outfit. Cheap if sold at once. C. E. Dilts, Thornville, Ohio. 372

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. Do- ing 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 mer- chandise \$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 gent's 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

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 gen- eral merchandise. Address Chapin, care Michigan Tradesman. 266

For Sale—Harness business in city of 5,000 population. Established 44 years. Splendid country surroundings. Nice clean stock, invoicing from \$2,400 to \$2,800. Age and ill health, the only reason for selling. Address F. Kuhn, Galion, Ohio. 294

For Sale—Store building, stock of gen- eral 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—Stock of hardware and im- plements invoicing about \$2,000, in live Western Michigan town surrounded by rich farming country. Good established trade. Liberal discount for cash or will trade for unincumbered farm property of equal value. Address No. 275, care Michigan Tradesman. 275

For Sale—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—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—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

HELP WANTED.

Wanted—An experienced cigar sales- man who is thoroughly acquainted in Lower Michigan, to represent a cigar jobbing house, who enjoys a well established trade in that territory on popular brands. Give full particulars. Address No. 400, care Michigan Tradesman. 400

AUCTIONEERS AND TRADERS.

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

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

Want Ads. continued on next page.



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is steadily increasing, which gives proof that the quality of these well-known extracts is recognized by the consumer. Quality is our motto.

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Booklet free on application

UNDER THE TRYER.

Result of January Educational Scoring Test.

The January scoring test of dairy products, which was held at Jackson in connection with the Michigan Dairymen's Association, was, in many respects, the most interesting test thus far held. There were 103 samples of creamery butter, divided as follows: Seventy-nine samples made from whole milk plants with an average score of 94.3; sixteen samples made from whole milk and gathered cream with an average score of 93.6; ten samples made from gathered cream with an average score of 92.5. There were fourteen samples of dairy butter with an average score of 94.7. The following is a list of parties exhibiting whose score was 93 or above:

Whole Milk.

Monroe Butter & Cheese Co., Monroe.	95½
Geo. J. Wintersteen, Macon.	95
C. J. Peck, Coloma.	94
Olive Churchill, Hilliards.	94½
Walter A. Hoffman, Ida.	93
Clyde E. King, Concord.	93½
M. N. Stevenson, Burnips Corners.	96
Cold Spring Creamery, Middleville.	97
Milton E. Knoll, Decatur.	94
Marshall Creamery, Marshall.	95
Benj. H. Payne, Davis.	96½
Gibsonville Altruist Co., Gd. Blanc.	93½
C. E. Rensbarger, Niles.	95½
J. F. Power, Quincy.	94½
Frank Clark, Parma.	93½
Chesterfield Creamery, Mt. Clemens.	95
D. D. Denison, Plainwell.	95
Charles Bosch, Hudsonville.	95
M. F. Bachelder, Alamo.	95
W. H. Reubarger, Glendora.	97½
F. C. Turner, Bloomington, M.	94½
Overisel Creamery, Overisel.	95
B. A. McGill, Hanover.	95½
A. C. Seibert, Gera.	95½
Freeport Creamery, Freeport.	93
Munith Creamery, Munith.	94½
Christ Swenson, Holton.	96
Interurban Creamery, Hudsonville.	93½
Geo. Myers, Reeman.	93
Archie R. Pierce, Dorr.	95½
E. V. Terpinning, Burr Oak.	95½
Volkert Barnes, Newago.	94
Erik Demuth, Homer.	97
G. R. Hall, Mulliken.	93
New Baltimore Creamery, New Baltimore.	95½
Wm. P. Lamer, Crisp.	97½
J. L. Bosworth, Colon.	94
Wellington Best, Centerville.	95½
M. P. Soop, Belleville.	95
W. H. Bechtel, Caro.	93
J. G. Miller, Richville.	95
Bronson Creamery Co., Bronson.	95
Burculo Creamery, Burculo.	95
South Lyon Creamery, South Lyon.	94
Shelby & New Era Creamery, Shelby.	96
Brooklyn Creamery, Brooklyn.	94
Zeeland Cheese Co., Zeeland.	95
S. R. Miles, Buchanan.	96
D. H. Brown, Charlotte.	95
Lakeside Elgin Butter Co., Grass Lake.	95½
Geo. T. Yetter, Eau Claire.	97
F. E. Stafford, Vicksburg.	94
Fowler Creamery, Fowler.	96
J. E. Hebert, Bauer.	94
G. L. Messick, Hickory Corners.	96
Albion Creamery Co., Albion.	96
Hopkins Creamery, Hopkins.	93
Glen Overton, McDonald.	94
Ben Custer, Allendale.	94½
Frank Jankoski, Wayland.	97
Daisy Creamery Co., Graafschap.	94
Clarks Lake Creamery, Clarks Lake.	95½
John Batten, Edwardsburg.	97½
Charles Linton, Berlamont.	94
Prints.	
Mulliken Creamery, Mulliken.	93½
Bishop Creamery.	96
Whole Milk and Gathered Cream.	
Geo. Sunday, Constantine.	97
Amble Creamery Co., Amble.	93
B. C. Martin, Wooster.	93
Co-operative Creamery Co., Coopersville.	94
E. M. Fuller, Montague.	93
Ed. Strem, Holland.	95
Henry Sokkeve, Holland.	94
Christ Leibum, Orleans.	94
G. W. Shopback, Dowagiac.	96½
A. M. Smith & Co., Eaton Rapids.	94
F. Stroh, Reading.	93
R. G. Sortor, Henderson.	95
Gathered Cream.	
E. J. Kneibehler, Port Huron.	93
C. C. Hall & R. B. Gordon, Mt. Clemens.	93½
John J. Cook, Grand Rapids.	95
S. Hagedoen, Alma.	94
Saranac Creamery, Saranac.	93
Dairy Butter.	
T. P. Vining, Cement City.	94
Mrs. M. J. Munn, Plainwell.	94
Alfred Henderson, Holton.	93
M. S. Rossman, Litchfield.	96
Mrs. James Harris, Traverse City.	94
C. Hunsberger, Caledonia.	94
P. D. Long, Grand Rapids.	93½
Carrol Du Bois, Somerset Center.	93
John Mersman, Grand Rapids.	95
C. S. Elliott, Troy.	95½
Miss Barbara Ross, Remus.	96½
Hugh Ross, Remus.	96½

There were twenty-one cheese exhibited, divided as follows: Fourteen samples in the Michigan class with an average score of 94.7; six samples in the soft Michigan class with an average score of 94. No cheddar cheese were exhibited. John Brouwers, of Zeeland, exhibited a sample of his fancy Philadelphia and cream cheese that the judge gave a score of 100. The following is a list of those exhibiting whose score was 93 or above:

Michigan Class.

Warner's Factory, Northville.	98
Warner's Factory, Franklin.	98
Warner's Factory, Novi.	94
Warner's Factory No. Farmington.	95
Warner's Factory, Kilmanaug.	95
Warner's Factory, Livonia.	96
Warner's Factory Farmington.	98½
Warner's Factory, Elmhurst.	97½
Powen Factory, Farmington.	94½
Cartwright's Cheese Factory, Mayville.	94
G. R. Snyder, Willard.	97½
Soft Michigan Class.	
W. F. Smith, Lulu.	96
D. W. Richards, Flint.	94
H. P. Fitzpatrick, Carson City.	94
T. A. Cook, Brant.	94½
J. W. Fish, Eagle.	96½

The creamery butter held in cold storage since April and May by the Department was rescored. The lesson learned was that real fancy flavors can not be retained for any length of time. The creamery that can get milk of good enough quality to make extra butter without pasteurizing produces butter of the best keeping qualities. The butter that scored very high in April and May had fallen off several points in cold storage. However, one sample of butter that scored 93 when placed in storage, after being in storage ten months, still scored 93. It had not deteriorated at all.

The October cheese that were placed in cold storage and rescored at this meeting held up well, proving again that it is perfectly safe to hold Michigan cheese in cold storage.

A large number of samples of butter at this scoring test were mottled, which could scarcely be accounted for. Mr. Burridge stated that had it not been for this, this lot of butter would have been the best winter butter that he ever scored.

The February test will be held in Grand Rapids on Wednesday, February 28.

Must Keep on Pushing.

Conducting a business is like rolling a huge boulder up a hill. The moment you cease to push it, the moment you take your shoulder from it and think you will rest and take it easy, the boulder begins to crowd back upon you, and if you are not careful it will either run over and crush you or get away from you altogether and go to the bottom with a crash. It is necessary to be everlastingly pushing, following up the boulder, keeping it going, in order to get it to the top of the hill. One of the greatest dangers of early prosperity in any line is a tendency to relax effort. Many a man ceases to grow when his salary is raised or when he is advanced to a higher position. Many a business man, after he has built up a large business, ceases to exert himself, and the moment he pauses in his campaign of pushing and struggling, the moment he begins to relax in giving his close personal attention, his business

ceases to advance, and fatal dry rot sets in—one of the worst diseases that can seize on any individual or concern. The man who attempts to run a business, large or small, must keep his finger constantly on its pulse in order to detect any rise or fall of temperature, any irregularity or any jar in the machinery. When the head of a firm is trying to take it easy there is usually trouble somewhere.—Success.

Noon Really Ninth Hour.

"Not many people know that what is celebrated as noon was originally at 3 p. m. The reason for the change is interesting," said a Columbia University philologist the other day. "Noon, or 'nones,' as it was then known, was the hour at which the monks said their 'nones,' which were prayers at the ninth hour, or 3 o'clock. The monks reckoned time from the time of eating breakfast at 6 o'clock a. m. That was the beginning of their day. The monks were not permitted to eat their dinner until after they had said their 'nones.' This was a long time for men who had so much time to think of eating. They were all very hungry at 3 o'clock. By and by some of them cut the time a little short—prayed a little earlier. As time went on they clipped off enough time to bring the eating hour in its proper place, at midday, and 'nones' became 12 o'clock instead of 3, even although it meant the ninth hour."

A hero is a man who can hold his tongue when he comes home hungry and finds the cook gone and his wife away at a card party.

BUSINESS CHANCES.

Drapery Workman—Thoroughly experienced, competent to take charge of and manage a workroom of a large department in the South; must be familiar with modern interior decoration work. Address, stating references, age, salary, Sanger Bros., Dallas, Texas. 407

For Sale—Good clean stock of hardware and farming implements in the best farming country in Central Michigan. Can reduce stock to suit customer. Address No. 408, care Michigan Tradesman. 408

Wanted—General stock of merchandise in exchange for desirable farm property. Box 5, Midland, Mich. 409

No. 3



Dear Mr. Dealer—

"BORAX IN THE HOME"
(booklet).

This ought to interest you, because it interests your customers—it's just ONE of the MANY things issued by the Pacific Coast Borax Co. to bring you and them together and get your order for

"20 MULE TEAM" BORAX and
"20 MULE TEAM" BORAX SOAP.

"Borax in the Home" is a little booklet, attractively gotten up and readably written, for our friends to distribute to their customers, giving

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"20 MULE TEAM" BORAX
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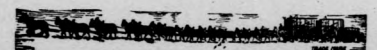
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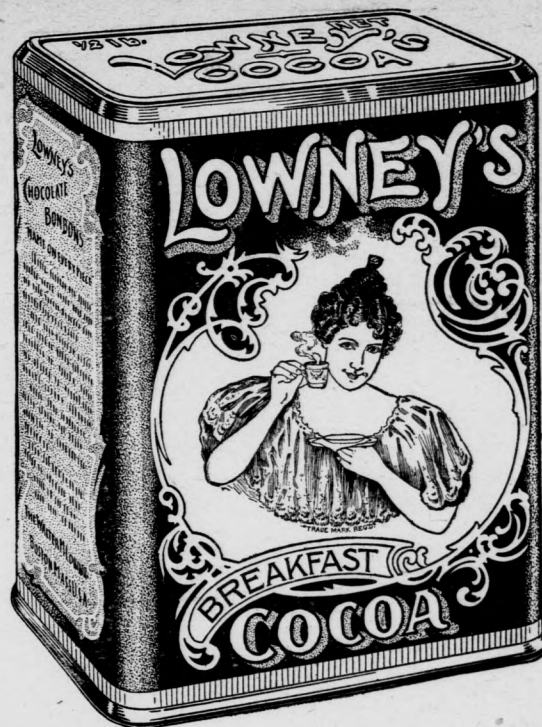
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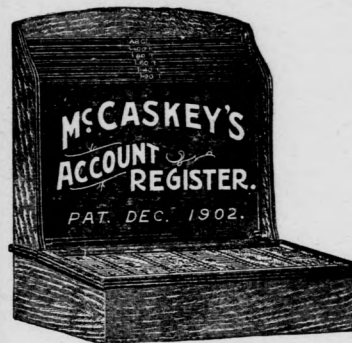
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Leonard's Special Bargain Offerings for This Week

Splendid Trade Getters Every One—Just the Things You Need During the Dull Winter Months

Green and Ivory Glazed Nappies



These nappies are especially adapted for baked beans, bread pudding and general kitchen use. We offer them in ½ gross lots of 3 assorted sizes, viz: 6, 7 and 8 inches, so they can be sold in sets of three at a special price of 30 cents, allowing you a nice profit of about 35 per cent. Price for ½ gross, assorted..... **\$5.40**

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The best merchants carry and endorse the **Laughlin Line** because they know it is **reliable**. Don't wait, drop us a postal for catalogue and factory prices and attract the best business of your community.

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Two Big Bargains in Pressed Tumblers

No. 64 Table Tumblers—Nicely finished, clear pressed crystal glass, fluted bottom and pressed bands. 20 dozen in barrel. Per dozen..... **16c**

No charge for barrel.



No. 68 Table Tumblers—Regular ½ pint size. Fluted design and pressed bands, clear crystal glass, 20 dozen in barrel. Per dozen..... **16c**

No charge for barrel.

"New Rapid" Assortment Glass Pitchers

Sold by Package Only. No Charge for Barrel.



Comprises 2½ dozen of full size, ½ gallon crystal glass pitcher. There are six assorted styles in the assortment and each one a splendid 25c seller. Price per dozen only **\$1.65**

"Grapevine" 10c Assortment Glassware

Sold by Package Only. No Charge for Barrel.



Ten dozen pieces of popular, staple pieces in 10c crystal glassware. All useful articles of attractive design and everyday sellers. There are 20 different kinds in the assortment giving you only ½ dozen each of the following

No. 209—7 inch Nappies	No. 507—Covered Butter
No. 507—Handled Nappies	No. 507—Spooners
No. 507—Covered Jelly	No. 140—Footed Jelly
No. 50—7 inch Nappies	No. 507—Jugs
No. 90—7 inch Nappies	No. 600—Covered Butters
No. 555—8 inch Nappies	No. 600—Covered Sugar
No. 507—Tall Celeries	No. 600—Creamer
No. 507—7 inch Nappies	No. 600—Spooners
No. 507—Covered Sugar	No. 600—Footed Jellies
No. 507—Creamer	No. 55—Molasses Cans

Total of 10 dozen pieces at per dozen **80c**

Banner Assortment Jardinieres

Shipped from Ohio Warehouse



The assortment comprises three dozen 8 inch fancy Jardinieres, assorted styles, and finished in bright carmine red and green, decorated in three styles of gold ornamentation. Price per dz. **90c**

No charge for package.

The Winner Broom

is the best 35c broom ever offered. Your customers will not be satisfied with one "just as good" after once using

"The Winner"

We manufacture 15 other varieties. Ask your jobber or write us for prices.

Freight prepaid on lots of 5 dozen and over.

"Boston" Assortment Decorated Porcelain Teas and Plates



Comprises 12 dozen of the very best selling 10c articles in the crockery line, viz: 6 dozen Teas, 3 dozen 6 inch Plates, 3 dozen 7 inch Plates, each in three assorted styles of filled in floral decorations and gold edges. Per dozen **80c**

No charge for barrel.

H. LEONARD & SONS, Grand Rapids, Mich.

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