

MICHIGAN TRADESMAN

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Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 14, 1906

Number 1169

3,000,000 Trades Unionists Assume to Dictate to 83,000,000 People.

Listen to the voice of the Unionist! I am the Great American Laboring Man and there is none like unto me. I labor, others may work, but I am the laboring man par excellence. Other men may work, but not at a trade with which I have anything to do, if I can help it, because I am Organized. I belong to the Amalgamated or Allied or Associated or Federated Union. I am a Union Man! Any other living, crawling thing is a scab, rat, money baron, multi-millionaire or crank. I belong to the only trust which has any right to exist in this free republic. "Life, liberty, and the pursuit of happiness" alone is my portion—when I am working. When I am on strike I am the poor down-trodden man with the hoe or brickbat. Wan and emaciated I cower before the minions of the Law, the tools of the robber barons of plutocracy, inciting the mobs, my friends, to slug any one who believes in law and order or who fails to carry a union card.

Though in such state I never accept charity, except from my fellow-workmen who do not happen to be on strike, whose families are perfectly willing to suffer that I may uphold the glorious rights and privileges of unionism. I only get two or three times as much for my labor as I used to in effete Europe or imperial Britain, but it costs me more to live, with theaters, variety shows, bar bills, fast women, dues and assessments to pay for. I work eight, nine or ten hours per day, not a second more, wash up on the bosses' time, and if the quitting bell rings at the wrong time I know it well, and kick if necessary, or laugh if it is "on the boss."

I know all about the business of the money kings who make colossal fortunes out of the sweat of my brow. I may even, if I happen to be lucky enough to handle the cash of my lodge, chapel or association, take a dabble in the stock which is suffering from the effects of my strike—marked down price, to rise when I care to return to work. The rest of the people, cranks, like writers, artists, poets, sculptors, students, etc., do not figure in my cosmogony, unless they pander to my vanity, by drawing hairy monstrosities and labeling them trusts or plutocrats or writing poems about the Man with the Hoe (waiting for the dinner bell.) Sometimes one of these plutocrats becomes a philanthropist and makes a great display of his gains by giving. Do I appreciate? Not by a canful! Where did he get all the millions? What right has he to them? God gave him brains! True. Energy, thrift and perseverance! True. Foresight and several other old-fashioned qualities which I know all about, but do not care to cultivate, for fear of getting ahead of my fellow-craftsmen, which would be contrary to the true spirit of unionism. Such men, flaunting their millions in our faces, are making us, the Great American Working Men, Socialists or Anarchists. This is what the tail—quite a wag—says. The farriers sometimes bite off the puppies' tails or give them a fancy curl by shutting them in the door! Most any dog can wag an abbreviated tail. The open shop is a good farrier.

Union Printer.

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 Man Is Foolish

who refuses to try another brand of cigar simply because it's new—new to him. The

S. C. W.

5c Cigar

may be a novelty to some; but it's by no means a new brand, having been on the market many years.

The brands in existence when the S. C. W. started on the market have long since passed into oblivion, but this cigar has stood the test and is today a better seller than ever, owing to its excellent quality. Try one and be convinced.

G. J. JOHNSON CIGAR CO., Makers

Grand Rapids, Mich.

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.

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

BALLOU BASKETS ARE BEST



That Mary had a famous lamb,
We all admit is true;
And the fact that it was famous
Made Mary famous, too.

Now if you want to win a place
Within the halls of fame,
By using goods whose merits "talk."
You'll make yourself a name.

Our baskets you already know,
Are worth their weight in gold,
And that is why such loads of them
Are on their merits sold.

We make them every shape and size,
And we can fill your bill;
For every kind of business,
For laundry, farm and mill.

We make them out of Pounded Ash,
Rock Elm, and good Bamboo.
And for bakeries and laundries,
We have the canvas, too.

We want to get your business,
It will pay you to invest,
For the name, "Ballou Baskets"
Is a synonym for "Best."

You Save Money by
Using the "Best"

That's Ballou's, You
Know

Ballou Basket Works
Belding, Mich.

95% of Your Capital

is tied up in your stock!

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

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

How about the other 95 per cent.?

Have you a daily check on your *merchandise*?

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

Moneyweight Scales

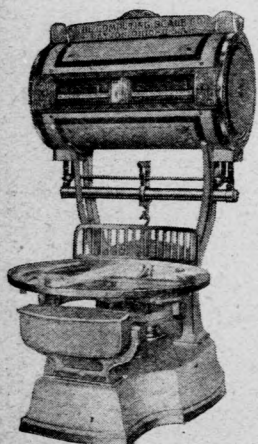
will *weigh out 100 per cent.* of the weight you paid for when you bought the goods. *No other scales will do this.*

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

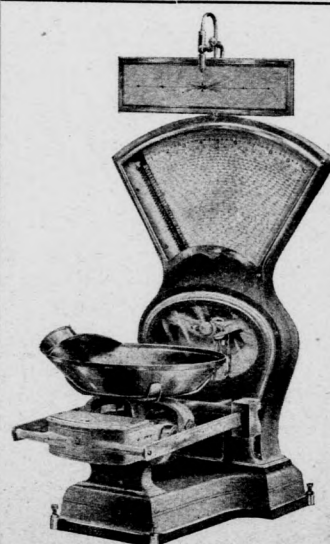
Although they cost the merchant but a *trifle* compared with a cash register, MONEYWEIGHT scales are the *only accurate check* on a stock worth *many times* the amount of the daily cash balance.

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

MONEYWEIGHT SCALE CO., 58 State St., Chicago



Scale No. 95



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 14, 1906

Number 1169

Commercial Credit Co., Ltd.

OF MICHIGAN
Credit Advances, and Collections
OFFICES
Widdicomb Building, Grand Rapids
42 W. Western Ave., Muskegon
Detroit Opera House Bldg., Detroit

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

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
TRADEMAN CO. GRAND RAPIDS, MICH.

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THE PUBLIC WELFARE.

All over Michigan Boards of Trade or other similar associations are being formed for the purpose of promoting the general business interests of the certain community in which each organization is effected. This is a good thing for many reasons, provided only that the general business interests are truly the governing influence; but in a majority of those cases where semi-public service bodies have been born, nursed, caressed, cussed and died the cause of the failure has been that the sole object worked for was the securing of new industries. "Get factories, we want factories!" has been the cry which has not only prevented the getting of desirable industrial concerns, but has caused the utter ignoring of the other equally valuable acquisitions possible in the hands of a truly public spirited and unselfish Board of Trade.

As a rule, the aspect first presented to a stranger business man as he alights from the cars in the average city or village in Michigan is, with its dilapidated buildings, unkempt fences, back-yard views and billboard decorations, most uninviting and at once the unknown visitor receives an unwelcome, unfair and unnecessary first impression. A public welfare organization properly conducted and supported can abolish every such fault in its home town in short order and at a nominal expense.

In nearly every city and village there are ill kept streets and dangerous sidewalks which confront not only the stranger but the people of the town, and sometimes to the cost of the village board or the city council. Such faults may be obliterated by a properly supported home organization.

There is not a mayor, a postmaster or a village president in Michigan that is not regularly the recipient of letters of enquiry for statistics or in relation to particular resources—industrial, commercial or financial—and a properly supported Board of Trade can furnish such information on call.

More than that, such a board can, in turn, become the enquirer and by correspondence can, as a rule, find out with tolerable accuracy whether a certain proposition is or is not worth striving after.

Just now the woods are full of interurban electric railway promoters and a properly supported commercial club can find out with reasonable exactness just how much value there is in each proposition and, finding a tangible and good prospect, can turn to and be of immeasurable value in the effort to "bring the road our way."

There are many other opportunities to do good. Unfortunate conditions may exist as to mail service, freight and passenger conditions, highways leading into a town; a better and larger hotel may be desirable, a new and imposing business block may be needed, and a dozen and one other really desirable objects which would be of unquestionable value to a town might be accomplished through the medium of a properly supported board of commerce or whatever it may be called.

What is meant by a properly supported organization? It means that the members must not only pay their dues and permit their names to appear on the membership list, but they must bury their little jealousies and personal objections; they must associate at committee meetings with competitors in business and possibly with men they know very slightly and dislike most cordially. They must get better acquainted with such people, strive to do better themselves and so help others to do better. In this way a community becomes thoroughly acquainted with itself and finds out that it is a good sort after all. In this way and in this way only can be secured the harmony and the unity of action that are an absolute first essential for the board of trade, the board of commerce, the commercial club or the citizens' association that is to be a success. And having such a board, once in a great while it will be possible to secure a new industry for your village or city.

Flammarion, the French astronomer, has a theory that sun spots affect the migration of birds. So far back as 1898 he accumulated data to establish a direct relation between the appearance of sun spots and the arrival of swallows in Europe, and the eminent astronomer now carries his position one step further to connect sun spots with the departure of the swallows. In his view these birds seem to be the living embodiment of some of the properties of the barometer, the hygrometer and the thermometer, fused into an animate intelligence by the spark of instinct.

A VERY CLOSE CALL.

Quite suddenly last Monday morning, with the near approach of diplomats from Mexico, Cuba and South America and of America's great Postmaster General, causing a slight tip in the equilibrium hereabouts, the officers of the Lincoln Club realized that Monroe street and Canal street presented a somewhat quiet and unresponsive appearance. There was not a thing to suggest the anniversary of Abraham Lincoln, to say nothing of a cordial, bright and inspiring reception to distinguished visitors.

My gracious! That would not do at all and in about four minutes telephones were busy and the President of the Lincoln Club, the Chairman of the Ordinance Committee of the Common Council, the Secretary of the Board of Trade and others were hustling along the two leading streets so that Old Glory and the colors of the nations of the Southland were abundantly in evidence in very short order.

It was a close call, but Grand Rapids' energy and patriotism saved the day.

Fortunately our hotels and a majority of our leading mercantile establishments are equipped with flags, but why not carry the equipment a little further and, better still, why not bring about a mutual arrangement so that in case of a need for decorating the business streets something like a connected plan, a distinct design, might be carried out on short notice and at a merely nominal cost? A few pulleys, flag-staffs, lengths of rope and co-operation would carry out this suggestion in such a way as would make a permanent and always available advertisement of no mean order.

Dr. Wiley is more to be pitied than condemned because he has evidently arrived at a condition in life where he imagines that everyone is wrong but himself, and that every food manufacturer is a monster in disguise. When a man reaches such a condition, he is no longer responsible for his actions or utterances and it goes without saying that his usefulness to the people has become a thing of the past.

George Westinghouse, the air brake manufacturer, is one of the men who no longer ride on passes. He is now buying railroad tickets in large blocks, explaining that "it isn't so much the money, as it is the trouble of getting a ticket every time you have to journey on a railroad." The average man would not mind the bother of spending money if he had it to spend.

A live saint needs to wear no symbol.

MEN OF MARK.

Walter K. Plumb, Manager National Biscuit Co.

Among the ancients and, in fact, until very recent years prevailed what, for lack of a better word, might be termed a prejudice against the "young man." Wisdom was thought to be an attribute of older heads and was seldom expected in a man until he had lived out more than half his allotted time. To all positions of trust in the state the old men were chosen and the word "patres" became synonymous with wisdom. It required the dawn of the twentieth century in vigorous young America to teach the world that young men were capable of accomplishing much more than for ages had been expected of them.

To-day the old prejudice has almost died out, and, given half a chance, or a mere excuse of a chance for that matter, the young man has rapidly pushed himself to the forefront, until it begins to look as though he may have a monopoly and eventually crowd the "old man" out altogether. This is the age of young men. They occupy positions of trust and responsibility in every phase of life, political and commercial, and are at the top in the church and the literature of the country. And while it is the age of the young man it is no less one of commerce. And the fact that the influence of the young man is so greatly felt throughout the continent may be in a large measure responsible for the wonderful strides taken in the commercial world. The vigor of the young man has given business an impetus for the lack of which it has suffered for years. To-day the demand is for young men. They are wanted in every branch of business and, sad as it may seem, the "old man" is being driven to understand that unless he can quicken his pace there soon will be no place for him. Some old men maintain their places in the line; others are failing to keep up and are falling by the wayside.

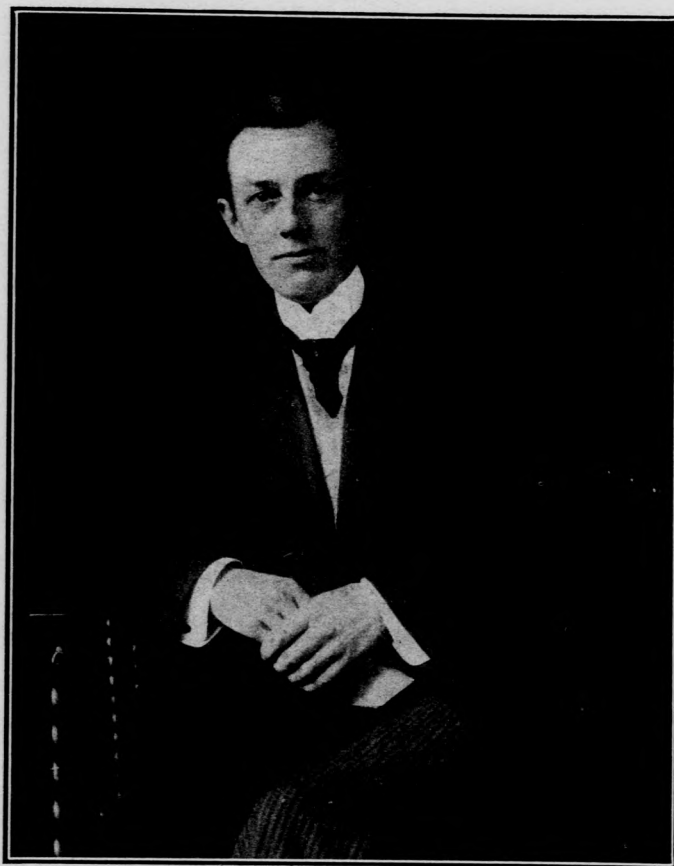
The baking industry especially has been productive of a notable percentage of bright young men. They have taken hold of the factories and offices and have developed the business; and it, in turn, has developed them to a wonderful degree. The Tradesman gives this week a sketch of a successful young cracker baker, who by dint of energy and determination, exercised with common sense, has worked himself up from the bottom until, while only well into his thirties, he is one of the foremost manufacturers of the Wolverine State.

Walter K. Plumb was born on a plantation near Amelia Court House, Amelia county, Virginia, in the historic valley of the Appomattox River, Aug. 24, 1871. His antecedents on both sides were of English descent. When he was 3 years of age his parents removed to Michigan, locating on a farm near Ada. He attended the village school at that place until he was 15 years of age, when he attended the Grand Rapids High School, subsequently taking a commercial course at the West Michigan Business College. July 25, 1892, he entered the employ of the Sears Bakery, then owned by the New York

Biscuit Co., starting in as general utility man. On the retirement of Fred H. Hosford, the book-keeper, he was placed in charge of the books, subsequently devoting some years to the sales department. He continued along these lines until six years ago, when Mr. Sears' services to the National Biscuit Co. necessitated his spending most of his time out of town, when Mr. Plumb was made Assistant Manager. The election of Mr. Sears to the position of director of the National Biscuit Co. and his elevation to the management of the manufacturing department renders it desirable for him to relinquish the title he has held so many years as Manager of the local branch and Mr. Plumb naturally succeeds to the sole management of the business of which he has been the acting manager for the past half dozen years. This is

Board of Trade, the Grand Rapids Credit Men's Association and the West Michigan Fair Association. He is an honorary member of the Grand Rapids Retail Grocers' Association and the Michigan Retail Grocers and General Merchants' Association. His hobby is athletics and out-door sports. He is fond of horses and looks forward to the time when he will have a stable full of roadsters. He is not a member of any club, finding the home circle and the training of four lively children sufficiently attractive to occupy his spare moments.

When Mr. Plumb became connected with the Sears bakery there were three employees in the office. There are now twenty employees in the office and twenty traveling men on the road, while three sales agencies—Kalamazoo, Lansing and Muskegon—are managed from this city. The



Walter K. Plumb.

really a change only in name and does not involve any deviation in the policy of the company toward its employees, traveling force or its customers in the jobbing or retail trade, because the same hand which has been at the helm for several years will continue in that capacity.

Mr. Plumb was married Aug. 12, 1895, to Miss Mary E. Fitzgerald and is the happy father of three sons and one daughter. The family reside in their own home at 50 State street. Mr. Plumb is an attendant at the Park Congregational church and is a member of both of the Maccabee organizations. He is an ex-member of the Michigan State troops, having served the State six years with the old Custer Guard and Company E, in both of which organizations he was a non-commissioned officer. He is a member of the Grand Rapids

Grand Rapids factory is one of the most important in the system, employing several hundred hands and turning out thousands of barrels of the world-renowned Seymour butter crackers.

The attitude of Mr. Plumb toward his work is characterized by patience and perseverance with a determination to do one thing at a time, and to do it well. This characteristic of the man is the most prominent of his many business traits to-day and is really the keynote and central point of his successful career as a manufacturer and business organizer and getter. Mr. Plumb works slowly and continually, keeps the desired end in sight and eventually accomplishes in his own way what others with hurry and confusion would have failed to achieve. "Make haste slowly" is his motto, and he lives up to it literally.

Mr. Plumb does not talk much and to one not acquainted with the man it would appear that he is hard to approach. Such a conclusion, however, would be unjust, because no man is more ready or willing at any and all times to give time and attention to the man who wants to talk business. Notwithstanding the great business interests entrusted to his care, he is a close and careful student of everything that pertains to his various lines of business, and there is no better posted man in his line of business in the State. He is a constant reader of mercantile and scientific works and his first subscription to a newspaper was for a mercantile journal which he still reads and keeps carefully on file.

Three New Industries in Sight.

Pontiac, Feb. 13—The Rapid Motor Vehicle Co. is ready to move to its handsome new factory, adjoining the D., G. H. & M. Railway tracks and within the next month will have sufficient machinery installed to treble the present output of commercial cars.

The business of the Crescent Carriage Co. has been transferred to the offices of the Pontiac Buggy Co., both firms having practically the same management. The Crescent factory is having an unusually big rush and is advertising for more help.

The Board of Trade is entertaining two propositions for new shoe factories in Pontiac. One concern makes a specialty for the shoe trade and already has promises of sufficient orders to make the business a success.

Under the direction of the Board of Trade the National Body Co., of Mt. Pleasant, will, in a short time, begin moving to this city. Subscriptions sufficient to pay the expenses of moving were made by business men here.

All of the local vehicle plants are beginning to feel the impetus of the spring business, and on every hand there is indications of a successful year.

The Pontiac Body Co., which is devoting its plant exclusively to the manufacture of automobile bodies, is running full up to its capacity and the management only regrets it has not a bigger outfit to take care of the business which is offered.

Succeeded by a Stock Company.

Traverse City, Feb. 13—Howard Musselman, who was trustee of the mortgage creditors of Cordes Bros., of Leland, has sold the stock at auction to A. Fixel, of Detroit, whose bid was \$1,416. Mr. Musselman had previously sold between \$5,000 and \$6,000 worth of merchandise, so that the creditors will probably receive somewhere between 45 and 50 cents on the dollar. The purchaser subsequently sold the stock to Oswald Cordes and Archie Ledderlee, who will continue the business under the style of the Leland Mercantile Co. The company has an authorized capital stock of \$5,000, of which \$3,000 is preferred stock and \$2,000 common stock.

It is better to be envied than educated.

Running Overtime To Supply the Demand.

Owosso, Feb. 13—J. M. Story, spoke manufacturer in this city, has been compelled to abandon his business for the reason that it is almost impossible to get enough hickory timber to keep his machines going half the time. He is selling his machinery and will quit the business, unless he should start up some place in the South, where nearly all the hickory is now found.

The Owosso Carriage Co. is again running and filling many orders. E. M. Whiting, formerly superintendent of the factory, has accepted the superintendency with the Studebaker Co., in South Bend, Ind.

J. N. Zimmerman, manufacturer of baseball bats, reports a fine business this winter. It is necessary to run the factory overtime to get orders filled. One order received a few days ago was for more than 7,000 dozen bats, which is more than eight carloads. In view of the fact that the business is only one year old, it looks as though the manufacture of bats will ultimately become one of this city's best industries.

The Dr. Price Cereal Food Co. is well satisfied with its venture here and means to make the local factory a permanent adjunct to its business at Yorkville. Machinery which will increase the output of the plant from 450 to 600 cases a day is now being installed. This machinery will dispense with the services of many girls formerly employed in the factory. The girls were required to fill the

cartons by hand, but the machinery folds, seals one end, fills and then seals the other end of the cartons much more rapidly than the girls could. There will be six new machines. The factory is closed for a week, but when reopened the food machines will run twenty-four hours a day. The fillers will be able to keep up by being run ten hours each day.

Bay City Factories Running Overtime.

Bay City, Feb. 13—Even interest in the addition of a new scales company to the city's industries; a new machine shop, the Chappell Co., a new launch building concern and two or three other smaller concerns in prospect, is overshadowed locally by the unprecedented conditions existing at practically every one of the 100 or more factories of this city. There is scarcely a plant of any size but what is working either overtime or on twenty-four-hour runs.

The latest to run a night shift is the Smally Motor Co., which has about 150 men on its day shift and about half that number on the new night shift. This company has grown rapidly and steadily and will probably erect additions to its factory within the next year. Every box factory, planing mill and woodenware factory of any description in the city is working overtime up to twenty-four hours.

The new 100x120 foot building being put up by the DeFoe Boat & Motor Co. is rapidly nearing comple-

tion. Construction work has already begun in the completed portions of the building.

Despite the fact that plenty of cold weather may still come, improvement and alteration work in downtown business blocks has already begun. The five story Crapo block will have the front and side of two stories remodeled, and another story is being added to the Young block.

Boutell Bros. & Co. have begun the construction of two large brick warehouses, and Rosenbury & Sons have secured the permit for another. The new Miskin Boat Building Co. has completed a building on the west side of the river.

In addition about \$110,000 in church and parochial school buildings has been begun. House construction has continued all winter without abatement.

Industrial Activity at Sturgis.

Sturgis, Feb. 13—The Stebbins Manufacturing Co.'s plant has been completed and operations commenced. The output of the factory at present consists of library tables, cabinets, etc., but ultimately tables will be manufactured exclusively. Orders are coming in and the force will be increased to forty or fifty men. The new plant is a model one. The main building is 150x60 feet, with nearly 40,000 square feet of floor space. It is four stories high and is built of brick. The buildings are lighted by a private electric lighting plant.

An electrical expert has been looking over the city electrical plant for

a manufacturing concern in a nearby city which contemplates moving to this place. Provided the city plant can not furnish the power required by the industry, a private plant is to be installed.

The contract with the Foyer Novelty Co. has been closed and material will be shipped for the construction of the buildings as soon as negotiations are closed with the Lake Shore Railroad regarding a siding to extend past the site.

Muskegon Industries Unusually Active.

Muskegon, Feb. 13—An activity not usual for this time of the year is evident in nearly all the industries in Muskegon. Many are running day and night to fill orders.

The Rodgers Boiler & Burner Co. during the past week sent a crew to Diboll, Texas, to erect a large water-space burner for the Southern Pine Lumber Company, and has just closed a contract for the erection of another large water-space burner, 30 feet in diameter and 105 feet high, for the Kingston Lumber Company at Laurel, Miss., one of the largest lumber concerns in the South.

The Superior Manufacturing Co. has captured a large contract for school furniture for the public schools of Cleveland, O., in competition with the American School Furniture Company, commonly called the trust. The order is a large one, involving at least \$10,000 in 1906.

Even a plain parasol can lay a pretty girl in the shade.

A DOUBLE PROFIT

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

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

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

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

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

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

AROUND THE STATE

Movements of Merchants.

Belding—Forrest Fish has purchased a half interest in the meat market of S. S. Smith.

Corunna—Henry Beswick, of Owosso, has purchased the Thompson hardware stock.

Battle Creek—Thomas Kelleher will manage the dry goods store of the late Timothy J. Kelleher.

Sault Ste. Marie—The Cornwell Beef Co. has increased its capital stock from \$25,000 to \$50,000.

Reed City—Harvey Wood, of Grand Rapids, has purchased a half interest in the furniture stock of G. V. McConnell.

Farwell—Herman M. Roys has sold his drug and bazaar stock to Wm. Burston, of Cadillac, who will continue the business.

Ovid—Hyslop & Son will enlarge the capacity of the elevator at their roller mills to 15,000 bushels. Part of the material is on hand.

Marshall—J. L. Dobbins has sold his furnace business to A. B. Wagner and F. A. Stuart, who will continue the business at the same location.

Drenthe—John Riddering has sold his general stock to Ensink K. and John Lanning, who will continue the business under the style of Lanning Bros.

Middleville—L. Baker & Son, grocers and bakers, have sold their stock to A. M. Gardner, who will consolidate same with his stock of groceries.

Manistee—Leon A. Wolters has purchased all of the stock of the Wolters-Batey Co., which deals in hardware, mill supplies and manufacturers' saws.

St. Joseph—Stowell & Lane are closing out their stock of groceries preparatory to retiring from business. Mr. Lane has accepted a position with W. H. Sweet.

Clare—Mrs. O. S. Derby and son, Oise, have purchased the crockery and bazaar stock of Wm. H. Elden and will conduct the business under the style of E. Derby & Son.

Wayland—F. A. Burlington has sold his meat market to H. P. Hudson and Ellis Manchester, who will continue the business under the style of Hudson & Manchester.

Caro—F. E. Kelsey has disposed of his stock in the Caro Elevator Co., resigned as manager and will leave this place to engage in the same line of business in some other town.

Dutton—D. McKersie, who has clerked many years for Chas. H. Deming, has purchased the general stock of Joseph Allison and will continue the business at the same location.

Harrisville—The J. J. Van Buskirk estate has sold the general store here so long run by the late J. J. Van Buskirk to S. B. Kahn, who will conduct the business at the same location.

Flint—Harry Watson, W. J. Pegg and James Martin, former partners in the People's Furniture Co., have

sold their shares to E. D. Salisbury, who, with C. N. Doty, is now in possession.

Thompsonville—A. R. Chattaway, formerly manager of the Hackley-Phelps-Bonnell Co.'s store at Hackley, Wis., has purchased the general stock of D. E. Slawson and will continue the business.

Detroit—A corporation has been formed under the style of the Standard Furniture Co. with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$5,050 paid in in cash.

Rockford—Dockeray & Beverly have sold their stock of groceries to Charles Bromley, of Big Rapids, who was manager of the store of the Foster-Winchester Lumber Co., at Slocum, for several years.

Sand Lake—Alfred Giddings has sold his stock of general merchandise to Frank B. Long, Tobias Fahner and Alton F. Petrie, of Pierson, who will continue the business under the style of Long, Fahner, Petrie & Co.

Sparta—Ira Smith has purchased C. A. Johnson's half interest in the general stock of C. A. Johnson & Co. The business will be continued by August A. Johnson and Ira Smith under the style of A. A. Johnson & Co.

Detroit—The Imperial Supply Co. has been incorporated to conduct a general merchandise business. The authorized capital stock of the company is \$20,000, of which amount \$10,000 has been subscribed and \$4,000 paid in in cash.

Gaines—L. H. Cooper has sold his stock of general merchandise to Milton Chatters and has accepted a position with the International Harvesting Co., of America. Mr. Cooper was local manager of the Union Telephone at Gaines.

Stambaugh—A corporation has been formed under the style of the Stambaugh Store Co. for the purpose of dealing in general merchandise. The authorized capital stock of the new company is \$6,000, all of which has been subscribed and paid in in cash.

Evart—The stock of drugs formerly owned by Dr. D. L. Dumon has been sold to E. G. Hanson, of Temple, by James H. Voller, and the goods have been shipped to that place. The store building made vacant will be occupied by the Hooker candy kitchen.

Charlotte—W. G. Wisner and M. A. Densmore have purchased the furniture stock of Dolson Bros. and will continue the same under the style of Wisner & Densmore. The former owners sold out in order to devote their entire time to the business of the Dolson Automobile Co.

Saline—A new corporation has been formed under the style of the Saline Co-operative Co. for the purpose of conducting a mercantile business. The authorized capital stock of the new company is \$10,000, of which amount \$5,180 has been subscribed and \$5,000 paid in in property.

Cadillac—The recent meeting of the stockholders of the Missaukee County Telephone Co. disclosed a very satisfactory condition. In addition to the regular quarterly dividend of

2 per cent. a special 6 per cent. dividend was declared and the articles of incorporation were amended to permit an increase of the capital stock from \$5,000 to \$20,000. The matter of consolidating the Missaukee County Telephone Co. and the Lake City exchange is being given serious consideration.

Manufacturing Matters.

Lansing—The National Supply Co. has increased its capital stock from \$75,000 to \$500,000.

Coldwater—Isaac E. Corless has been appointed receiver of the Coldwater Creamery Co.

St. Joseph—The capital stock of the Compound Door Co. has been increased from \$50,000 to \$80,000.

Coleman—The Michigan Head Lining & Hoop Co. has changed its name to the Michigan Head Lining Co.

Rose City—Prescott, Miller & Co.'s shingle mill was recently destroyed by fire. The firm manufactured 3,000,000 shingles and 4,500,000 feet of lumber last year.

Houghton—William S. Cleaves, President and principal stockholder in the Portage Lake Foundry & Machinery Co., has acquired the capital stock of the Hodge Iron Co.

Dowagiac—The Dowagiac Creamery & Butter Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,500 paid in in cash.

Cheboygan—The new shingle and tie mill built by Lombard & Rittenhouse at Sable Lake began operating last week and will be run day and night during the winter and next summer.

Northville—M. F. Stanley has been manufacturing on a small scale an adjustable piano bench of his own invention. The demand is such that he is trying to organize a company to erect a factory.

Kalamazoo—The Michigan Butter Co. has been incorporated to manufacture butter, with an authorized capital stock of \$4,000, of which amount \$2,000 has been subscribed and \$550 paid in in cash and \$450 in property.

Alpena—The lumber business of the Michigan Veneer Co. has been merged into a stock company under the same style with an authorized capital stock of \$60,000, all of which has been subscribed and paid in in property.

Bay City—J. W. McGraw has acquired 3,000 acres of timber land in the southeastern part of Oscoda county and will cut the timber, estimated at about 80,000,000 feet, after which the tract will be converted into a sheep ranch.

Detroit—The Nielsen Motor Co. has been incorporated to manufacture automobiles with an authorized capital stock of \$150,000, of which amount \$77,000 has been subscribed, \$1,000 being paid in in cash and \$76,000 in property.

Portland—The E. D. Verity Manufacturing Co. will be succeeded by the Verity-Caswell Table Co. The company will be reorganized with a capital stock of \$20,000, with \$10,000 paid in. There are orders on the books aggregating \$30,000.

Port Huron—A corporation has been formed under the style of McKenzie, Raymer, McLean & Co. to manufacture furniture. The company has an authorized capital stock of \$1,200, of which amount \$600 has been subscribed and paid in in property.

Morrice—A. L. Ramsey has sold his cheese factory to John Bishop, of Buchanan, who, at a cost of \$2,000, will convert it into a creamery. It will be in operation about April 15. Mr. Bishop now owns three creameries in Michigan and one at Knox, Ind.

Lake Linden—A corporation has been formed under the style of the Pointe Lumber Co. for the purpose of manufacturing lumber. The company has an authorized capital stock of \$14,000, of which amount \$7,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Simms Cut Glass Manufacturing Co. for the purpose of manufacturing cut glass. The authorized capital stock of the company is \$30,000, all of which has been subscribed and paid in in property.

Detroit—A corporation has been formed for the purpose of tempering brass articles under the style of the Atlas Brass & Manufacturing Co. The authorized capital stock of the company is \$10,000, of which amount \$7,700 has been subscribed and \$2,000 paid in in cash.

Detroit—A corporation has been formed under the style of the Ann Arbor Metal Riddle Co. for the purpose of manufacturing metal riddles. The company has an authorized capital stock of \$4,000, of which amount \$2,000 has been subscribed and \$1,000 paid in in cash.

South Boardman—A company has been formed under the style of the Lumbermen's Tool Co. for the purpose of manufacturing lumbermen's machinery. The corporation has an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and paid in in property.

Detroit—Arthur Colton, manufacturer of pharmaceutical machinery, has merged his business into a stock company under the style of the Arthur Colton Co. The new corporation has an authorized capital stock of \$100,000, all of which has been subscribed, \$5,666.83 being paid in in cash and \$94,333.17 in property.

Vassar—The John Parker Plow Co., having outgrown its old quarters, asked the village for the use of the old woolen mill building. At a citizens' meeting last week the sentiment seemed to be unanimous that the mill should be reserved for some outside concern, while at the same time some encouragement should be extended to the plow company.

Evart—At the annual meeting of the Evart Tool Co., Limited, it was decided to increase the capital stock from \$20,000 to \$40,000, the larger part of the increased capital being already subscribed and paid in. The company is about to install a large forging machine in addition to present equipment, and is also contemplating other improvements and additions to keep pace with its rapidly increasing business.



The Grain Market.

The wheat market for the week has just about held its own, but the tendency the past day or two has been decidedly bearish. The condition of the fall sown wheat is practically perfect as yet, no damage to speak of having occurred. The cold wave predicted to extend over the winter wheat belt was at first considered as bullish news and the market showed some strength, but as later reports showed the low temperature to be preceded by rain or snow, which gave ample protection to the plant, prices quickly reacted. The visible supply for the week showed a decrease of 747,000 bushels, making the present visible at 47,790,000 bushels. There has been quite a liberal movement through the State, stocks in the hands of elevators and millers being quite liberal. The flour trade has shown some improvement the past week over January, and the mills generally are running considerably stronger.

Corn prices have been weak and dragging, largely in sympathy with wheat, prices having fallen off about 1/2c for the week. The movement has been quite liberal and the demand from both export and domestic trade has been very good. The visible supply showed an increase of 476,000 bushels, making the present visible at 15,327,000 bushels.

Oats are practically unchanged for cash and a fraction weaker on futures and the movement is fairly free, but with Western oats crowding prices down, State oats are likely to show a little further decline.

The ground feed trade has not been as lively the past month as usual, due largely to the open winter and good stocks of corn and oats still in the hands of Michigan farmers and grain men. The trade is improving, however, and as ground corn and oat feeds are now selling at from \$1@2 per ton below bran and middlings the demand for the coarse feeds will be heavier.

L. Fred Peabody.

The Produce Market.

Apples—Steady and strong at \$4 for ordinary, \$4.25 for choice and \$4.50 for fancy. The demand is fair, but buyers seem to prefer the small lots and show a disinclination to load up. The market is slowly advancing with the season and it is hard to tell just what effect warmer weather, when it comes, will have.

Bananas—\$1.25 for small bunches; \$1.50 for large and \$2 for Jumbos. The supply is only moderate and the demand steady.

Butter—Creamery is strong at 26c for choice and 27 1/2c for extras. Dairy grades are active at 21@22c for No. 1 and 15c for packing stock. Renovated is in fair demand at 22c. The market is still considerably under last year, but is above the 1904 price. Dealers are watching the weather and before the market lowers for the spring season it is generally anticipated that higher prices will be seen.

Dairies are coming in slowly, being cleaned up each day by practically the same class of trade. Renovated will probably be in active demand from now on.

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 15@16c on track for case count for strictly fresh, holding candled at 17@18c. Receipts of fresh are liberal, the stores of the egg handlers reminding one of their usual appearance during the flush of the season in April.

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 \$1.75 per crate.

Oranges—Floridas are steady at \$3 and Californias fetch \$2.85 for Navels and \$3 for Redlands. Values are on a firm basis and there is a good, steady demand. The movement is large, although the cold weather is interfering with shipments to some 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. The situation appears unchanged and prices remain stationary. The demand is by no means heavy and prices are somewhat weak.

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

S. A. Sears, who has been closely identified with the baking business ever since he was a child and who is probably the most expert cracker baker in the country, was elected a Director of the National Biscuit Co. at the annual meeting held at New York last Saturday, which is a public recognition of his services in behalf of the corporation which is exceedingly pleasing to his friends, as it is undoubtedly satisfactory to himself. Mr. Sears will continue to reside in Grand Rapids, but will spend most of his time in Chicago to continue the management of the manufacturing department, in which he has achieved a large measure of success.

Cornelius DeHaas has sold his confectionery stock at 210 1/2 East Bridge street to Mrs. VanAntwerp, who will continue the business. Mr. DeHaas will conduct his grocery business at 356 Broadway, as heretofore.

C. D. Crittenden leaves next Wednesday for New Orleans, whence he sails for Havana on the following Friday. He will be gone about a fortnight and will be accompanied by his wife.

The Grocery Market.

Sugar—No actual decline has occurred because the refiners shrewdly stay out of the market, but the market is ready for another decline and seems sure to take it sooner or later. The outlook is for good crops and very low prices. The probability is that the importations of outside sugar will be much less this year than last: We and our privileged dependencies are getting much nearer a self-supporting stage. In spite of the weakness in raws, the refiners make no intimation that refined would decline further. There is, however, every reason to expect that it will. The trade should confine their purchases absolutely to their current wants at the present time. The demand for refined sugar is light.

Tea—The shortage of the Japan tea crop for 1905 was enough to cause the market to be very strong and especially now towards the end of the season when the retailers are stocking up again. There is a certain amount of cheap Japan teas being offered in this country, teas which have a good appearance but which lack keeping qualities and flavor in the cup. Many importers are averse to handling such teas as they are not a line which gives satisfaction, but the demand this season is such that the consumption of this tea will probably be large.

Coffee—There have been several small fluctuations in options during the week and actual Brazil coffee has advanced 1/4 cent since last report. The coffee market will not become settled until the speculative element retire. The demand for Brazil coffee is active. Mild coffee is firm and unchanged. Java and Mocha are steadily held and in fair demand.

Canned Goods—Corn is selling steadily at prices that are rather more profitable to the jobber. The demand for this vegetable has been large on account of the high prices of tomatoes. Canned peas are moving well and the market is firm, especially in some lines, as the pack was not a large one. String and wax beans are in moderate demand and without particular feature. Asparagus is practically cleaned up and the new pack, which is about to begin, will probably be sold before it is in the can. Prices have been made—25 cents on the mammoth white and 10 cents on the unpeeled. Some jobbers are holding tomatoes at \$1.35 to \$1.40. Compared with the prices of last year or the year before, this figure would appear to be almost prohibitive. It is reasonable, however, when the prices that the holders in Baltimore ask are taken into consideration. These figures are such that it is impossible for a jobber of the Northwest to sell standard tomatoes bought much, if any, under the \$1.35 mark. Reports from Baltimore say that the future sales have been more active the past week. A factor that is causing trouble now is the grower of tomatoes who asks about \$3 a ton more for his product than he received last year. This naturally makes the canner ask a high price for 1906 tomatoes. Jobbers report that the de-

mand is beginning to pick up for canned fruits. This is due to the depletion of the retailers' stocks and to a better demand from the consumers who have used up the home canned goods. All California canned fruits are out of first hands, which signifies a strong market. Gallon apples have advanced this week and the possibilities are that they will be higher before the new crop is available. This is true also of standards. Peaches are holding very firm and the movement is not particularly large as yet. Apricots are similarly situated. Pineapples are in a moderate demand at steady prices. Berries of the cheaper grades are in good demand but are not particularly plentiful.

Dried Fruits—Peaches are high and scarce and the demand, though not active, is still better than the demand for prunes, when the relative prices are considered. Apricots are wanted. The market is becoming closely cleaned up and prices are firm on the basis of about a month ago. Raisins are unchanged at the advance, orders since the work-up having been very few and small. There must still be a large unsold surplus on the coast. Currants are unchanged and steady. Prunes both on the coast and in secondary markets are unchanged and the demand everywhere seems very dull. The weather is mainly responsible for this.

Syrups and Molasses—Molasses is moving about as usual at this season of the year. Prices are reasonable and the condition is a firm one. Cold weather is a producer of business in this line and lower temperature would help the trade in every grade. Syrups in tins are moving out steadily and the market is showing an advance tendency. The weather has been perhaps better for this line the past week than the week preceding. This good demand, added to the strong tendency in all glucose products, may result in higher prices before a great while.

Provisions—The improved demand for almost everything in provisions has caused an advance of 1/4c@1/2c in practically everything in smoked meats. The general situation is firm. Lard also shows a one-quarter advance, pure lard having advanced on the market and compound in sympathy. Dried beef is unchanged and in better demand. Barrel pork is unchanged and firm; light demand. Canned meats are unchanged and fairly active.

Fish—Mackerel is fairly active and steady. Norway 1s, 2s and 3s seem to have the call. Cod, hake and had-dock have improved somewhat because of the cold weather, but though the demand has improved the tone of the market is not very strong. Sardines are unchanged and quiet. Herring are in slightly improved demand at somewhat harder prices. Salmon is unchanged, except for the fact that some brands of red Alaska have become scarce, so large has been the demand.

The most brittle thing in the world is a good resolution.

WINDOW TRIMMING

Fine Windows of Bags, Candy, Carpets, Wall Papers.

Ever since I was a child I dearly loved to look into the store windows, en regle or not en regle. Nothing pleased me more than to slide along behind my parents—or other older people whose surveillance I was under to make me behave myself—and linger longingly before those dear delights so temptingly displayed, so tantalizingly exhibited. I used to get brought up good and sharp for the dillydallying; but I had seen all the lovely toys, and it was somewhat similar to "See Rome and die!"

Since I began to look at a store window more through the eyes of the man who trimmed it I see other things about it than just the materials that went into it. And the more attention I give the matter the more am I convinced that the less a store front has in it the more there is to see. This sounds a trifle paradoxical, 'tis true. But when you stop to think of it isn't it the windows that have the least in whose contents you remember the best? Take a space that is all cluttered up with stuff and the mind recalls but little that went to make the ensemble. Two or three articles—at most half a dozen—are all that impressed you sufficiently to stick in your memory. What a woeful waste of time and effort that, where one sees a great aggregation of goods crowded into a window, and mayhap a very small window at that. If but a few pieces are utilized, with adequate open places between, the effect is that given by having a plenty of room to breathe in. The window doesn't produce a feeling of stuffiness in the beholder.

Some magnificent windows were noticed to-day on Monroe street. I think the dresser must have had something of the foregoing in mind when he planned them. Rugs, rugs—rugs everywhere—nothing but rugs. They form the background, they cover the entire floor, they are grouped here and there, at proper intervals, in an artistic manner. One looking in is steeped in admiration—spellbound before the rich colorings spread out for his eyes to feast on!

A few placards—not too many—are interspersed with the merchandise:

New Rugs.
The Moderate Prices
That we are able
To ask
For these
High Class Rugs
Should interest
Every
Carpet buyer.

The rugs in the background hang lengthwise and fill the entire width of the immense windows. One section is devoted to the real Oriental things, while the others are in like designs but from modern countries.

Merchandise done up in the orig-

inal package or carton always stops people, whether it be in the window or on the sidewalk. The Heystek & Canfield Co. has an attractive placard—a white circle surrounded by a mat of olive green. It reads:

Imported Wall Papers
from
England, Germany,
France, Scotland.
Prices less than you
Imagine.

Part of the lettering of this card is red and part black.

In the center of the window is a great "original" package of wall paper, the rolls themselves, the ends showing white at the outer circle and the rest red.

A picture of Lincoln surmounts a length of red paper, in honor of the Lincoln Club Banquet held Monday evening at the Auditorium.

Steketee has a special sale of ladies' handbags and a window to show 'em off—all sorts, ranging in price from 48c to \$5.92. Walrus skin and alligator skin form a conspicuous part of the material employed in their construction. Three suit cases are introduced by way of variety and contrast—two dark and one light. The floor is white with a red border and white hemstitched lunch cloths cover the pedestals, on which are nickel standards holding the bags.

Muir's Drug Store has an appetizing array of beribboned fancy bon-bon boxes with this inscription accompanying:

Winthrop M. Baker
Boston
Chocolates

The other half of the space is taken up with an open bag of horehound drops with a tagged stick saying:

¼ lb.
Horehound
5c.

All around are small bags put close together, folded at the top to give a cylindrical shape.

If ever a display would sell goods that of the Harvey & Seymour Co. should do so. Five lengths of green "forest" paper are suspended from a height, and two pictures of fancy heads hang from a wire line at top. At the rear is a design made of red burlap paneled off with flat black strips of beaded wood. Above this paneling, which is about five feet high, is a black plate rail holding pottery. Above is a conventional pattern of dull orange-colored paper, finished with a wide cream-tinted wooden coring, the upper edge of which has a narrow black moulding and a black picture moulding is below. This arrangement shows the details that may be carried out to make a handsome room.

Many a noble thought has been drowned in a shallow ink well.

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

Everybody who sells
good candy sells
Hanselman Candies.

Made by Hanselman Candy Co.

In Kalamazoo, Mich.



Putnam's Menthol Cough Drops

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

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

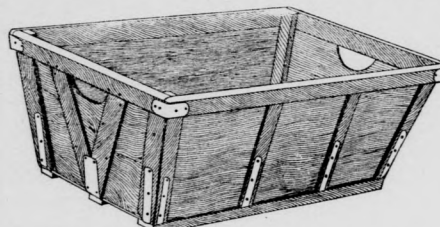
One Full Size Carton Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

Makers
GRAND RAPIDS, MICH.

Can You Deliver the Goods?



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

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

Be in line and order a dozen or two.

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

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

CANDY! CANDY!

Scientific methods and sanitary surroundings with plenty of room, plenty of light, plenty of air, makes our factory the kind you ought to patronize.

Yours for the best,

Straub Bros. & Amiotte
Traverse City, Mich.

No Goods Made in the Basement

Encourages the Raising of Flax.

Port Huron, Feb. 13—The establishment of the Summers Fiber Co.'s flax mill promises to be the entering wedge for the building up of a big industry in cordage-making, linen mills and kindred establishments for the working up of the by-products. Those who have given thought to the subject fully believe that this city will, in a short time, become an important center for this industry.

The establishment now here was located by men who have a full knowledge of the business, and chose this point owing to its superior advantages and the suitability of the adjacent country in the Thumb for the raising of the raw material.

The present mill is devoted chiefly to the making of twine, the seed being shipped to Chicago and other points for manufacture into the other commercial products of the plant, while fiber is also sent to the spinning mills of the East. Negotiations, however, are under way by the chamber of commerce for securing a linen mill.

Experiments with the Michigan fiber has shown that it is suitable for the manufacture of the finest of so-called Irish linen, and the obtaining of the raw material is only dependent upon getting an advantageous market.

The raising of flax has been proven to be more profitable than the farming of wheat, and its cultivation during the past few years has been gradually extended.

Next year it is estimated that from 25,000 to 40,000 tons will be raised in the counties of the Thumb alone, meaning a cultivation for this purpose of from 15,000 to 20,000 acres, the yield being from one to three tons to the acre.

The flax industry, it is predicted, is on the eve of a great development, for one thing owing to the discovery of a method of making cordage out of the unretted flax, which reduces the cost from that under the old method by nearly one-half. As there are but two concerns, the Port Huron establishment and the National Harvester Co., using this method, Port Huron expects to reap its share of the increased business.

The economy of centralizing the manufacture of the by-products and this city's splendid shipping facilities by both rail and water, will ultimately result in the gathering here, besides the present plant and linen mills, of oil mills, paint works, factories for making commercial twine, oakum and for making tow of the refuse.

Two New Fence Factories in Prospect.

Adrian, Feb. 13—Two new fence companies are about ready to announce their entrance into life and activity. In one case all that remains to be done is to give the loom another thorough test and in the other to raise the necessary capital.

The Lenawee Manufacturing Co. was organized last year for the purpose of manufacturing fence anchors, but afterward turned its attention to the fence business proper and set to work to get out a fence of its own

The loom has been made at the Adrian Manufacturing Co.'s plant and is said to be a winner. It will make a woven wire fence similar to that of the Page, but, it is said, can make it about three times as fast.

Members of the company do not wish to say whether the company will locate here or not, but it is rumored that the company simply intends to manufacture the fence machines for sale.

That the company has a good loom is shown by the interest being manifested in it by other fence concerns. One local company offered a good sum for the loom, it is said, while members of the fence trust are also said to have strings out after it.

Another company, in which A. M. Lamb and John Bugby are interested, has its loom constructed and all that remains is the raising of the necessary capital. It is expected the company will be financed by Boston capitalists. The loom has been made in Canada, where Mr. Lamb is interested in other fence concerns, and is already in operation.

H. S. Roe, President of the Adrian Business Men's Association, is sending out notices to those who subscribed for stock in the Eames Pulley Co., of Three Rivers, informing them that a meeting will be held Feb. 14 for the purpose of signing articles of incorporation. The company will be reorganized under the name of the Adrian Pulley Co.

It is understood the Eames people are already packing up, preparatory to moving, and it is thought the company can begin operations here in a month. It is expected that between twenty and twenty-five men will be employed at the outset, to be increased as the business grows.

Prosperous Condition at Kalamazoo.

Kalamazoo, Feb. 13—A new industry, which manufactures pins, was put in operation this week. The company is headed by L. D. Cooley and has taken over the property of the U-Pin-It Hook-and-Eye Co., which closed down almost a year ago. There are 25,000 blanket pins made daily and twenty men are employed in the factory.

Martin Haas, manufacturer of cement and concrete block for building purposes, has been granted a patent for putting tar paper in the cement and concrete to prevent water going through and keep the blocks from crumbling.

Kalamazoo buggy and carriage manufacturers, along with one sled company, prepared for a big run on cutters, bobs and hand sleds this winter. Almost all of them will be compelled to carry over a larger stock than for years.

The Monarch Paper Co. began work this week placing the machinery in its new mills. It will take until late next fall to get all of the machinery in place, and it will be January 1 before the mills are put in operation.

A secret sorrow is a joy forever—to most people.

Money makes many a man go—awooing.

By order of the Bankruptcy Court the undersigned will sell the Stock of Clothing of Fred Townsend, Battle Creek, Michigan, February 19, at 2 p. m., at public auction. Inventory about \$4,000.

IRA A. BECK

Battle Creek, Mich.

REDUCTION

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

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

Deal With Firm That Deals Facts.

Exploiting Special Sales

That's my business. Closing out stocks and reduction sales a specialty. Only dependable and honorable methods employed. High grade references. Write for terms and dates.

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

PUSH, ETERNAL PUSH



is the price of prosperity. Don't let January be a dull month, but let us put on a "Special Sale" that will bring you substantial returns and will turn the usually dull days of January into busy ones. Goods turned to gold by a man who knows. I will reduce or close out all kinds of merchandise and guarantee you 100 cents on the dollar over all expense. You can be sure you are right if you write me today, not tomorrow.

E. B. LONGWELL, 53 River St., Chicago
Successor to J. S. Taylor.

We want competent Apple and Potato Buyers to correspond with us.

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

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.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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E. A. STOWE, Editor.

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AS TO NEW INDUSTRIES.

At a meeting of the Grand Rapids real estate dealers the other evening one of the gentlemen protested that the Grand Rapids Board of Trade is not sufficiently active in its efforts to secure new industries for this city. It is well established history that boards of trade and other public welfare organizations do not secure new industries that are desirable for any village or city by the giving of bonus considerations. The principle of bestowing premiums or prizes rests wholly upon excellence already attained, and in ninety-nine out of a hundred cases where a bonus is sought it is upon promises to demonstrate worth not yet proven. A bonus is a premium, a prize. Now, if the real estate gentleman had urged the Board of Trade to award a cash prize to the industrial enterprise already established in Grand Rapids, showing the best percentage of gain for the actual capital represented by that enterprise, he would not have been so much beside the question as he is in his original contention.

The bonus-giving practice is one that was thoughtlessly introduced some twenty or more years ago when public spirited co-operation for the good of individual communities was young, enthusiastic and inexperienced. The original Committee of One Hundred of the city of Philadelphia in the very early 80's—a strong, patriotic and sincere body of splendid business men—experienced the bonus experiment in the effort to build up the industrial importance of the Quaker City, and they were not long in getting at the core of the proposition and dropping it. Then they undertook the exemption from taxation idea, with similar results.

And the history in these regards of the Philadelphia organization has been duplicated by scores of cities all over the land. Our admirably located neighbor, the city of Muskegon, has learned its lesson to its cost, as is shown by a suit now pending to recover a premium of ten thousand dollars paid on a promise made ten years ago and never yet fulfilled.

The cities of Detroit, Jackson, Muskegon, Bay City, Saginaw, Flint, Lansing, Battle Creek, Kalamazoo, St. Joseph, Benton Harbor, Holland, Grand Haven, yes, even Grand Rap-

ids, are all well acquainted, through actual experience, with the futility of paying something for nothing in the effort to attract new industries.

The only industrial propositions worth having are those which, because of faulty location, labor troubles or insufficient buildings, land area or equipment, must seek new locations; and in deciding to move they also decide to take and do take with them their trade, their good will and every asset they possess. They do not make the change loaded with liabilities. In brief, they are first class, tangible and well established enterprises, making a change because a change is an absolute necessity and can not be accomplished except by locating in another village or city.

As to the policy of the Grand Rapids Board of Trade it is irrevocably against the giving of a bonus. Any industrial proposition that is tangible and can "stand up" under most careful and thorough investigation by the Industrial Committee of the Board is guaranteed every help within the reach of the Board. If buildings are needed on a rental basis the Board will do its best to secure such buildings at the lowest possible figure; if a site upon which to erect buildings is required every help will be given to secure the site at the minimum of cost; if a site is owned and a new building is wanted the Board will exert its influence to the last degree in the effort to find an investor to erect such a structure; if additional capital is desired the Board will give of its influence in that direction.

No business enterprise that is prosperous and a good investment is seeking a new location just for the sake of making a change or merely because some board of trade or other similar organization has urged it to make the change. If the change is made it is either because it is an actual necessity or because the value of the proposition can thus be increased. And there are two ways of increasing such value, legitimately and on an upright business basis or by misrepresentation and trickery. The latter is a short lived matter, and all cities are striving to the best of their ability to evade such an experience.

The Dairy and Food Department was given an opportunity to reply to the charges against certain inspectors in the employ of the Department, made in the last issue of the Michigan Tradesman, but, up to the hour of going to press, no communication has been received from Lansing. It is reasonable to assume, therefore, that the Department pleads guilty to the charges made by the Tradesman and, such being the case, it is now in order for Commissioner Bird to dispense with the services of the men who have brought disgrace on the Department and serious loss on the creamerymen by practicing and preaching the false doctrine of too much water in the butter.

Some family trees are good—to hide in.

A SQUARE DEAL.

The Tradesman has had more or less to say of late concerning the use of preservatives in food, especially in connection with the preparation of fruit preserves, sweet pickles and catsup, and some questions have arisen as to why the Tradesman has taken a stand in favor of the use of a certain preservative which happens to be condemned by the crafty chemist who is now in charge of the Bureau of Chemistry of the Department of Agriculture at Washington.

The Tradesman is not prejudiced in favor of any particular preservative which is wholesome and which is not used in sufficient quantities to produce harmful results. One manufacturer may find it desirable to use benzoic acid, while another manufacturer in the same line prefers to use cinnamic acid instead. Both preservatives have much in common, both as to origin and effect, and the Tradesman sees no reason why either article should be prohibited by law when used in such minute quantities as the food manufacturers are in the habit of using them.

Four years ago Dr. Wiley promised the food manufacturers that if they would turn in and assist him to secure an appropriation to carry on the work of his so-called "poison squad"—the appropriation was subsequently secured—he would carefully investigate the use of benzoic acid and make an official report thereon at the earliest possible moment; that if he found it necessary to condemn the use of benzoic acid he would first give the manufacturers another preservative to take its place, because he realized that they must have a preservative to use in certain branches of their business. No longer ago than last December Dr. Wiley stated to a committee of manufacturers that he had not yet reached a decision. In a letter written to the Tradesman within the last week he states definitely that he is opposed to the use of benzoic acid, because he believes it to be harmful. Opposed to him in this opinion are such noted authorities as Dr. Vaughan and Dr. Kedzie, of Michigan, and Prof. Kremers, of Wisconsin. These men are not sensationalists and sensation mongers. They are expert chemists of a high order whose names and fame are known in every portion of the scientific world. They have made a careful study of benzoic acid and find it to be an excellent preservative when used in the proper proportions. They not only state this as a fact, but base their professional reputations on the statement and what they say to-day is the same as what they said yesterday and the same as they will say to-morrow. Dr. Wiley, on the other hand, seeks to curry favor with the agricultural element of the country and the yellow journals of the cities by uttering all kinds of improbable stories concerning the alleged use of preservatives. One day it is concerning milk and the next day it relates to sausage and the day following it covers the field of flavoring extracts. He feeds his sensation mill with a fresh subject every day and the newspaper reporters of Washington find

him a constant source of inspiration, although it is very generally conceded by the newspaper fraternity that Dr. Wiley has become so fond of seeing his name in print that he is not particular what is said in such connection; that a cock-and-bull story is just as acceptable to him as the plain statement of a patient chemist. Experience has demonstrated that Dr. Wiley is not a safe leader, because he is erratic, irresponsible and not always truthful. He is a trimmer of the worst possible description and a grandstand player of the first magnitude. Such a man is not fit, in the opinion of the Tradesman, to occupy the position he does at the head of the Bureau of Chemistry of the Agricultural Department, and the sooner the people reach this conclusion and replace Dr. Wiley with a man who can always be depended upon, whose word is good, whose judgment is sound and whose crazy anxiety to see his name in print does not obscure his vision, the better it will be for all concerned.

Dr. Wiley has a penchant for endorsing every food bill into which he can inject his peculiar personality. It is known that he endorsed the Davison bill, which is in the interest of the whisky trade. He has endorsed the McCumber bill, which is in the interest of the beer brewing trade. He has endorsed both the Heyburn and Hepburn bills because they both contain paragraphs which are so devoid of clearness, so far as definitions go, that they will serve as a mesh behind which is given the opportunity for graft. If there is anything this country wants, it is a food law written in plain, clear language, so concise that there can be no mistake as to its meaning and so simple that it does not require a lawyer or a chemist or a grafter to interpret it. It has been found, time and time again, that where obscure passages are introduced into laws of this kind, they owe their existence to the crafty hand of the grafter and they usually serve as a fruitful source of revenue for the man whose fertile brain devised them and caused them to be crystalized into law.

If there is anything the food manufacturers of this country desire and deserve, it is a square deal. Few of them want the privilege of using anything but wholesome materials. Those who do wish to use harmful ingredients should be restrained by rigid law. Outside of a few fanatics the rightful use of preservatives is conceded, and all the manufacturers can reasonably ask and all that they reasonably expect is that Congress, in its wisdom, will give them a hearing and allow them to make such representations before a committee that their position will be fully defined and their right to use a harmless preservative be conceded and sustained.

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BORAX AND BORIC ACID.

Their Use as Food Preservatives Fully Sustained.

In 1900 Professor Oscar Liebreich, of Berlin, published a paper on the action of boric acid and borax (*Vierteljahrsschrift für ger. Med.*, 1900, 19, 83), in which after a most exhaustive study, this author concluded that boric acid and its salts are practically without harmful effects upon man and that they may be used as food preservatives without injury, provided that the amounts employed be kept within certain limits. This matter is of sufficient importance to justify a brief statement of the points made by Professor Liebreich. In the first place it is shown that boric acid is a normal constituent of many plants, and its presence in California wine was detected by Baumert in 1888. At first it was supposed that its presence in the wine was due to the fact that it had been used as an adulterant. However, more extended investigation, embracing the examination of a thousand different kinds of wine of German and foreign make, demonstrated that boric acid is a normal constituent of the grape vine and of wine. It follows from this that if we regard wine as a normal and proper food, we must admit that boric acid is naturally present in this widely used food product and that habitual wine drinkers must consume considerable quantities of this substance. In order to demonstrate the harmless nature of boric acid Professor Liebreich fed a number of animals upon foods mixed with considerable amounts of this substance, and in this way studied its effects. To a dog three grams of boric acid was administered daily for thirty-six days. On the 12th day this animal vomited, but it is doubtful whether this was due to the administration of boric acid or not, for the administration was continued in undiminished quantities and without any evidence of harmful effect upon the animal. At the expiration of the thirty-six days, and after the dog had taken 108 grams of boric acid, it was found that its weight had increased 0.26 kilograms. To the second dog 2 grams was administered daily during a period of thirty-six days. On the 15th day this animal vomited, but again the administration of the boric acid was continued, without evidence of further disturbance, and at the expiration of thirty-six days, and after the animal had taken 72 grams of boric acid, it remained in apparent perfect health, and it was found to have increased in weight 0.01 kilogram. To a third dog 1 gram of boric acid was administered daily for twenty-four days, without any evidence of ill effect, and at the expiration of the time the animal was found to have gained 0.37 kilogram in weight. As a companion test a dog was fed 3 grams of sodium bicarbonate daily for thirty-six days. Diarrhoea in mild form prevailed during a part of this time, and at the end of the experiment it was found that the animal had lost 0.05 kilogram. Still another animal was given 3 grams of potassium nitrate, or saltpetre, daily for thirty-six days, at the expiration

of which time it was found that this dog had lost 5.40 kilos, which was equivalent to 19.4 per cent. of its original weight. Additional experiments were made upon rabbits and guinea pigs, in which it was shown that these animals may be given as much as 0.3 gram of boric acid daily without injury. In the further prosecution of his studies Professor Liebreich investigated the local action of borax, soda and saltpetre upon ciliated epithelium, and upon the mucous membrane of the stomach and intestines. He ascertained that a solution of boric acid had no effect upon the movements of ciliated epithelium, until the strength was increased to from 2 to 3 per cent., while a 4 per cent. solution of borax locally applied for twenty minutes did not affect the movements. In comparison with these findings it was demonstrated that 5 per cent. solutions of either common salt or saltpetre arrest the movements of ciliated epithelium. In his studies on the action of these agents upon the mucous membrane of the stomach and intestines, the abdominal cavities of narcotized animals were opened, and solutions of varying strength of the different substances were locally applied. After this had been done the mucous membrane was studied both macroscopically and microscopically, and the latter form of investigation was carried out with both fresh and fixed preparations. As a result of this work it was found that 5 per cent. solutions of boric acid are totally without effect upon the mucous membrane of the stomach and intestines. However, these tissues are more susceptible to the action of borax, the difference being due to the alkalinity of the solution of the salt. When a 1 per cent. solution of borax was employed slight changes were observable under the microscope, and were found to be identical with those induced by other alkalies. When stronger solutions were applied an excess of mucous was poured out, and some epithelial cells were found to be separated from the membrane. Two per cent. solutions of borax had a markedly injurious effect upon the mucous membrane of the stomach and intestines. With soda the effects were still more marked, and with a 1 per cent. solution there was plainly defined disintegration of the epithelial cells. Solutions of saltpetre were found to be still more injurious, and even 0.5 per cent. solutions of this substance have a markedly harmful local action on the mucous membrane of the stomach and intestines. From his studies along this line Professor Liebreich came to the conclusion that boric acid is practically without effect upon the mucous membrane of the stomach and intestines, while the action of borax on these tissues is due simply to the fact that it is an alkaline substance.

In still another series of experiments Professor Liebreich studied the influence of the administration of borax upon tissue metabolism. In these investigations the amount of nitrogen in the food and in the excretions, together with the volume, specific gravity and reaction of the urine, and the weight of the faeces

were regarded. The metabolism of the animal was studied through a period preceding the administration of the borax, then during the time of administration, and, lastly, through an after period. It was found that the administration of 2 grams of borax daily had no appreciable effect upon tissue metabolism. It did increase the specific gravity of the urine and render this secretion alkaline. The animal continued during the whole time of the experimentation in a condition of nitrogen equilibrium, thus showing that its metabolism was not altered.

Professor Liebreich demonstrated that both borax and boric acid are easily and rapidly excreted from the system, and that there is no cumulative action. Two dogs were fed for five consecutive days, number one with borax and number two with boric acid, the dose in both instances being 150 centigrams daily. Thirty hours after the administration of the last dose the animals were killed and their brains, cords, bone marrow, blood and livers chemically examined, and in no instance could any trace of boric acid be found. Professor Liebreich concludes from this and similar experiments, as well as from the literature of the medical administration of boric acid and its salts, that cumulative action is not to be expected. It is true, he states, that very large doses, administered for a long time, may be detrimental, but the amount necessary to induce these harmful effects is many times that used in the preservation of foods. Professor Liebreich makes the following statement: "Quite naturally there have been observed in the therapeutical applications certain cases of idiosyncrasy. However, similar cases occur after eating certain kinds of food, such as strawberries, crayfish, etc., which in some people may cause eruptions on the skin. Like cases of idiosyncrasy are met with in the administration of medicinal agents, such as quinine and potassium iodide, and even rhubarb in rare instances causes the formation of large blisters on the skin. However, idiosyncrasy is not of special importance in the administration of borax and boric acid. In the treatment of epilepsy Gowers administered daily 0.91 of a gram of borax for two years, and then 3.62 grams daily (the period during which the last mentioned dose was adminis-

tered is not given), when finally a psoriasis-like eruption appeared on the skin. Similar eruptions occurred in other epileptics submitted to the same treatment. Evans reports a case in which from 1.8 to 3.6 grams was administered daily during a long period, after which a dermatitis occurred in one instance, and a disease of the nails and a falling out of the hair in another. However, Evans states that these patients were possibly syphilitic, and he is not altogether certain that the symptoms should not be attributed to this condition. Moreover, these doses are far in excess of the amounts which would be used as food preservatives." Some unfortunate accidents have occurred in surgery in cases in which large quantities of boric acid have been injected into cavities. A case reported by Sophia Grumpelt belongs to this class. A teaspoonful of boric acid dissolved in one pint of water was used for irrigation of the large intestine. After three or four injections the patient complained of headache, slight nausea and intense dryness of the skin. On discontinuing the use of the boric acid the symptoms ceased, to reappear with the resumption of irrigation. In the majority of cases reported in surgery in which ill effects have been attributed to injections of boric acid, there is no statement of the amount of the substance injected, and the reporter usually confines his statement to the per cent. of the solution employed without giving any definite idea as to the volume of the solution retained in the body.

In still another series of experiments Professor Liebreich studied the action of borax and boric acid on the different digestive ferments, with the following results: 1. The addition of 5 per cent. of borax to saliva decreased the amount of sugar formed by 57.8 per cent. This was probably due to the alkalinity, inasmuch as it was found that sodium carbonate completely arrested the diastatic action of the saliva. 2. On gastric digestion solutions of borax of from 0.1-0.25 per cent. have no action. When the strength of the solution is increased to 0.5 per cent. there is a slight effect. This is undoubtedly due to the fact that the borax neutralizes the acid of the gastric juice, for it was shown that even a 5 per cent. solution of boric acid does not retard gastric digestion. At the same

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time a control experiment showed that the presence of saltpetre to the extent of 0.1 of 1 per cent. so greatly retarded gastric digestion artificially carried out that one-fourth of the albumin remained undigested. 3. Neither borax nor boric acid retards the digestion of starches by the pancreatic juice. Boric acid was also found to be without effect upon the proteolytic enzymes of the pancreatic juice.

A very important point brought out by Professor Liebreich in his paper is the fact that while borax and boric acid can be used for the preservation of fresh foods, they can not be used for restoring decomposed foods to apparently a fresh state. In other words, borax and boric acid are not disinfectants; they are only feeble antiseptics. They are not capable of destroying germs which are already growing abundantly, but they have an inhibiting effect upon the relatively few germs that are present in fresh foods, and therefore tend to prevent decomposition. However, Professor Liebreich brought forward no experimental evidence on this special point, and it was one of the objects of our own special work to determine to what extent borax and boric acid may be used for the purpose of inhibiting the growth of bacteria, and we will return to the discussion of this subject after we have more fully reviewed the literature.

In point of time the paper by Chittenden and Gies on "The Influence of Borax and Boric Acid Upon Nutrition, with Special Reference to Proteid Metabolism" (American Journal of Physiology, 1898, 1, 1) preceded the investigations of Professor Liebreich. Chittenden and Gies made an exhaustive study of the influence of borax and boric acid upon metabolism in dogs. Their general conclusions are stated as follows: "Moderate doses of borax, up to 5 grains per day, even when continued for some time, are without influence upon proteid metabolism. Neither do they exert any specific influence upon the general nutritional changes of the body. Under no circumstances, so far as we have been able to ascertain, does borax tend to increase body weight, or to protect the proteid matter of the tissues.

"Large doses of borax, 5 to 10 grains daily, have a direct stimulating effect upon proteid metabolism, as claimed by Gruber; such doses, especially if continued, lead to an increased excretion of nitrogen through the urine, also of sulphuric acid and phosphoric acid.

"Boric acid, on the other hand, in doses up to 3 grains per day, is practically without influence upon proteid metabolism, and upon the general nutrition of the body.

"Borax, when taken in large doses, tends to retard somewhat the assimilation of proteid and fatty foods, increasing noticeably the weight of the faeces, and their content of nitrogen and fat. With very large doses there is a tendency toward diarrhoea, and an increased excretion of mucous. Boric acid, on the contrary, in doses up to 3 grains per day, is wholly without influence in these directions.

"Borax causes a decrease in the volume of the urine, changes the reaction of the fluid to alkaline, and raises the specific gravity, owing to the rapid elimination of borax through this channel. Under no circumstances have we observed any diuretic action with either borax or boric acid. The latter agent has little effect on the volume of the urine.

"Both borax and boric acid are quickly eliminated from the body through the urine, twenty-four to thirty-six hours being generally sufficient for their complete removal. Rarely are they found in the faeces.

"Neither borax nor boric acid have any influence upon the putrefactive processes of the intestines, as measured by the amount of combined sulphuric acid in the urine, or by Jaffe's indoxyl test. Exceedingly large doses of borax are inactive in this direction, not because the salt is without action upon micro-organisms, but because of its rapid absorption from the intestinal tract.

"Borax and boric acid, when given in quantities equal to 1.5 to 2 per cent. of the daily food, are liable to produce nausea and vomiting.

"Owing to the rapid elimination of both borax and boric acid no marked cumulative action can result from their daily ingestion in moderate quantities.

"At no time in these experiments was there any indication of abnormality in the urine; albumin and sugar were never present."

The third notable paper upon this subject is one entitled, "On the Influence of Boric Acid and Borax Upon the General Metabolism of Children" (The Journal of Hygiene, 1901, 1, 168), by Professor Tunnicliffe, of King's College, London, and Dr. Rosenheim. These experiments were made upon three children, two boys, aged 2½ and 5 years, and a girl, aged 4 years. The boys were healthy and robust, but the girl was delicate, and, in fact, was convalescing from pneumonia. With a mixed diet the children were found to be approximately in a condition of nitrogen equilibrium. Then they were fed upon accurately weighed quantities of proper foods, and their excretions collected, weighed and submitted to analysis. In the case of the boy, aged 2½ years, metabolism was studied during a period of twenty-five days, this time being divided into a "fore-period" of eight days, a "boric acid period" of seven days, a "borax period" of five days and an "after period" of five days. With the other children the "fore-period" was reduced to five days, reducing the total period of metabolism study from twenty-five to twenty-two days. In each case the urine was collected, measured, its reaction and specific gravity determined, and its nitrogen, uric acid, phosphorus, sulphuric acid, both total and ethereal, content determined. The faeces were also collected, weighed and the amount of water, nitrogen, phosphorus and fat determined. The body weight was ascertained at the beginning and close of each period. The conclusions reached by these investigators are stated as follows:

"Boric acid. 1, small doses, up to

1 gram per diem, continued for some time exert in healthy or delicate children no influence upon proteid metabolism. The assimilation of the proteid food was improved in one healthy child. 2, the phosphorus metabolism was unaffected in all cases. The assimilation of phosphorus was in all cases improved. 3, the assimilation of fat was not affected. 4, the body weight increased in all cases. 5, the quantity of dry faeces was not affected. Their nitrogen and phosphorus percentage was slightly decreased. 6, no inhibitory effect upon intestinal putrefaction could be demonstrated.

"Borax. 1, continued doses of 1.5 grams have no influence in healthy or delicate children upon proteid metabolism. The proteid assimilation was unaffected in healthy children, slightly depressed in the delicate child. 2, the phosphorus metabolism was not affected in healthy or delicate children. The assimilation of phosphorus was improved in all cases, the amount being least marked in the case of the delicate child. 3, the fat assimilation was improved in the case of one healthy child, and unaffected in the case of the others. 4, the body weight was increased in all cases; the increase was most marked in the case of the delicate child. 5, the weight of dry faeces and their nitrogen and phosphorus percentage remained unaltered. 6, borax tended rather to increase intestinal putrefaction.

"Boric acid and borax. 1, both boric acid and borax were quickly eliminated, no cumulative action being therefore probable. 2, neither boric acid nor borax in any way affected the general health and well being of the children."

The above are the most important and exhaustive papers that have been written on the influence of borax and boric acid on metabolism. We have refrained from going more minutely into the literature of the subject, because the papers referred to above have done this in an exhaustive manner. We will now turn to the question of the present use of borax and boric acid as food preservatives. It will be well to ascertain in what things, and to what extent these substances are used. On June 5, 1899, Robert T. Lunham, a pork packer of Chicago, in his testimony before the Pure Food Committee of the United States Senate, of which Senator Mason, of Illinois, has been chairman, stated that his firm used borax on the meats which they export. He claimed that until these preservatives were used it was impossible to ship meat to England without its becoming slimy. He stated that the meat is first cured in a brine containing salt and saltpetre. When ready for shipment it is taken from this brine, the surface is sprinkled with powdered borax, which keeps the meat from getting slimy. When the consignment reaches England the borax is washed off as soon as the meat is unpacked, and it is then in practically the same condition as it was when taken from the brine in Chicago. As to the amount employed, he stated that for a box of meat weighing from

five to six hundred pounds as much as seven pounds of borax was sometimes used. If the meat was quite dry a smaller amount sufficed. The firm which he represents began the use of borax and boric acid in 1875 and has continued it ever since. When asked what percentage of the exports of pork go out boraxed, he replied that it was not less than 95 per cent. Mr. Lunham was very positive in his statement that the use of borax on export pork is absolutely necessary to carry on the business in a manner satisfactory to the European consumer.

Before the same Committee Mr. Charles Y. Knight, editor of the Chicago Dairy Produce, stated that borax or boric acid has been long used by Australian, South American and French dairymen in the products shipped from these countries to England, and that the same preservative is now used in butter exported from this country, although not so extensively as that exported from the other countries mentioned. According to this witness 1 per cent. of borax is worked in the butter with the salt, and about one-half of it is removed in the washing out process, thus leaving one-half of 1 per cent. in the product when it reaches the consumer. Borax and boric acid are quite generally used as preservatives in chopped meats. The butcher buys it under some fanciful name, such as "Preservitas," and is advised by the directions to add one-half of 1 per cent. to the meat. It is also used, especially in the larger cities, for the preservation of cream.

In 1899 the Local Government Board of England appointed a committee to investigate the use of preservatives and coloring matters in the preservation and coloring of food. The result of the work of this committee has recently (1901) appeared in the form of a voluminous blue book. This committee consisted of Sir Herbert Maxwell, Professor Thorpe, Vice-President of the Royal Society, Dr. Herbert Bulstrode and Professor Francis Tunnicliffe, of King's College. This report is made up of the testimony of importers and other dealers in food products in England, of prominent physicians and health officers, and of certain scientific investigations carried on by members of the committee, together with reports of the personal investigation of dairies in Holland, Denmark and other countries. It will not be possible, nor is it desirable, for us to go very minutely into the evidence contained in this report, but a few quotations or abstracts may be of value in this connection. Mr. John Kellitt, on behalf of the Grocers' Federation, made the following statement: "American bacon used to be very salty. You might steep it and do what you liked with it, but you could not make it mild. Formerly the American bacon was cured in America and then packed in boxes with a large quantity of salt; so long as it remained in those boxes it was gradually becoming more salt, and when we took it out of the boxes and prepared it for sale, we had to steep it for a long time to extract the salt;

but do what we could, we could not make it mild. The consequence was that we had endless complaints about the bacon being salty, and this is not a condition that we have at all now. The bacon is cured now and the salt washed off, and it is just dusted with borax and sent over in that form, and the borax prevents its becoming slimy, and does away with the excessive saltiness that we formerly had in the bacon." When asked whether or not the method of treating hams with boric acid had led to an increased sale this witness replied: "I think so. I think we have had better sale of bacon preserved by the borax, as we call it, and, indeed, unless there had been an alteration in the method, the sale would have been limited very much, it was so salty." Other importers of meat gave practically the same testimony, both concerning the method of using the preservative and its beneficial effects upon the quality of the meat. It was also stated that fly-blown meat is now rarely seen, while formerly, when salt and saltpetre were relied upon as preservatives, many tons of meat exported from America to England were rendered unfit for use by flies. The testimony of the English importers of butter was equally positive and unanimous. One firm had made an experiment as follows: A churning of 112 pounds of butter was divided into four equal parts. To number 1 there was added 1 per cent. of boric acid. To number 2 1 per cent. of boric acid and 3 per cent. of salt; to number 3 3 per cent. of salt only and to number 4 6 per cent. of salt. These samples were packed in exactly the same way, in similar boxes, and stored for nine months, at the expiration of which time numbers 1 and 2 were found to be good and eatable, while numbers 3 and 4 were rancid and unfit for use. The report shows that practically all the butter now imported into England from Australia, North and South America, France and Ireland is treated with borax or boric acid, while that brought from Denmark contains no preservative. However, it is the custom in Denmark, at least is a widely prevalent custom, to pasteurize the milk before it is churned, and this undoubtedly improves the keeping qualities of the butter. Moreover, a number of food dealers testify that Danish butter, even when made from pasteurized milk, has not the keeping qualities possessed by other foreign butters, which are preserved with boric acid.

After collecting the information contained in this voluminous report, the English Commission made the following recommendations to the Local Government Board: a. That the use of formaldehyde or formalin or preparations thereof in foods or drinks be absolutely prohibited, and that salicylic acid be not used in a greater proportion than 1 grain per pint in liquid food and 1 grain per pound in solid food; its presence in all cases to be declared. b. That the use of any preservative or coloring matter whatever in milk offered for sale in the United Kingdom be constituted an offense under the Sale of

Food and Drugs Acts. c. That the only preservative which it shall be lawful to use in cream be boric acid, or mixtures of boric acid and borax, and in amount not exceeding 0.25 per cent., expressed as boric acid; the amount of such preservative to be notified by a label upon the vessel. d. That the only preservative permitted to be used in butter and margarine be boric acid or mixtures of boric acid and borax, to be used in proportions not exceeding 0.5 per cent., expressed as boric acid. e. That in the case of all dietetic preparations intended for the use of invalids or infants chemical preservatives of all kinds be prohibited. f. That the use of copper salts in the so-called "greening" of preserved foods be prohibited (one member of the Committee, Professor Tunnicliffe, dissented from this recommendation). g. That means be provided either by the establishment of a separate court of reference or by the imposition of more direct obligation on the Local Government Board to exercise supervision over the use of preservatives and coloring matters in foods, and to prepare schedules of such as may be considered inimical to the public health.

We have given the recommendations of this Commission in full, thinking that all of them would possess more or less practical interest to American sanitarians. On the whole we are inclined to think that these recommendations, founded as they are upon valuable testimony and scientific experimentation, are fair and just. At present there can be no question about the desirability of preventing the use of formaldehyde in any and all foods. Salicylic acid in the proportion permitted in the recommendation is sufficient to arrest the fermentation of cider and certain other fermentative drinks, and we do not believe that in these small quantities it can be harmful, especially since its use is prohibited in the foods of infants and invalids. The second recommendation, which prevents the employment of any preservative or coloring matter in milk, is certainly a wise one. Milk is so prone to decomposition that in order to preserve it nothing short of questionable quantities of any known antiseptic or germicide would be of service. In the second place, inasmuch as milk constitutes the sole food of infants, the amount of any effective preservative would have to be sufficiently large to endanger the health of the consumer. In the third place, if the use of preservatives in milk is permitted extreme care and marked skill which should be given to the marketing of this food would be neglected and harm would result. In the fourth place, while milk is now transported several hundred miles in order to reach the consumer, in our largest cities this distance is much less than that over which butter and meat are carried. Permission to use $\frac{1}{4}$ of 1 per cent. of boric acid in cream seems to us to be not likely to cause any harm. This food is practically used only by adults, and in such small quantities that the amount of boric acid taken by the consumer in his

cream, with the restriction imposed by the recommendations, must be regarded as altogether free from danger. The same is true concerning the permission to use $\frac{1}{2}$ of 1 per cent. of boric acid in butter. This small amount is quite as inert as 5 or 6 per cent. of common salt, and certainly butter preserved with $\frac{1}{2}$ of 1 per cent. of boric acid is more palatable than that which contains 6 per cent. of salt. The fifth recommendation, which forbids the use of all chemical preservatives in food for invalids and infants, is certainly at present, at least, wise. So far as the employment of copper salts in the greening of peas is concerned we agree with the dissenting member of the Committee. It is somewhat strange that the Committee in its recommendations fails to say anything about the use of preservatives in meat. In their conclusions, upon which their recommendations are founded, there is the following statement: "Compounds of boracic acid have not been proved to be more harmful than saltpetre to the consumer, yet saltpetre has been used from time immemorial in curing bacon, etc. The modern use of borax and boracic acid has enabled producers to dispense with a large proportion of common salt formerly necessary, thereby rendering bacon far milder to the palate and protecting it from taint and fly blow. Although the greater number of the witnesses disclaimed any knowledge that boracic acid or borax is actually injected into the carcasses, we are convinced from our own observations, as well as from the testimony of certain witnesses, that these preservatives are used in the curing of hog products, ham being found to contain amounts varying from 4 to 24 grains per pound and bacon from $2\frac{1}{2}$ to $8\frac{1}{2}$ grains per pound. The use of boron preservatives, which began about twenty years ago, is now very general in the import trade in bacon and ham. No doubt they are exceedingly convenient, but that they are not indispensable is proved by the success of a large and well known firm of exporters of Wiltshire bacon, which uses no antiseptics but salt and saltpetre. * * * After very carefully weighing the evidence we have come to the conclusion that as regards the trade in fresh and cured meat, fish, butter, margarine and other food substances, in the consumption of which but small quantities of the antiseptic are taken into the system, there exists no sufficient reason for endeavoring to prevent the use of boron preservatives."

It will be observed that none of the above mentioned investigators have given special attention to the antiseptic properties of boric acid. Of course the fact that this agent has been found practically to be of value in the preservation of food indicates that it must have marked antiseptic properties. We have undertaken to look up the literature of this part of the subject and make some additional experiments. Herzen (LaSemaine Medical, 1889, 74) demonstrated experimentally that boric acid, even in dilutions of from 0.5 to 0.05 per cent., inhibits the acetic acid fermentation

of wine. The same investigator took pieces of meat and immersed them for from one to two hours in a hot solution of boric acid and then enclosed them in air-tight vessels and found that meat thus treated showed no signs of putrefaction after many months. Next he took two quarters of veal, immersed them for a few moments in a hot 5 per cent. solution of boric acid and then sealed them in metallic cans, which were shipped to Buenos Ayres. After reaching the South American port one of these cans was opened and the meat found to be perfectly fresh. The other can was returned to France, and when opened the surface of the meat appeared to be quite fresh, but the deeper parts of the tissue were greenish and gave off a putrefactive odor. According to the investigations of Biermacki (Pfluger's Arch., 49, 112) less than a 4 per cent. solution of boric acid is without effect upon alcoholic fermentation. Pettersson (Arch. f. Hygiene, 37, 171) finds as a result of extensive studies of different meat preservatives that boric acid has marked inhibitory effect upon the growth of bacteria, but that it is without influence upon the development of yeasts. He states that borax is a very active preservative, and when mixed with common salt, even in small quantities, it forms a most effective preservative agent. In his experimental work he came to the conclusion that in the preservation of meat 3 per cent. of borax is as effective as 20 per cent. of salt and as 4 per cent. of boric acid.

We will now proceed to detail our own experiments upon the preservative properties of borax and boric acid. We have experimented with meat, butter and cream. In our meat experiments we used finely chopped beef. Finely powdered borax and boracic acid were added to the meat and the two thoroughly mixed with a sterilized spatula. In order to take up constant quantities of this meat we had prepared small metallic spoons which hold 10 milligrams of the meat when closely packed down. In this way 10 milligrams of the meat were placed in 10 cc. of sterilized beef tea, and 1-30 of a cc. of this was transferred to a second tube containing 10 cc. of bouillon. In this way we had two dilutions of the meat, from each of which gelatin and agar plates were made at different periods and the germs that developed were counted. In making the plates a loop carrying 1-200 cc. of fluid was employed.

During the first seventy-two hours of both of these series of experiments the meat used was kept out of doors, where the temperature was slightly below the freezing point. During the remainder of the period of experimentation the preparations were kept indoors, where the temperature varied from 15 to 25 deg. C.

In our experiments with cream 1-10 cc. of the cream was added to 10 cc. of sterilized bouillon and a loop of 1-200 of a cc. of this was taken to inoculate the plates.

We purchased five samples of margarin and butter. They may be designated as follows: Number 1, uncolored oleomargarin; number 2, col-

ored oleomargarin; number 3, country butter; number 4, creamery butter; number 5, process butter. Each of these was tested for borax with negative results. Each sample was divided into two portions of equal weight, and these portions placed in sterilized moist chambers. To one portion of each kind 0.5 per cent. of boric acid was added. All the samples were then kept practically at the freezing point, the temperature varying not more than 5 per cent. above or below the freezing point. In the preparation of the plates a small amount of each sample was placed in a sterilized test tube, and this heated to the melting point of the butter. One-twentieth of a cc. of the melted butter was placed in 10 cc. of bouillon and thoroughly agitated. In making the plates a loop containing 1-200 cc. of the beef tea dilution was employed. The plates were kept at 37 deg.

The object in having two dilutions from which plates were made was to enable us to count the germs in the second dilution after they had become too numerous to be counted in the more concentrated preparation. It is said that 0.5 per cent. of boric acid is quite sufficient to markedly inhibit the growth of germs which are generally found in meat, and we are of the opinion that the amount of this preservative allowed in chopped meats should be limited to $\frac{1}{2}$ of 1 per cent. When the preservative is used as it is in export meats, and is merely sprinkled on the surface, we can see no objection to the use of as much as 1.5 per cent., because most of this is washed off when the consignment of meat reaches its destination. Attention has already been called to the fact that the use of borax and boric acid prevents meat from becoming slimy. We thought this point of sufficient importance to justify special investigation. We observed in our own experiments that meats without borax kept at ordinary temperature became slimy within a few days. From the surface of such meats we made gelatin and agar plates, and from these we obtained twenty different kinds of micro-organisms. Of these fourteen are peptonizing bacteria. Some peptonize meat and gelatin rapidly, converting an ordinary gelatin tube into a fluid at ordinary room temperature within twenty-four to forty-eight hours, while others peptonize more slowly. All of these fourteen peptonizing germs which we found on the surface of the meat are obligate aerobes. From these findings we conclude that meat becomes slimy on account of the growth on its surface of peptonizing aerobic bacteria, and this easily explains why it is that hams and bacon sprinkled with borax or boric acid do not become slimy. It may be pointed out that even $\frac{1}{8}$ of 1 per cent. of boric acid markedly inhibits the growth of bacteria in cream. It is also of importance to call attention to the fact that after cream becomes markedly sour, whether it contains a preservative or not, there is a marked decrease in its bacterial content. This undoubtedly is due to the acid formed in the cream. One-eighth of 1 per cent. of either

borax or boric acid delays the souring of cream when kept at ordinary room temperature for about twenty-four hours, and when the amount of the preservative is increased to 0.25 per cent. the souring does not appear until an additional day has elapsed, while with 0.5 per cent. the souring is still further delayed.

We were surprised at the small number of germs in the country butter, and, in fact, the number of colonies developed in all the samples of margarin and butter seemed to us surprisingly small. We could account for this only on the ground that the low temperature at which these samples had been kept inhibited the growth of bacteria.

From our study of the literature and from our own investigations we draw the following conclusions:

1. The use of borax or boric acid as preservatives in butter and cream in the quantities specified in the recommendations of the English Commission is justified both by practical results and by scientific experimentation.
2. The dusting of the surfaces of hams and bacon which are to be transported long distances with borax or boric acid not exceeding 1.5 per cent. of the weight of the meat is effective and not objectionable from a sanitary standpoint.
3. Meat thus dusted with borax or boric acid does not become slimy because the preservative thus used prevents the growth of aerobic, peptonizing micro-organisms.

Victor C. Vaughan,
Prof. of Hygiene in University of Michigan.

Difficult Position Occupied By the Buttermaker.

Progress in all lines is made possible by the advancement of new thoughts and ideas. It would seem that not an undiscovered point remains in the field of invention to enable the buttermaker of to-day to scientifically manufacture that preferred article so extensively used throughout our country and known as creamery butter.

Knowledge in buttermaking like all other technical industries has grown mainly out of experience and study. The facts have been learned by observation, but the why of each is frequently shrouded in mystery. The ability to produce good creamery butter is dependent upon so many conditions as well as the characteristics of the buttermaker and his surroundings that it is practically impossible to recommend a fixed set of rules which would prove successful in every instance.

The subject in itself is one which has merited years of study and experiments by some of our most talented men, and which it would be impossible to cover thoroughly without taking more space than has been allotted me. All I can hope to do, therefore, is to present a few facts which I have learned by study and experience, and which may prove of value to those who are interested in the production of good butter.

From the first introduction of the factory or creamery to the present

Ice Cream Creamery Butter Dressed Poultry

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

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

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

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time, the science of buttermaking has advanced rapidly. The introduction of the factory system was brought about more by the desire to take away from the farm the drudgery of buttermaking, than anything else, and the result was to specialize the business of manufacturing butter, put it into professional hands and secure the latest and best, both in utensils and buttermaking apparatus, as well as skill in marketing the goods.

The buttermaker is not alone responsible for delivery of the best butter to the customers. The patron delivering milk or cream plays a prominent part. The separator has come into almost universal use with the cream gathering system as well as the whole milk system, and its savings are fully realized in financial returns by all concerned.

The whole milk system puts the fresh new milk into the hands of the expert creamery operator as against the cream gathering method of leaving it with the farmer to care for until delivered, thus in nearly all cases insuring a far finer quality of butter from the whole milk factory. Whether the factory is run on the cream gathering system or the whole milk system the results obtained are not all due to the effort of the buttermaker.

The results to be obtained are many and may be traced in detail from the grass in the field to the finished product on the table of the customer. Proper care of milk by patrons is essential. As fast as drawn the milk should be strained and some system of cooling and aerating used. A good plan is to have the cans set in cold water (running water if it can be had) and the milk agitated while cooling. The night's and morning's milk should not be mixed, it should be kept in separate cans. If from any cause it is necessary to mix the two milks they should be thoroughly cooled first.

This is an important part of the patrons' work. It is a part of the work that patrons are inclined to neglect, and they apparently think that if their milk passes the weigh can they are all right. They are half right as the man at the weigh can should not receive milk that is not all right. As the creameryman can not make fine butter out of a bad milk, it should be returned to the patron as often as may be necessary to teach him that bad milk will not pass. The creameryman must do this to protect himself and the other patrons, as one patron's bad milk would act as a ferment for a whole vat of milk and there would be off-flavored butter, making a loss of reputation to the man operating the

creamery. Poor butter will not pass on the reputation of the maker.

Very few dairymen realize how readily milk absorbs odors—undesirable odors which will be imparted to the milk if exposed to them—such as odors of the stable, poor silage, decayed vegetables, etc. The patrons should be cleanly about their work of caring for the cans and milking, deliver their milk in prime condition, and then they have a right to demand good returns.

It requires considerable tact to handle a lot of patrons without friction. Most any person can empty cans and weigh milk, but this is not the vital part of the work. We must refuse to receive milk from which we can not make fine butter. Not only milk which has become soured but milk which has become tainted with undesirable odors. Tempering and separating may seem to be a very simple matter, at the same time there are a right way and a wrong way. Sudden heating is not advisable. Too high a temperature is objectionable and unnecessary. Eighty to 85 degrees is a good temperature at which to separate.

As soon as separated the cream should be cooled and allowed to stand for a certain length of time, during which it undergoes a series of fermentation technically known as "ripening." The proper temperature of ripening must necessarily vary, depending upon influencing conditions, one of which is the state of the weather, as the oxygen in the surrounding atmosphere has a decided effect upon the development of acid forming bacteria. In warm weather it is sometimes necessary to ripen cream at a much lower temperature than in cold weather, because it is apt to reach a higher degree of acidity at the beginning of ripening. Ripen so as to reach a degree of acidity of about 45 to 50 at the time of churning. It will at this degree of acidity have a smooth appearance when stirred. It should be agitated frequently and not allowed to experience sudden changes in temperature while ripening.

To obtain the desired flavor, when cream is ripened by the natural ripening, we are depending upon the various species of bacteria that have happened to gain access to the milk. On the other hand if a starter is used in the ripening process we are apt to obtain a more uniform product from day to day. Never churn a warm cream. If too warm cool and hold for a time before churning. A much more exhaustive churning may be obtained when churning at as low a temperature as possible. It will also require less washing to remove the buttermilk, and the butter can be worked and handled without dan-

ger of injuring the grain. The churn should be stopped when granules of butter have formed the size of a grain of wheat, and the buttermilk drawn off. The butter should then be rinsed with water, at about the same temperature as the cream when churned, using enough to float it. Rinse enough to wash out the buttermilk.

The color and amount of salt to be used must be regulated to suit the customer, and may be allowed a wide variation, although it is better to have a standard of color. Keep the butter in the granular form until the salt is added, as the salt can be in this way thoroughly incorporated in the butter with less working than when the butter is allowed to pack before the salt is added.

In my experience I have found that no fixed rule can be applied to working the butter, but work enough to evenly distribute the salt without injury to the grain, and if the butter is churned and held at a low temperature this can easily be done. The

temperature of the room and butter will allow a variation in the time required to work it.

If butter is to be put in packages, tubs, etc., be sure they are clean and sweet before putting the butter in them. For local nearby trade, prints wrapped in parchment paper afford a very satisfactory way to market butter. Even for long distance shipments prints are preferred by nearly all customers, and can be shipped so as to reach their destination in good condition if suitable trunks are used, constructed with ice box for shipping in warm weather. Have a brand for your butter and put in on every package. C. Waldo Phillips.

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Weekly Market Review of the Principal Staples.

Heavy Brown Goods—Heavy goods are of comparatively little interest to the home trade, as far as advance business is concerned, but spot goods are just as difficult to obtain as formerly and most buyers are willing to pay premiums for early deliveries. The manufacturing interests are badly in need of goods, particularly drills, twills, ducks and denims. The bag trade are short of osnaburgs and Southern stripes, as well as tobacco goods. Prices on all heavy browns are as firm as they were a week ago, but no advances have been made. In medium and light browns converters are less anxious to take certain things on which they have been operating, and in a few lines prices have been made with the idea of attracting additional business. As a rule, however, these efforts have not been successful, largely due, it is believed, to the fact that the converter has been obliged to purchase so far ahead on fine yarn goods that he is inclined to be more conservative on other grades in order to offset the apparent speculation which has been necessary on this class of fabrics. Convertibles for linings, especially, have been heavily sought for and the staple grays in these weights have been forgotten for the time being. On certain lightweight browns the requests reported are indicative of a need for spot goods and a willingness to operate to a considerable distance ahead. On print cloth yarn goods a slightly firmer tone is indicated at second hands, where certain narrow goods have been sold for prompt delivery at an advance.

Napped Fabrics—The withdrawal of additional lines of woven napped goods proves the satisfactory character of demand on this class of goods, and although the lines yet to be opened are a factor of uncertainty, yet sufficient business has been done on goods that have been shown to guarantee a very satisfactory status for the season. Domets or canton flannels are very active for fall delivery and printed flannels and flannelettes are in the same position.

Underwear—The advance in ladies' ribbed underwear has met with considerable opposition on the part of buyers, as there is a general feeling that it is greater than the circumstances warrant. Jobbers are complaining that it is impossible for them to make any profits out of this line at the present prices, and they unite in refusing to place orders until there is some reduction. At the present time there are no signs of any such reduction, as the manufacturers claim that if they accede to the demands of the buyers they will be trading at a loss themselves. There is no doubt that if the buyers still persist in this policy the manufacturers will be placed in a bad position. Fleeced underwear has sold very well and the

prices maintained, although not in every way satisfactory to the buyers, have been generally accepted. The trading now is rather small in this line, but manufacturers express much satisfaction at the way the season has ended. There are a few buyers still in the market looking for small lots, although the season is practically closed. The prices on this line have remained very steady for the last month, so that those who formerly looked for a reduction are now convinced that the increase is permanent. This was the cause of quite a little renewed trading a short while ago.

Hosiery—Most of the large jobbers are now well covered on fleeced hosiery, and the market so far has proved exceptionally good. The orders that have come in from the road may be taken as an indication that the increase in prices will meet with but little opposition in the general market. The lines of heavyweight goods are now completely sold up, and manufacturers are preparing for the coming of the retailers. While the present trading is somewhat confined to a few lines, a brisk market is expected when the season is at its height. A great deal of the caution which marked the past season's buying has already disappeared, and as the advance in cotton has now been maintained for a time long enough to be safely regarded as permanent, there ought to be nothing to restrain active buying in the coming season.

Carpets—Manufacturers of three-quarter fabrics booked a fair volume of new business during the past week, but the yardage covered by the orders is not as large as the manufacturers expect to receive a few weeks later. For the number of looms engaged in the production of Brussels fabrics the yardage ordered is proportionately larger than for any other class of three-quarter goods. A noticeable thing about the orders is that they are chiefly for high grade fabrics. This is accepted as a very good indication of the general prosperity of the country, as in prosperous times the mass of consumers are sticklers for quality and are willing to pay a reasonable price for the quality wanted. On the other hand, when prosperity is not general the important question is one of price more than of quality. Wilton velvets are in good demand and manufacturers are busy. Tapestry manufacturers report orders as coming in freely for a considerable yardage of medium and high grade fabrics. The demand for low grade tapestry is light and but few manufacturers are trying to push the sales of this grade as they have sufficient orders on the better grades to keep their plants fully employed. The woolen ingrain situation has materially improved during the last month. In fact, the improvement is far greater than manufacturers deemed probable two months ago, but the industry has not as yet regained its old-time activity. The manufacturers who sell direct to the retail trade have the major portion of the business. In a great measure the prosperity of the industry depends on the retailer and his good will largely depends on the

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

size of his profit. Owing to the high prices of the raw materials the manufacturer is either compelled to advance the price of his goods or else lower the standard of quality by the use of inferior materials. If he advances the price to a parity with the cost of high grade materials the retailer is unable to get his normal profit, as consumers are not willing to pay advanced prices, and if he lowers the quality consumers do not want the goods at any price. By eliminating the jobber the manufacturer is able to improve the quality of his goods and at the same time sell them to the retailer at a price that will enable the latter to get his usual profit. Experience has taught the manufacturer that the average retailer is generally indifferent to quality, but keenly alive to the percentage of profit. He will not buy high class goods that yield only a small profit unless forced to do so by the demands of his customers, and unfortunately the reputation that ingrains have gained during the past few years is not of the kind that will cause consumers to insist on getting them in preference to other grades. Consequently the retailer has always been ready to substitute an inferior grade of ingrain yielding the usual profit for a superior line yielding but a small profit, nor has he experienced much difficulty in inducing customers to take the inferior lines, or some other class of fabrics on which the profit was satisfactory, for the high grade ingrain. By dividing the jobbers' profits with the retailers the manufacturer hopes to be able to produce a fabric of a quality that will recommend itself to the consuming public and that will at the same time yield the retailer a profit sufficiently large to induce him to push the sales of it in preference to the inferior lines supplied him by jobbers.

Rugs—Made-up rugs are in good demand among retailers and the effect of this is felt by the manufacturers in an increased number of orders. Smyrna rug manufacturers report that business booked up to date far exceeds their expectations at the opening of the season. As a rule manufacturers of art squares are well supplied with business. Some have not been as successful as they expected, as their samples did not take, while others, whose samples were attractive, have booked orders to the full capacity of their plants and any future orders received will have to be manufactured by outside plants.

Some Cheeky Requests That Had To Be Granted.

Written for the Tradesman.

I am a clerk in a large establishment dealing in general merchandise in an Eastern Michigan city. I am in all parts of the store and my duties necessitate my meeting hundreds of ladies in the way of trade. Very many of them are the pink of perfection to wait on, but some there be whose idiosyncrasies take on a tinge of the extremely ludicrous, not to mention unreasonableness.

I am hired as a general supply and I know the stock pretty thoroughly as I have been with the same people

for going on fifteen years. Being, as I say, in all parts of the store, my observations are not limited to any one class or set.

I recall a certain lady who was at the stationery department just before last Christmas. Her husband is reckoned as a rich man. He may not be wealthy, but at any rate they have "all the comforts of home." They dress well, keep a horse and carriage and apparently lead a pretty easy life. This lady I mention, whom I myself waited on, was buying twelve sheets of pink tissue in which to wrap some holiday gifts. I was spreading out a piece of manilla paper in which to roll the thin stuff when she interrupted me by saying, in a somewhat deprecatory way:

"Now I just wish you'd add eight sheets to those I've already bought. Last year, the day before Christmas, I got a dozen sheets here and eight of them were damaged. And you must give me the eight sheets for nothing."

Asked why she didn't speak of it the next time she was in the store, she mumbled that she "didn't know—she just didn't do so, that was all."

The twelve sheets I was doing up reached the magnificent sum of 5 cents, in that quality!

I suavely included the requested eight sheets in the parcel, bowed the lady to the door and—sat down on a seat nearby to recover.

The next day she came in again. She enquired for me, and, would you believe it, I sold her \$10 worth of fine linen stationery with her monogram ordered to be embossed on it!

And I thought of that homely old adage, "You never can tell by the looks of a frog how far he will jump."

The tissue paper transaction was on a par with the woman who asked our shoe department to exchange a tubular pair of shoestrings for flat ones. And the former had been "thrown in" ten days before with the purchase of a pair of cheap shoes!

Another schemy customer tried a dodge on this same section to get them to "take back" a pair of shoes and give her new ones. The "returns" showed at a glance that they had seen days of service—perhaps weeks. The woman had a tongue in her head which report named "venomous," and, too, she was quite a frequent patron.

We hated to do it, but, for the sake of keeping that description of unruly member from wagging, we plunked down another pair of shoes, and they retailed at four fifty!

A trifle worse than these, though, was the case of a woman who wore one of our hats for six months—an expensive one that we made to order for her, and which she said she was "perfectly satisfied" with—and then brought it back and wanted us to make it all over for her for nothing, on the flimsy excuse that it "wasn't exactly becoming to her."

Again we sold our feelings for policy, although we hated ourselves for it. But you "just hafo" knuckle down like this sometimes in order to keep trade from slipping through your fingers.

D. O. N.

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

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., ¼-lb., ½-lb. air-tight cans.

QUALITY IS REMEMBERED

Long After Price is Forgotten

We Have Both

Volk Stamp and Stencil Co.

W. J. VOLK, J. P. SOLOMAN
62-64-66 GRISWOLD ST., DETROIT, MICH.

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

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

FOOTE & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

Water in the Bread.

Water is a component part of every article of food, whether it is dry, moist, vegetable, or animal. A very interesting study can be made of this question in the Bethnal-green Museum, from the food and bread side of the question. Mr. A. H. Church, M. A., in his study of "Plain words about water," says a loaf of bread one day old weighing 4 pounds, contains more than $1\frac{1}{2}$ pounds of water and 100 pounds of bread contains 40 pounds of water. The writing paper we use, he says, is one-tenth part water. So the public buy water in their writing paper, as well as they buy water in their milk, meat, vegetables, and bread. It is just as impossible to sell bread without water as it is any other article of food or drink. It is as well that the public should know this fact, and the writers who charge bakers with selling water in their bread. We see from this statement that he would be a very clever man who could sell bread without containing water. Even flour, meal, and dry biscuits contain a certain percentage of water, which the baker had to pay for in the first instance before he can make them into loaves. Another interesting fact is given by the same writer in relation to the human body. He says a healthy, full-grown man weighing 11 stone needs $5\frac{1}{2}$ pounds of water in twenty-four hours—two quarts. This he takes in all forms of food. If we suppose a man to weigh 11 stone, it will generally be found that nearly 8 stone of this weight is nothing but water. In other words, we find a man weighing 154 pounds contains in his bones, his flesh, his blood, in his brain, and his liver, and even in the fatty layers of his body, such a quantity of water that when counted up into a grand total it will amount to over 100 pounds and in a healthy man, a well-grown, it will be not less than 104 pounds, and may be as much as 112 pounds. The waste side is equally striking; we lose in a day from our lungs, skin, and in solid and liquid waste of our bodies 6 pounds $3\frac{3}{4}$ ounces of water. The water question, it is very evident, is but imperfectly understood by the public.—Bakers' Record.

Illuminating the Show Window.

Hundreds of fine show windows are spoiled by being lighted wrong at night and in the daytime, too. Some merchants seem to think that the idea is at night to get all the light they can to shine out of the windows on the street so that every one going by will say, "My, what a bright light!"

That's all right if you want people to remember your store simply as the store with the bright light, but if you are out to sell the goods, the goods are what you want to show. The small stores can't afford to patronize the amalgamated order of professional window-gazers to draw the crowd. The goods themselves have to be the attraction.

If that is the case, the goods must be lighted whether the pavement outside is or not. Arrange your light-

ing scheme so that the light will fall on the goods.

During the day I let our curtains down about a quarter of the way and at night we have the lights arranged where they won't be too prominent themselves, but will throw their strength on the goods and not dazzle the eyes of the people who look in.

What kind of a theater would you call it where the footlights were turned so that all the light was reflected right in the faces of the audience? You'd probably have a good deal to say about the theater and its management, and they would be town talk but nobody would know what play they had tried to put on.

Another thing the boss was going to do when he had an opening with his new window, after they were handsomely dressed with the prettiest goods in the ranch, was to stick pasters with catchy phrases on them all over the glass.

I must have looked kind o' funny when he told me to do that, because he wanted to know if I didn't think it was a good scheme. I said, "What did you put in those new windows for? Wouldn't the old ones have done just about as well to hang advertisements on?" He said he guessed that was right. He'd put these in so he could show up the goods better and he reckoned he hadn't better go and hide all the goods he had in them.

It makes me tired to see the way some storekeepers, who think they are great advertisers, paste signs on their windows. Why, no one will look through a window when there is something on it to catch their eye. If you want folks to see the goods, don't hide them with window strips on the glass.—Frank Farrington in Brains.

Australia Gaining in Cotton.

Australians are expecting to be cotton growers. The suitability of soil and climate for cotton growing in the greater part of Queensland, northern West Australia, and the vast northern territory of South Australia has long been placed beyond dispute, but the paucity of population, apart from other considerations, hitherto has been an obstacle to the development of cotton growing. In the northern territory the cotton plant has diffused itself without man's help, and may almost be regarded as a part of the North Australia flora, no less than seven out of the eight known species flourishing there. Some years ago a cotton mill was established in Queensland, but failed for want of capital, low prices, and lack of experience. This discouraged the farmers, who turned to dairy farming. Things are different now. The farmers have faith once more in cotton growing, and are ready to undertake it on large scales if assured of sufficient labor in the picking season. It is said that an average farmer's family could work out an area of from five to ten acres, besides doing other farm work.

You can not keep happiness to yourself.

FREE

If It Does Not Please

Stands Highest With the Trade!

"Fold Nine"

Stands Highest in the Oven!

3,500 bbls. per day



**Sheffield-King
Milling Co.**

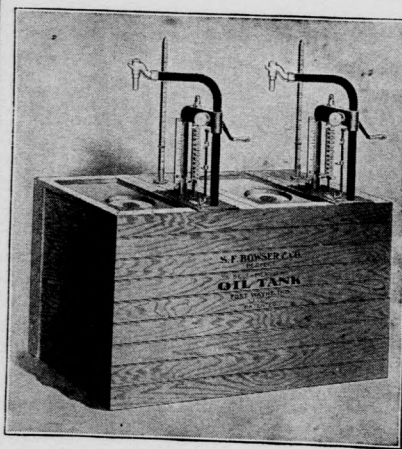
Minneapolis, Minn.

Judson Grocer Co.

Distributors
Grand Rapids, Mich.



WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle oil of any kind it will pay you to purchase a

**BOWSER
SELF MEASURING
OIL TANK**

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these are worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

LET US GIVE YOU FULL PARTICULARS—ASK FOR CATALOG "M"

S. F. BOWSER & CO.
FORT WAYNE, INDIANA

PROTECTIVE RELIGION.

Why Business Men Contribute To Revival Funds.

Written for the Tradesman:

"There's a big revival on at Philadelphia," said the clerk, laying aside the morning newspaper. "Four hundred clergymen employed, a chorus of 3,000 voices, and all that."

"Yes, and it is costing a heap of money," remarked the book-keeper. "The paper announces that \$50,000 will be raised to pay the expenses."

"Whew!" said the clerk. "I wonder where all the money comes from?"

"I'll tell you," said the junior member of the firm, laying aside his pen, "it comes from the business men of the city."

"Always the business men," laughed the book-keeper. "They are asked to put up for everything, from a street carnival to a religious revival. I should think they would get tired of emptying their pockets at every call."

"Business men will always provide money for a religious revival," said the senior member, "and also for rescue missions."

"I don't see why they should," remarked the clerk.

"Because the church is one of the strongest factors in modern life," replied the senior member.

"I had an idea," observed the book-keeper, "that the church organization was coming to be regarded as a fashionable club with a literary annex."

"That is not true," said the senior. "Whatever may be said for and against the church, it sets the standard of morality. Show me a city with plenty of church spires pointing to the sky, and I'll show you a pretty good town to do business in."

"I had never considered the church as a commercial proposition," said the clerk. "This is a new one on me."

"I am not saying that the church is a commercial proposition," replied the senior, "but I do say that without the influence of the church business would go to the dogs."

"For instance?"

This from the book-keeper, who was an old employe and took verbal liberties with his employers.

"Well," said the senior, "we have laws directed against false pretenses, forgery, larceny, and all the other crimes against property. We also have laws directed against murder, mayhem, assault and battery and other crimes against the person. Now, can you believe for a moment that these laws would prove effective if there were no moral sentiment behind them? The law is a broken stick when not backed by public sentiment, and the church creates public sentiment."

"There is a lot of public sentiment which is not favorable to the church," said the clerk.

"There is no public sentiment against religion," said the senior. "People often find fault with the church's presentation of the truths of the bible, but when they stop and think of the end of life, of the body wasting away under a mound of sod, of all the light, and color, and beauty

of life passing from them, they want to believe that there is something beyond. The church teaches that there is something beyond, and few there are who dispute it."

There was silence for a moment, broken only by the scratch-scratch of the book-keeper's pen.

"I knew a man once," continued the senior, "who was naturally bad at heart. There are people in the world who are like poisonous snakes. They should be slain without compunction of conscience wherever met. This man belonged to that class. He was mean, and desperate and unscrupulous."

"Well, I did this man a favor once. I didn't do it for himself, though. I would never have done that. I buried his child because his wife came sobbing into my office and asked me to save her the disgrace of a pauper funeral. She was pale and thin, worn from too little food and too much work. It was winter, and she shivered in a cotton gown, without a wrap of any kind. It was pitiful. I gave her the money for the burial and the next day her brute of a husband came to thank me."

"I was anxious to be rid of him, but he sat down in a chair near my desk and looked me in the face with the dumb gratitude shown by animals. He evidently had something on his mind, and I waited with what patience I could muster for him to begin."

"Then he told me how near I had been to death one night about a month before the death of his child. I was working at the office alone, and the doors of the big safe were open. The money drawer held several thousand dollars in cash, and by some means this man knew it. He entered the office to murder me and get the money. He might have slain me without difficulty. He might have crept up behind my chair and struck me down and taken the money, but he didn't do it."

"He told me there that day why he didn't. He said that he could have killed me and taken the money with little fear of detection, for he had a carefully planned alibi. He was not afraid of the law, mind that, but he said that he realized that if he did the deed he would see my dead face in his dreams so long as life should last. He knew that he would live a haunted life, and that there would never be a chance for repentance. He had been reared in church circles, had been taught his prayers at his mother's knee. Through all his shameful life he had ignored the teachings of his younger days, but when the crisis came they saved him and saved me."

"Deep down in every heart is a belief in a future life. It is this which backs the law. Deep down in every heart is the inclination to accept the moral standards of the church. It is best for the community that this should be so, that the church should set the pace and the law-makers should put its commands upon the statute books."

"Silence the voices of the preachers, silence the church bells, and in fifty years crime would overrun the

earth. Therefore business men give liberally to revivals and missions. They understand what a poor thing law is without the backing of the community. They understand that criminals are as keen as the officers of the law, and that it is not fear of punishment here which protects persons and property. I know a hundred men who have no respect whatever for the rights of others—men who could defy the law and make good their escape. What keeps them within bounds? The church and its teachings, the songs they sang at Sunday school, the prayers they learned at the bedside, the fear of the future when they sweep bodiless out through space. Business men would like to see the whole world converted."

"It would make collections easier," said the junior.

"You state it brutally," said the senior, "but that is the point."

Alfred B. Tozer.

A Reasonable Theory.

"Why do they make those Oriental pipes with bowls as big as water pitchers?" asked the inquisitive girl. "Those," answered the wise woman, "are for men who have promised that they will confine their smoking to one pipe after each meal."

They who pawn their opportunities rarely have the wherewithal with which to redeem them.

A college youth is rarely as old as he talks.

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.

OUR CASH AND CHARGE SALES DUPLICATING BOOKS



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

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

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

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE. A

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

Delicious

Buckwheat Cakes

Are Raised With

Yeast Foam

Tell Your Customers



How a Clerk Gained Some Good Trade.

There is always bound to be at least one section, or department, of a store which gets a black eye from the most of the clerks and gets cuffed right and left by everybody. It may be a result of associated opinions and it may be the result of habit in following the lead of a few who take a dislike to the department, but the fact remains that when a lot of clerks get it into their heads they have a poor opinion of some line of the business, that line gets the worst of the dealings.

That was the case with the millinery department in one store. It was a pretty fair size store—something like seventy-five clerks—and pretty well departmentized, but what happened there can as easily happen in any store of any size where a department gets a black eye from the rest of the store. It was due, more than to anything else, to the management of that department in former days. A woman had been at the head of it who had been filled with an ability to get things wrong end first and all twisted up at every opportunity, and the store people had begun to laugh at her and her department, and they kept it up after she was gone and others took charge. Finally, even the boss got down on the department and tried to skin it along with the least possible expense and still have it going and fairly reputable.

He hired some pretty questionable salesgirls—nothing bad about them, but they hired cheap and didn't know very much about millinery and didn't attempt to find out. One of those cheap girls came from over in one of the back counties, possessed of the idea that she could work in a store. She hadn't any particular choice; any old place would do. She was about as green as can grow and thrive, and the boss thought he'd try her in the millinery. She was the laughing stock of the store for three months, until one day the head of the department told a bunch of us that the girl would surprise us some day and that it was her opinion the girl would make the best seller of goods in the department inside of six months. We could not believe it was meant in earnest, and we began to forget the statement.

The girl was burdened with the name of Genevieve. One day, a note came down from the cash desk, in one of the carriers that brought back change, saying, "Sneak over to the millinery and see whom Genevieve is trying to sell!" It wasn't long before about every desk in the store had wandered around taking in the fact that the girl was tackling Mrs. Eustis, the richest and most particular woman in town. We all "sneaked" back to our work and grinned knowingly. In about half an hour another note came down saying, "It's a cash sale

of \$32." We ceased to grin and opened our eyes wider.

Afterward it became known that the head of the department was out at the time Mrs. Eustis came in, and the green girl had immediately taken it upon herself to show the woman—and she had sold her for the first time in three years in that department. It was all in this way: The girl was absolutely fearless of her work. It mattered not what she was expected to do, she went at it with the strength of purpose of doing it—for that was the way she had been taught on the farm. It mattered not to her if her customer lived on bond coupons or the proceeds of washing, the matter was to please that customer with what that customer wanted.

She had taken hold of this customer not in the manner of servility to which the woman had been accustomed in the conduct of many clerks, nor yet in a way that was prepared to dictate as to what she should or could wear. The girl had listened to the request and had produced goods with a natural good taste in such a frank and wholesome way and in such unaffected language that the woman had liked the service and the goods. The satisfactory service had made the goods appear all the better and more desirable.

In less than a year Genevieve had been able to sell many good customers who had never bought there before, and the department was compelled to put on a better appearance because of growing better trade brought through the influence of the people whom that girl waited upon in a satisfactory manner. Many of those customers said that her words and speech made them smile inwardly, but she was so dead in earnest in her work and really displayed such excellent taste in selections they thought not of her but of what she was doing for them.

She worked there for many years. She was head saleswoman, easily, but she was never buyer or manager of the department, for she had little faculty for business beyond getting rid of the goods that were brought in to be sold. The one object on her mind was to please the customer before her and do it with the things at hand. The millinery department looked up because of her, became one of the best departments in the store because she added new life to the work there, and we all ceased to grin at the mention of it. And the dead earnestness of a green country girl brought it all about.

The railroad that ran through one town began to employ a good many Italian laborers. At first we feared they might be a menace to life and property and until we gained somewhat of an acquaintance with them we fought shy. Like their bosses, we were unable to distinguish them by name, and as we did not relish calling them by number, like so many cattle, we named those few who remained permanently in the vicinity "John," "Pete," "Ike," and so forth. The town was not over a thousand people in size, and we had no difficulty in keeping track of the Italians. They spent a considerable bit of

Get Ready for a

Good Brisk Feed Business!

Now that cold weather is here there will be a brisk demand for feed for the next two months and the wise dealer will get his orders in NOW for a generous supply.

The most successful businesses have been built up by those who place quality above price because quality attracts steady patronage, while price attracts those who are always looking for something cheap regardless of quality, and who are always on the go from one place to another. Finally when they do buy it it is always from the dealer who is willing to give up his profit.

Sell the QUALITY Feed which we manufacture and you will have a steady, profitable growing business.

Valley City Milling Co.
Grand Rapids, Mich.

We are the largest exclusive coffee roasters in the world.
We sell direct to the retailer.
We carry grades, both bulk and packed, to suit every taste.
We have our own branch houses in the principal coffee countries.
We buy direct.
We have been over 40 years in the business.
We know that we must please you to continue successful.
We know that pleasing your customer means pleasing you, and
We buy, roast and pack our coffees accordingly.
Do not these points count for enough to induce you to give our line a thorough trial?

W. F. McLaughlin
& Co.
CHICAGO

their pay at our store, and as there were something like a dozen of them living down by the track, we thought we ought to get about all that trade, if we knew how to go after it. Our head clerk seemed to be their favorite, and we told him to coax them all he could.

One night some scoundrel broke into the shanty and stole about fifty dollars of the savings of one of them from our safe with a bunk. The incident put them all in a panic, and the clerk heard a pigeon English recital of it the next evening. He thought he had struck a scheme, so he proposed to them that they bring their money to him and let him put it in safe to keep for them. They worked for \$1.25 a day, and we had not the least idea that their savings could be large, and we were consequently astounded to have them lug in upward of \$700 before closing time. They stipulated that they might call for it any time.

Inside of two weeks we were almost sick of our bargain, for we had five or six of the fellows hanging about the store every night. They didn't smell good, and we were afraid they might drive other customers away. However, we noticed an increase in their trade, and they brought others of their tribe and calling with them, so we thought we would wait a bit before crawling out of the bargain, especially as the trade to be obtained in a small town is all worth having.

We didn't dare keep all their accumulations in the safe, so we deposited in the local bank. One night five of the richest of them came in and wanted their money. It was after eight, and there was no chance to get cash from the bank. The clerk who was their favorite and who had formed the agreement came back to the office with a scared look, saying, "Those blamed Dagos are in here demanding about \$500 cash. What in thunder will I do with them before they get crazy about it?"

It happened that we had had a very busy day and that the day preceding had been a holiday for the bank. We had forgotten to deposit for either day, and we had in the safe something like \$400, and an unknown amount uncollected in the cash drawers. Luck was with us. Accounts had to be straightened with them, and each one given his correct amount. They had it all figured out and waited for us to agree with them. We paid each one his money and saw them all string out the door, wondering what they were up to but unable to find out.

About ten o'clock, when the clerk was about ready to get into bed, a bunch of jabbering Italians knocked on his door and finally made him understand they wanted him to take the money back and put it in the safe. For a few minutes he was puzzled to know what they had been trying to do, but he finally discovered they had talked the thing among themselves and had decided to see if they could get their money when they wanted it. That was their only object in coming to draw so large an amount at one time. They were satisfied of the clerk's honesty (it was all accord-

ed to him) and that they were safe, and they wanted the clerk to take their money back and care for it again.

It took him another two hours to go to the store with them, again take their money and to sell them several dollars' worth of goods in the dead of night. He further made them understand that thereafter when they wanted cash they had better let him know a day ahead so he would be sure to have it for them. Their spokesman understood and managed the company. In three years we did many hundred dollars' worth of business with them and their friends, doing practically all of the business of the town with them.

There was nothing particularly brilliant about the way in which their trade was won, excepting the fact that the clerk who proposed the plan showed that he was keeping his head-work busy trying to further the interests of the store. He thought out a way of gaining the confidence of a lot of people whose confidence had been shaken by misfortune and although their trade was not great, nor was it in a class of goods which we considered the best in the house, it was, nevertheless, trade out of which we made a considerable profit. Clerks of that kind help wonderfully toward making and holding the trade of the small store where every bit of trade to be had is needed.—Drygoodsman.

Poser for the Professor.

A professor in philosophy was lecturing upon "Identity" and had just argued that parts of a whole might be subtracted and other matter substituted, yet the whole would remain the same, instancing the fact that, although every part of our bodies is changed in seven years, we remain the same individuals.

"Then," said a student, "if I had a knife and lost the blade and had a new blade put in it would still be the identical knife?"

"Certainly," was the reply.

"Then, if I should lose the handle from the new blade and have another handle made to fit it the knife would still be the same?"

"That is so," said the professor.

"Then in that case," triumphantly rejoined the student, "if I should find the old blade and the old handle and have the original parts put together what knife would that be?"

Doctors Want To Stop Refilling Prescriptions.

The Jackson County Medical Society has adopted a resolution calling on the druggists of Kansas City to cease refilling or copying prescriptions. The physicians claim this action is taken not for the sake of their pocket but solely in the patient's interest, because they can not read their own symptoms, and frequently take medicine that is not suitable.

The druggists of Kansas City, as a body, do not intend to pay any attention to the physicians' request. The President of the Kansas City Retail Druggists' Association said that the action was absurd, and that if, in effect, a prescription properly signed was presented it would be filled.

WE MAKE GOOD FLOUR

There's no question about it.
We have every facility for doing it.
We have the Mill, the Grain and the "Know How."
We'd be foolish to make poor flour.
There's no demand for that kind.
There's a big demand for good flour.

"Seal of Minnesota"



"The Great Flour of the Great Flour State"

is what we call it. We call it "Seal of Minnesota," because that's a good name for it.

The Seal of the State of Minnesota stands for reliability, dignity, truth, honor, quality, accomplishment, resource and power.

"Seal of Minnesota" on a flour sack stands for just as much.

We would no sooner allow anything to happen that would belittle the name and good reputation of "Seal of Minnesota" flour than the people of the state would allow anything to tarnish its good name.

Do we not deserve your patronage?

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Facts in a Nutshell

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Love's Madness Not Due To Love Alone.

From time immemorial love and wisdom have been accounted incompatible. Laberius tells us that "to love and be wise is scarcely given to the highest," while Shakespeare writes that love is madness and deserves the whip, alleging that the reason that it is not so punished "is that the lunacy is so ordinary that the whippers are in love, too." Lord Bulwer comes nearer the truth when he defines a lover as "a man who in his anxiety to possess another loses possession of himself," and La Rochefoucauld, when he tells us that "all the passions make us commit faults, but love makes us commit the most ridiculous ones."

Nevertheless, there is no great and insuperable reason why, when one loses one's heart, one's wits should forthwith go a-wool gathering. If self-preservation be the first law of nature, self-control, for the sake of one's self and of others, is, or ought to be, a close second.

It is quite true that the fool in love is more than likely to become a greater fool than ever, while the wise man, not overgifted with common sense, often has his head completely turned by his infatuation. It is in nowise to be gainsaid that love causes many people to perpetuate all sorts of extravagances and follies. We read daily in the newspaper of the inane and crazy doings of the simpleton in love; how he ruins himself financially by making absurdly expensive presents to the woman with whom he falls in love; how he sacrifices his good name to some enchantress with neither heart nor reputation; how he blows out his brains or asphyxiates himself because some girl has had the good sense to refuse to marry him. The fool in love provides much reading matter, amusing or tragic, for the general public, whereupon that public jumps to the conclusion that he is a fool because he is in love. Which is a mistake. Love affords him a theater for the display of his folly and enables him to demonstrate to the world how little sense and self-control he possesses; that is all.

It will be found by any one who will take the trouble to investigate that love, instead of metamorphosing men and women, merely cuts the veneer and brings out the stuff of which they are made. As a rule, which has few exceptions, a prudent man falls in love sensibly and behaves himself with sense, however deeply engaged his affections may be; the hasty, impulsive man is the one who acts the fool and rushes into matrimony pell mell, faring as well, perhaps better, than he deserves. It may be safely said that men manage their love affairs about as well and as badly as they manage the rest of their business in life.

There are men of what Carlyle

called "idiotic extravagance in love." Men who are literally obsessed by love as a one idea, and who neglect or pay scant attention to aught else, not realizing that other things may be made contributory to love and therefore should not be despised by the most ardent lover. For example, take the man who literally wastes precious hours dreaming of the beloved, perhaps "inditing a sonnet to his mistress' eyebrow," when he should be attending to business; men who spend every moment which they can spare, and some which they can not, in the company of the adored. Wherein they are foolish, and that not only because of the wasted time. "Familiarity breeds contempt." The man who is wise does not visit his sweetheart too often or stay too long; he gives her a chance to miss him, upon the same principle that one allows a sufficient interval to elapse between meals in order to provoke an appetite. A man may easily be idiotically extravagant over a woman in other ways than that of spending time which he can ill afford.

Often, however, it is the woman rather than the man who is to blame. For example, a young man engaged to a girl whom he says he loves devotedly, writes that he has an excellent opportunity to take lessons upon a subject which would be of material assistance in his future career. But the lessons would occupy all his evenings, excepting Sundays, and thus allow him to see his fiancée only once a week, and prevent his taking her out anywhere except to church. When he told his fiancée of the plan she burst into tears and made remarks concerning "the love which grew cold." A woman like that can not be depended upon to help a man along in life. She who demands that her lover shall sacrifice his prospects for her own selfish gratification is of the kind who had best be severely let alone.

Neither is jealousy, as so many erroneously suppose, an indubitable proof of devotion. The love which can not trust is not to be trusted. Even if a man imagines that as soon as his sweetheart promises to marry him he owns her, he is unwise to let her or other people know his opinion. The modern woman objects to being "owned," even by the man whom she loves, be he lover or husband. As with the son in the gospel, "it is a gift." It is undignified, as well as foolish, for a man to object when other men admire his fiancée and show their admiration by attention to her. There may possibly be cause for ire when it is another man instead of other men, and she gladly encourages the attentions, in which case she is unworthy of a true man's love. But when she does not reciprocate nor seek the admiration, her lover has no reason to take umbrage. Instead let him rejoice, since the fact that other men find her attractive is the sincerest of compliments to his own good taste in selection. Especially when an engaged couple are attending a social gathering is it bad form for them to cling together all the time and pay no regard to the other guests. A man of savoir faire,

which includes the use as well as the possession of good sense, will give other men an opportunity to talk to his fiancée, and will himself be courteous to other women. Which does not mean that he shall be too courteous, to the neglect of his fiancée. On the contrary, he should be constantly on the lookout for her and return to her side ever and anon, thus showing that his love will not permit him to forget her.

Much less will any woman who knows the ways of men make the grave mistake of attempting to monopolize her lover. A man likes plenty of rope, yet he should feel the pull now and then in order to let him understand that he can not stray too far and be joyfully welcomed when he returns.

Flirting is reprehensible under any circumstances; it lowers the dignity of the man, destroys the delicacy of the woman. But for the woman who, betrothed to one man, deliberately sets herself to flirt with others, condemnation can not be too strong. She deserves that her lover should "whistle her down the wind," as a thing too light to anchor his hopes of happiness to, not because of jealousy, but for the sake of his self-respect. Somebody has said that most men look upon a flirt as a baby does a rattlebox, a toy to be played with and then discarded. A fool is the only man who will knowingly marry a flirt.

Undoubtedly, as Ovid said ages ago, "Love is the perpetual source of fear and anxieties," yet, also, it is

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the root of the greatest earthly bliss which humanity can know. Moreover, without faith love can not endure. True love always is enthusiastic; a love must idealize the beloved. It may well be, and probably is, that the man or woman thus idealized is neither better nor worse than a million others, and no amount of loving will make them angelic, saving in the eyes of love. But, mercifully for humanity, "There's nothing either good or bad but thinking makes it so." And angels might be uncomfortable companions for ordinary men and women, "creatures far too bright and good for human nature's daily food."

It is an attribute of love to see the world through rose colored spectacles, and fortunately with most people the glamour fades gradually, leaving its blessed results behind it, even as the morning freshness is of benefit to plants through all the long hot day. There can be no real love without a certain degree of personal magnetism, and where that exists there is an insight which reveals the perfect individual idea, which psychologists tell us underlies the imperfect human existence. When this insight comes to a man and a woman, it is their bounden duty to themselves and each other to allow nothing upon earth to cloud it. It is real. In all other directions enthusiasm may wane, but never in this. And whatever one may be to the rest of the world, it behooves one to live up to the ideal of the true heart which believes in and loves one utterly.

Dorothy Dix.

Certain Smiles Can Make or Kill Trade.

Written for the Tradesman.

I wonder if many of those who hand out commodities realize what a deal of efficacy lies in the depths of a so-called winning smile.

I went into a big store a while ago to buy a trifle in the notion section. I didn't have the least idea I would find there what I was after, but thought I would make the effort. I had to traverse a long distance to reach the department. I was afraid I was going to be late in keeping an appointment, so I was not at the tiptop of hilarity in feelings when I arrived at the end of my walk down the long, long aisle. And, after all, that which I wanted was not to be got and I must walk another half a city block to get out of doors. I managed to keep a frown off my face as my eyes met those of the girl who asked me what I wished, and when, pretty soon, she smiled merrily at something I said I felt that life was again worth living.

Some time ago I used to buy all my notions at this place, from the fact that the stock is varied and generally of good quality and the prices are reasonable. But after a while they changed clerks and got in such a cranky old girl that my heart failed me every time I essayed to beard the lioness in her den. I therefore transferred my knick-knack trade to another store, whose goods I do not like quite so well but whose notion clerk, although a "cross one," is not quite so snappy as the one I left.

When I was in a hurry, the other day, and had no time to be particular, I dropped down on my old stamping ground and found that the lay of the land was changed. In the place of the thin sour old maid who formerly presided was a plump, healthy-looking piece of femininity who, although not exactly handsome, had a wholesome face—and could smile most contagiously.

Since then the thought of that store doesn't pop into my head without also one concerning the new girl who can say to you, "No, we are just out of what you want," with a look and manner that send you on your way rejoicing, although the answer entails a longer search for the needed article.

Now, that girl never saw me before, that I know of, nor I her, and yet she has, all unconsciously, brought back an old customer who had been driven away by disagreeable service on the part of one hired to please the buying public.

There are smiles and smiles. There's the clerk who, seemingly on purpose, smirks sarcastically if you enquire for something cheaper than the merchandise he has shown you. You have your own reasons for the question—reasons which seem good and sufficient unto you, but which you do not feel under stern obligations to reveal to the one of the sneering mouth behind the counter. Its owner might, after the contemptuous grin, pull down a whole cartload of goods and seek, by a change of bearing, to ingratiate himself in your offended graces. But the scoffing facial expression did its deadly work. He killed—perhaps the blow was not dealt quite intentionally, but still effectually—your general kindly feelings toward his division of the store and sent you to another where you are accorded the courtesy that is your due.

I know a lady who decided in her own mind to retrench in her personal extravagances and to devote the difference she would save by so doing to the amelioration of certain poor families of her acquaintance whose breadwinners had met with misfortune and sickness, to the consequent suffering and deprivation of those depending on them for support. The lady did not consider it necessary to explain to employees of stores where she was in the habit of trading the nature of the economies she had decided to practice, as it was her business and not theirs. In all cases she was met with looks of surprise—more or less open—and in some instances even enquiries were made as to her "new mode of purchasing." To these she gave an evasive reply, but she could plainly see that she was an object of great curiosity to those clerks who knew her.

All this was intensely disagreeable to the lady, and had any one told her she could be subjected to so much positive rudeness she would not have believed it. She still had as much money at her disposal as before, but was spending a generous share of it on deserving others instead of in the gratification of her personal pleasure. Her eyes were opened to the un-

pleasantness that would have been her portion if she had really become poor and compelled always to take cheap things.

Another case was that of a lady who decided that she would rather have a couple of hundred dollars snuggled cozily away than that much "on her back." That was about the sum she annually spent on her clothes. So she turned and twisted everything to give it a new or somehow different look, as things began to call for replenishing, and she didn't get a new dud for a whole year. She put in bank the money represented by the adornment sacrifice; and by and by when reverses came she was mighty glad to have it to draw on.

But she, too, met with sidelong glances and was not free from expressed criticism of her "closeness"—some clerks were actually so bold as to refer to her purchases as "stingy buying;" and as they talked thus they smiled "behind their sleeves" with each other.

As I said, there are smiles and smiles. Some draw trade and some drive it so far away that it never will come back.

J. Jodelle.

Still Guessing.

"They tell me," said the young man, "that you are very shrewd in sizing up the female character."

"Well," replied the wise benedict, "I only failed on two occasions."

"And they were?"

"Before and after I was married."

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

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Send Us Your Orders for

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Jobbers of Paint, Varnish and Wall Paper



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It's All in the Blend

Rich Aroma

Strength

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JUDSON GROCER CO., Roasters

Wholesale Distributors

GRAND RAPIDS, MICH.

PRICE CUTTING.

It Too Frequently Results from Overbuying.

Overbuying probably costs the merchants of this country two dollars for every twenty-five cents lost through not buying enough. Nobody knows the exact production, but this estimate is surely on the safe side. Buying beyond the possible demand may mean buying low, but the extra profit is very quickly wiped out if, at the end of the season, you have a lot of stuff which must be unloaded at a sacrifice and at a considerable extra expense for advertising, or carried to another season, tying up money which could be invested in goods that would turn over two or three times before that season comes. No store can afford to be out of seasonable goods in its line, but it is better to buy piece-meal toward the close of a season, even at a higher price, than to have your capital tied up for months on a stretch in unseasonable goods, or sacrifice a good part of your profits on that line in order to clean up and be ready to buy the line that will supersede it with the coming of another season. By all means, buy enough; but do not load up beyond all possibility of selling just to get the quantity price.

Before you place your principal orders in any given line, size up last year's situation. The kinds and prices that were most popular. The quantity bought and how much, if any, was left over or sold at deeply cut prices. Take into account the changes in conditions outside your store. Whether

your town has grown; whether there is more or less competition in this line under consideration and the general policies of competitors. Talk with your salesmen, if you don't remember, and find out in just what way you were weaker or stronger than competition during the last season—whether you need a line that a competitor controls or one that you can put up against it and win.

Remember that every time you sell, without profit, an article that is not quickly worn out or consumed, you have supplied a demand without making a legitimate profit and cut off all chance of profit for yourself and other dealers, in that particular instance, for years to come. But, don't let that prevent you from slaughtering stuff on which you are overloaded and which threatens to become unsalable if not quickly disposed of. And don't let any of the foregoing remarks interfere with your making a grand "scoop" on all your competitors, if, as it sometimes happens, you can buy a slathering big lot of something that is sure to be wanted, at a price that will enable you to control the trade on that particular line by underselling everybody without giving up your profits. Be sure, though, that you have that sort of an opportunity before you take the plunge.

One of the most common errors about this matter of cutting prices is the belief that it should never be done except on goods that are already or soon to become undesirable. Many merchants have followed this policy so persistently and consistently

that their customers have come to understand it and to interpret every announcement of cut prices or special sales as an effort to dispose of things that nobody wants and that are not really cheap, no matter how low the price. This is a serious mistake.

Special sales should as a rule be based upon fresh, seasonable and in every way desirable articles—at liberal reductions from the regular prices—goods that the customer will have to acknowledge are bargains the minute she sees them and knows the price. This is the kind of a special sale that can not react, except in the most favorable way—the kind that will lead the shopper to come again, to bring her friends and to always lend a willing and confidential ear to whatever you say in your advertisement or over your counter. And the true way to dispose of the stuff that you can not advertise at any price without serious risk of discrediting your store and its publicity, is to have it in sight, with its low price marks conspicuously displayed, when people come in answer to your real bargain offers. The whole idea is to attract people to your store for things they really want and will be glad to buy. They'll buy lots of things that neither you nor they have the slightest use for if those things are put in their way and the prices are low enough, and you will be spared the discredit that always attaches to the shouting of bargains when there are none.

This idea of advertising ruff-raff as ruff-raff at ruff-raff prices, just for the

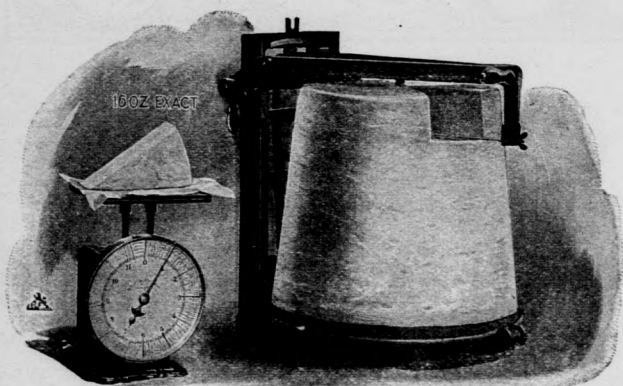
sake of frankness and a reputation for honesty, may be all right occasionally, at long intervals, but don't do it often unless you're running a ruff-raff store and want to be so understood.

The cut price is a quick and perfectly legitimate means for the introduction of a standard, branded article that is new to your town and controlled by you. It brings in people who are tempted by the low price and they will come back for more at the regular price because of the quality. It brings them in when harping on quality alone would never lure them away from their usual trading places, and then it is only a matter of time and the right treatment to secure their regular trade in all the lines that you handle, if your goods are good and your prices compare favorably with others.

How much to cut prices is still another question, and the answer depends entirely on what you wish to accomplish and the circumstances under which you are doing business. But it may safely be laid down as a general rule that a cut of less than 10 per cent. will not be likely to create any excitement or the enthusiasm that results in sales. The exceptions to this rule are so rare as not to be worth considering. Even a 10 per cent. reduction will not justify much of a noise in the newspapers; in fact, it is ridiculous to hold a "sensational sale" with prices quoted as "reduced from \$1 to 90 cents," and this is by no means uncommon. If you are cutting prices to get quick atten-

How Much do You Lose on Butter?

Can't Tell Exactly—Eh?



THE NEW KUTTOWAIT

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

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

Our Kuttowait Butter Cutter Will Do the Work

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

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General Agents in Your Territory

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

Saginaw Produce & Cold Storage Co., Saginaw, Michigan

KUTTOWAIT BUTTER CUTTER CO.

UNITY BLDG., CHICAGO

tion to a new line or to the store in general; to make a quick clean up of a season's short ends and small lots; to raise money, or for any purpose which will be best served by quick action, get down in the immediate neighborhood of cost in one big slash, or possibly below cost. Don't make two bites at a cherry. Don't cut a little, and then, after a competitor has made you look like a plugged nickel in a bushel of gold dollars by cutting way below you, make another cut to get a little under his prices. Cut deep enough in the first place to discourage any further cutting, or to make it expensive for the man who does it.

If you are making a special sale of something of which you control the sale in your town, you can generally cut as little as you please without fear of being undersold, although occasionally a competitor will pick up a few of the articles you are booming, and cut the price to cost or below just to take the wind out of your sales and show that he not only can get goods for which you are the exclusive agent, but can undersell you as well. If he is determined to undersell you on your own line and can't get the goods in any other way, he will simply get his friends and employees to buy of you at your cut price, then turn around and sell at a still lower price as long as he can get his supply from you without losing much. This is an old, old trick, but I presume it is working as successfully to-day, although perhaps not as commonly, as when it was first put into practice. So, in special sales where there is any fear that a competitor will try to get back at you with the same goods at a lower price, you'd better cut pretty deep to begin with and advertise "only one to a customer; none to other dealers or their employees."—Printers' Ink.

Sell Goods by Judging Buyers' Noses.

That success in business often is due to the trick of looking at a man's nose and the other trick of pretending to have defective hearing, seems absurd, but there are some wise business men who are firm believers in and practitioners of both of these expedients for winning the confidence and attention of the party of the second part.

There is a pretty question of psychology involved.

The old advice was to look a man in the eyes and to talk to him in a straightforward fashion. Many successful salesmen, solicitors and other men in business, whose work makes them meet new men almost constantly and win the confidence of those men, say that this advice is antiquated and is intrinsically faulty.

A man who looks squarely into another man's eyes is influenced to a greater or less degree by the eyes of the other man. Suspicion, disappointment, or disapproval, reflect themselves easily in the eyes. The man who has something to sell or something to ask or something to tell in a personal interview and who begins by looking his customer or client straight in the eyes starts the interview at a disadvantage.

The person who is in the receptive mood had the edge, so to speak, on the man who has, in the language of the sporting page, "to carry the fight." Each look in the eyes of the man upon whom the other man is trying to impress himself and his ideas may prove to be the look which will throw the salesman or the solicitor off his balance and cause the loss of the mission.

The way to avoid this is to look at the other's man nose. Fasten your glance upon his nose just between his eyes. While you are talking to him study that nose carefully, thinking all the while, however, of the work in hand. To the man to whom you are talking it seems that you are looking straight into his eyes. The line of vision accounts for this. While his eyes may be shadowing just the thought that you do not want to see there you do not while looking at his nose see this, and consequently you lose no confidence in yourself.

And fault has been found with the time honored formula of "talking at a man."

This "talking at a man" presupposed that you used yourself as a conversational battering ram and forced or pumped your argument into him straight from the shoulder. It meant that in answering questions he might ask, you answered all of them promptly.

The new method has it that he who hesitates often wins. The first statement that a man makes to you of his position always puts that position in the strongest possible light for him. By the same token it often happens that when his position is particularly strong yours is particularly weak. The object, then, is to get a compromise.

It is folly to expect the other man to recede from his position without solicitation, and sometimes it is foolish to expose the weakness of your position by asking him to change his. It is here that the pretended deafness becomes convenient. By saying that you are hard of hearing the man will be moved to restate his proposition, and in most cases he will make an alteration in it that will redound to your advantage.

There is nothing reprehensible in these tactics, business men argue, for men have a right to use in their business affairs all the acumen they have so long as they are not dishonest.

Details count in business, and men who have tried the habit of looking at the other fellow's nose instead of his eyes and of pretending to be deaf report that there is much merit in each device. F. S. Wiles.

An Advantage.

"I tell you, man was not meant to live alone. The young man in business who is not married is seriously handicapped."

"That's what! Not being able to put his property in his wife's name he's at the mercy of his creditors."

A man's countenance is the best letter of credit for him to carry.

You can not measure worship by the clock.

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.
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THE YOUNG RUG CO., KALAMAZOO, MICH.

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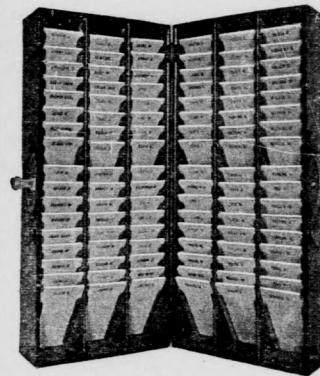
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It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



pat. March 8, 1898, June 14, 1898, March 10, 1901.

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.

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C. E. WILDE, District Manager, Grand Rapids



The Long-Time Reign of the Derby Hat.

An agitation having arisen over the question as to whether or not the opera hat shall be restored to its former, and only proper, place as a man's head-covering to and from the opera and theater, a reporter was sent to interview certain persons accustomed to the customs and habits of good society, and he was astonished to learn that one or two well known gentlemen never wore hats of any kind when going to or returning from evening affairs. They confessed that black silk caps, which could be stuck in a man's pocket and never get mislaid, were their choice—they were married men, and didn't care a continental whether their preference met with approval or disapproval. That sort of independence, of course, is dreadfully "informal" and should be regarded as positively shocking by fashion editors who furnish the "formal" for the guidance of the world. They are nuisances, but we must tolerate them as we do other bosses. Well, why the opera hat ever went out nobody seems to know. At any rate its restoration to its proper place has been duly announced. Perhaps a reason for the retirement of the opera hat was the occasional wearing of it in broad daylight by certain "gents" who desired to thus silently communicate to their fellows of the drummer fraternity the knowledge that they had been socially prominent the night before.

The reign of the derby hat for business wear has been a long one for the article and a period of positive comfort for the wearers thereof. There was a time within the memory of men yet on the sunny side of 50 when every business man, young or old, who was anybody, wore a "high hat" winter and summer. It was a black silk in winter and a gray cassimere in summer, and during warm spells of the latter season the gray burden was a burden indeed—as often seen in one's hand as on one's head; it was suffering for style, just like the wearing of three-inch standing collars on fat necks or paddock overcoats on lamp post anatomical examples. The silk hat custom still obtains in Britain among the merchant class of the conservative order, the square-top derby ruling with the less pretentious element—while the gray cassimere seems to be a sort of badge of the sporting brotherhood. Authorities are silent as to reasons for calling the high hat a "dicer" or "plug." Perhaps the terms are portions of what is called "American slang," like "sophomore" among our college class designations. Even Brewer, the untiring searcher for literal constructions, fails to notice those expressive terms, and we must go back to our suggestion in regard to Americanisms, and call to memory the cylindrical shape of a dice box—but we lose ourselves when we come

to a similitude for "plug," unless we recall the fire hydrants of our volunteer fire department days, and think of Chaufray as "Mose" when "dressed to kill" in his black trousers, red shirt, plug hat and a coat over his arm—waiting to meet his "gal" on the Bowery.

Physical man was stronger when he went bare-headed. The Romans conquered the world wearing only nature's thatch in curly profusion, and their decadence began when they adopted head coverings. Since our own young men and maidens have found either style or comfort—it is difficult to say which—in going hatless we may, perhaps, look for a regeneration of the race, or an epidemic of pneumonia. We must, however, grant a fool's pardon to some men of years and alleged discretion, who endeavor to witch the world with noble horsemanship—bareheaded. There is a crowning blessedness wanting in the make-up of a hatless horseman, and when spurs appear in the composition of the outfit we old-timers look for a tailor-made man in the saddle. Even crazy old Don Quixote charged wind mills in a barber's basin, for want of a real helmet, and as Cervantes, through his eccentric hero, "laughed Spain's chivalry away" so may generous current criticism put manhood into our hatless horsemen.

Wherever straw hats and soft hats may be worn next summer an array of colors will meet the eye, the number of hues and patterns being simply kaleidoscopic in their variety, for this is to be a summer of fancy hat bands. A young man with a fancy for such things and having two to three dollars to expend for the purpose may supply himself with a different hat-band for every day in the week. The bands are to be obtained ready for placing on the hat, small hooks being used to permit of a quick and easy adjustment. A band can be taken off the hat and replaced by another in less than a minute. Many retailers are already showing the fancy bands on soft hats, and as soon as straw hats come in the display will be transferred to them.—Clothier and Furnisher.

Style Tendencies in Little Folks' Wearables.

While visiting buyers have been straggling into market now for some time, their arrival in goodly numbers has, perhaps, been retarded by the weather, and wholesalers who complain of a backward market buying season say it is caused by the open weather and its discouraging and depressing effect upon retailers, who still have large stocks of heavyweights to clean out before they can satisfactorily call the season closed. However, the weather is having a holding-back influence upon pretty much everything connected with the clothing business. No other topic is so much discussed in clothing circles. Buyers are disposed to remain at home as long as possible, perhaps in hopes of turning to good account every seasonable day, for in reducing heavyweight stocks now every day that is cold enough to bring any de-

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.

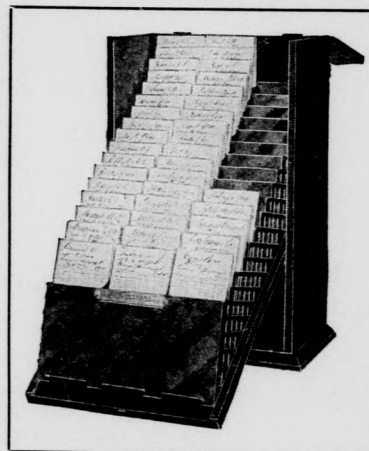
By a day book and ledger. You enter the amount charged and your work is done—the Simplex takes care of the details.

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 1/4 the time to keep accounts by it as is required

mand at all is counted as much as a week would be reckoned under normal weather conditions.

Winter stocks of suits and overcoats are, with few exceptions, larger than owners care to have them at this time of the year, and with rather doubtful prospects of reducing them, even at a loss. The condition of stocks are worse in the large cities than in the small ones, and yet they are disappointing enough everywhere, considering the long spell of open season that retailers have had.

If the greater proportion of the stocks owned by wholesalers and retailers consisted of good, rather than low grades, the owners would feel easier in mind about carrying them over, since the appreciation in the value of good merchandise is greater, several times greater, than the cost of carrying them over until next fall would be.

Where the clothier has handled his stock in such a manner as to leave him in possession of good qualities in the best of the season's styles, possession of such merchandise is not a perplexity, inasmuch as, owing to the higher market on piece goods, such property should net a handsome profit that will well repay for carrying.

The real problem, as it confronts the many, is what to do with the quantities of inferior stuff they have in off styles.

Style has become at once a bugaboo and a blessing. If a style does not in some particular retain some of the features likely to make it good property for another season, or if it has endured simply for the season for which it was intended, it is best to take the first loss and get rid of it without delay. Yet it takes just such a season as the present has proven to be to knock all the props from under style. At the beginning fancy overcoats were thought to be just the thing for boys. The stocks left on hand prove they were not. Yet those who are burdened the heaviest with unsold fancy overcoats feel that next fall and winter they have got to have some fancy overcoats. Among the better class houses the belief obtains that the next model should be shorter and made of semi-fancy overcoatings and smooth-faced staples, cut both single and double breasted, with velvet collar and without belt. Some are leaning toward two styles for school sizes, one shapely and the other moderately full with a straight fall from the shoulders.

It seems assured that the three-quarter length reefer will again be favored. Topcoats will also come in again for the fall, and more raincoats will be made in the younger sizes, as there is a growing demand for them in the country, as well as in the larger cities.

Heavyweight serges and blue and black unfinished worsteds are so scarce and hard to get that retailers who have sold out on these have ordered in their springweights in sailor and smock styles for juniors, and in Norfolk models in school sizes.—Apparel Gazette.

He that abideth low can not fall hard.

Why Experience Is a Drug on the Market.

One of the things which strike the seeker after a position in a great city is the abundance, one might say superfluity, of "experienced" workers. It matters not what kind of help an employer wants let him but put an advertisement in a paper and his reward promptly is forthcoming. The fact that he puts "must be experienced" after his advertisement in no wise diminishes the number of applicants. Experienced people apparently are even more plentiful than people who lack experience in the lines of work for which they apply. And the great number of these who are out of work is an argument against the value of experience if one goes a-seeking work.

An instance of the ease with which a business man can bring a number of experienced people into his office was illustrated in the case of a large wholesale house which a few weeks ago installed a new credit system in its sales department. The majority of the new positions created by the change were filled by old employees, but it became necessary to advertise for fifteen bill clerks experienced in credit departments of firms dealing in the same line.

The advertisement appeared in the 12 o'clock edition of an afternoon newspaper. By 10 the next morning fifteen bill clerks possessing the required experience had been obtained. And the work in which they were experienced was complex and difficult to master. Also, it is a striking fact that in no case was more than \$10 a week paid as salary.

A department store happened to have a vacancy in the selling force of its cigar department. No advertisement was resorted to, the superintendent who engages all help needed depending upon the day's average influx of applicants for positions for his experienced cigar salesman. Within two hours after the order came up for a new salesman the superintendent was receiving the written applications of no less than four experienced salesmen. The writer of this happened to be in the batch of applicants that developed this talent.

There were six applicants. The writer, who is inexperienced in cigar salesmanship, was one; a colored man, who sought a position, was another; but the remaining four men had all at some time or another sold cigars. The man who was awarded the position had four years' of experience in a downtown cigar store to his credit. The question quickly suggested itself: How many experienced cigar salesmen are there in this world? Judging from the proportion exhibited in this instance there must be several hundred thousand in the downtown district of Chicago alone.

From the department store where the only new help needed was a cigar salesman the writer journeyed to another, where several markers, packers and rough helpers on the shipping room floor were wanted. These must all be experienced. Here also there were experienced men in

plenty applying for the position, and, wonderful as it may seem, among those who applied as experienced markers were two of the men who had applied as experienced cigar salesmen in the other store.

Here, then, was the solution of the superfluous experience help problem? No, indeed, for these two men secured employment as experienced markers and had references and recommendations to prove it. They had worked as markers as well as cigar salesmen. Further investigation revealed the fact that one of them was an experienced photograph canvasser and book-keeper, a rate clerk, and a typesetter. What chance has the inexperienced man against such an array of accomplishments?

And yet it must be admitted that the inexperienced man is not so badly off. In the course of three days' tramping and searching for work the writer noted the fact that six "experienced men" with whom he fell in at the outset of his search were seeking at the end of the three days. They also declared that they had been looking for the last three weeks. "Nothing doing" in their lines was the wail that they made.

The writer had no "line" and no "experience." He sought out a man who hired help and stated these simple negative facts. The man looked him over, gave him a sum of figures to extend and foot, took a specimen of his handwriting, and promptly offered him a position at a fair salary in one of the departments under him. As the writer was only seek-

ing experience, he did not accept the position, but he went away wondering seriously if it really pays to be "experienced" in this age, when the great need of the business world is for innate ability and adaptiveness.

David Fenno.

Saved Time Is Useless.

It is a pity that the time one saves can not be used to eke out one's life after the inevitable official summons has come, just as the hoarded money can be used when other funds are no longer available. But so far is this from being possible that the man who has saved the most time is liable to die at an earlier age than another who has taken things more easily.

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

COUNTERFEIT MEATS.

What the Butcher Said Regarding Recent Developments.

Written for the Tradesman.

"I notice," said the woman customer at the meat market, "that Prof. Wiley, Chief of the Bureau of Chemistry, has discovered a counterfeit lamb chop at Washington."

"It doesn't seem possible that there is anything counterfeit at Washington," said the meat dealer, "especially anything connected with a lamb."

"The paper says he found coarse meat neatly packed about a chop bone," said the customer.

"I presume the butcher made the bone, too," suggested the market man.

"The paper doesn't say that."

"Then where did he get the bone?"

"You may search me," said the woman, who works in the back basement of a fine residence on the avenue and invites the policeman on the beat in to lunch.

"I suppose," said the dealer, with fine scorn, "that the butcher went out to the garbage barrel and hunted until he found that chop bone and then worked half an hour pressing a lot of bum meat around it."

"Well, he got it somewhere."

"Did the paper say anything about the professor finding a counterfeit hen?" asked the dealer. "It's a wonder what science can do."

"No, it didn't," said the woman, angrily. "I reckon you think every man who sells meat is a little tin god on wheels."

"No, indeed," remarked the dealer. "Some of 'em are pretty tough. I knew a man once who made a counterfeit hen out of nut meats and set it out in the window with intent to deceive the public."

"I don't believe it!" snapped the woman.

"It's a fact, though," insisted the butcher, "and when he came down to the market the next morning he found that that bloomin' counterfeit hen had laid an egg. Now, what kind of an egg do you think a hen made out of nut meats would lay?"

"Oh, you hurry up with that order."

"This counterfeit hen," continued the dealer, seriously, "laid a grape fruit egg. Hope I may die some day if she didn't!"

"That may be an improvement on some of the eggs I get here," said the woman. "I found a date marked on one the other day, and it was the year before the war."

"That is almost as old as some of the accounts I have here," said the dealer, significantly. "Well, one day a man came in and bought that counterfeit hen. When he saw what it was he dumped it out into the garden. The next spring he found a grove of tropical fruit trees springing up, and the meat man sued him for the value of the trees at nursery rates."

"I'll bet they fed 'em through the bars where you came from," said the woman.

"Yes, yes, some of these butchers are pretty tough," continued the market man. "But there are others. Did the paper say anything about the

opposition of the whisky men to this proposed pure food law?"

"I'm not posted on the doings of the whisky men," snapped the woman. "You hurry up with that order. We want it for dinner to-night and not for Sunday."

"All right," said the dealer. "I had a brother who was in the saloon business until the brewery man cleared him out."

"I think it runs in the family," said the woman, "and you belong on the other side of the bar."

"Of course," said the market man. "I belong on the side of the bar where the cash register is. Well, this brother of mine he bought some of this blended whisky and his customers kicked on it. They said it was made of alcohol and tobacco juice. My brother didn't know what to do with the stuff, so he set the keg out in the back yard."

"You bet he didn't," said the woman. "He bottled it and sold it for a dollar a pint as extra prime goods. That's what he did with it, if you ever had a brother and he ever had money enough to start a saloon."

"Not at all, not at all," said the dealer, "you see he wasn't in the saloon business long enough to learn the tricks. Honest, he put the keg out in the back yard, and one day a cyclone came dancing along and tipped the keg over."

"Say, you write this all out and mail it. I want to get home with that meat."

"John Jones lived next door to the saloon, and he had a lot of hens that used to come over into my brother's back yard. These hens happened to be right there when the wind tipped the keg over, and they drank up the liquor. That's just as true as I am standing here."

"You ought to take something for it," snarled the woman. "Don't stand there grinning like a grand piano, but put up that order."

"Yes, the hens drank up the whisky and hung around the back door for more. They got drunk every day on that blended whisky, and got to picking angle worms out of the air. Did you ever see a hen that had the delirium tremens?"

"You're a fool," snorted the woman.

"Just so," said the dealer. "I guess the whisky was mostly composed of tobacco juice, for in a few days it began to show in the product of the hens."

"If you don't hand out that order, I'll go to the next market."

"Yes, yes, just wait until I find an ell bone to fit into this porterhouse steak. And the effects of the dissipation began to show in the product of the hens. Hope I may never want a dollar in my life if they didn't begin to lay cigarettes."

The woman went out and stood by the door.

"You see the boys used to waste a lot of papers when they had the makins out, and the hens thought they went with the liquor. John Jones had my brother arrested for furnishing liquor to hens in the habit of becoming intoxicated, and it busted him up in business."

"You throw that meat order out here," said the woman. "I'm not coming any nearer to you."

"Of course," said the dealer. "You may have it in a minute. One day a temperance lecturer bought one of Jones' hens and ate it for dinner, just before going on the platform. In about a minute after he got to going he had a souse on that brought the patrol wagon and six big policemen."

The woman ran away, and the dealer sent the meat over by a boy.

"Perhaps she'll come in here again some day and tell me about bum meat packed about a lamb chop bone," mused the dealer, "but I guess not."

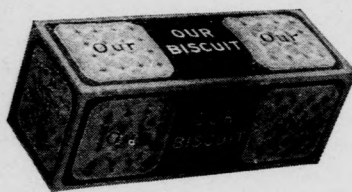
Alfred B. Tozer.

Fake Medicine Advertisements Denounced.

The New York State Medical Association, at their annual dinner, strongly condemned the indiscriminate advertising of objectionable proprietary medicines. Dr. W. J. Mayo, President of the Association, said that the nostrum evil was the gravest confronting the medical profession at the present time, and he urged the members of the National Association to work as a unit to discountenance the promiscuous publication of patent medicine advertisements and to bring into disrepute the papers that print them.

Another member declared that the papers that print advertisements of these medicines are willfully injuring the public health and wound up by accusing the religious periodicals of being greater sinners in this respect than the lay press.

Just Out



Guaranteed the best 5c 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.



Lot 180 Apron Overall

\$7.50 per doz.

Lot 280 Coat to Match

\$7.50 per doz.

Made from Stifels Pure Indigo
Star Pattern with Ring
Buttons.

Hercules Duck

Blue and White Woven
Stripe.

Lot 182 Apron Overall

\$8.00 per doz.

Lot 282 Coat to Match

\$8.00 per doz.

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

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

MEN WHO WORK.

Mottoes That Will Help Them in Life.

1. Make most of your opportunities, they are valuable.
2. Make your friends admire you.
3. Make your word your bond. It saves time, money and a lawyer.
4. Make sure you are right, then act regardless of consequences.
5. Make your talents count. Gifts are given us for a purpose.
6. Make your energy count toward one thing. Side issues dissipate energies.
7. Make yourself understand that it you care for the small things, the great things will take care of themselves.
8. Make confidence, courage, continuity and clean conscience form the four sides of the square of good fortune.
9. Make every experience, whether it result in success or failure, tell. For habit is a cable, you weave a thread of it every day and at last you can not break it.
10. Make yourself understand that thoughts are forces and the constant affirmation of your inherent right and power to succeed will turn unhospitable conditions and unkind environment into favorable ones.
11. Make your enemies respect you.
12. Make people believe in you. If they don't, show them that they are unwise.
13. Make your work tell; actions speak louder than words.
14. Make self-confidence marshal all your faculties and twist their united strength into one mighty achievement cable.
15. Make everything you do perfect. If not perfect, as near it as you can.
16. Make sure to kill the germ of laziness by developing the germ of enterprise. It is a matter of "I will do it," then do it.
17. Make your employer respect your work. He will then be forced to respect the creator of the work.
18. Make time count. Do not waste time dreaming of the fun you are going to have when you get a grip on success; you may lose sight of your quarry. Catch first and dream afterwards.
19. Make work and play constant companions. They are tried friends and hate to be separated.
20. Make your labor sweet. Work often seems like play when buoyed up by enthusiasm.
21. Make a start, that's the point. Don't wander by the roadside; get on the way with both feet and keep them going until you leave a few miles of the hard part behind you. It's easy after that.
22. Make strong desires to do, but be sure and strike while the iron is hot.
23. Make allowances for your employer. He is often vexed with troubles you know nothing about.
24. Make yourself do the right thing. Good work is a splendid tonic for body and mind.
25. Make sure it's not the rabbit's foot, nor the gypsy's charm bag,

but the faith and energy which they arouse that bring good luck to the wearer. The charm of good luck is within and without—it's in the man, not the magic.

26. Make it a point to keep open and free a corner of your head in which to make room for the opinions of others.

27. Make your judgments slowly, but stand by them as you would by your own family.

28. Make as many air castles as you like, but build them on sound foundations.

29. Make yourself say "I will" instead of "I'll try," especially when you have a difficult task on hand.

30. Make your company that of your superiors whenever you can have it. This is the right and true pride.

31. Make sure if there is anything worth while for the young man starting out in life it is a gracious manner. This is infinitely better than money combined with bad manners.

32. Make your business associates place confidence in you. If you win their confidence it will be hard to lose it.

33. Make the most of the opportunities offered you. Read, travel, get acquainted with the world however you can. Read of the great men that are dead in books, and the middle aged men in the newspapers.

34. Make your work more than pay your salary. It's not a bad plan to have the credit of your accounts.

35. Make yourself amenable to suggestions; they will help you create new ideas. Without new ideas you will soon be in a rut.

36. Make your employers' responsibilities your own. Unless you can appreciate his difficulties it is likely that you will be unable to solve your own.

37. Make your failures count as

much as your successes, for all experience makes for success.

38. Make yourself trust yourself. Confidence is the substructure of every business enterprise, and this element removed any transaction will result in failure.

39. Make your employer feel you expect his confidence, and you're pretty sure to get it. Your thought will influence his actions.

40. Make sure that whatever you represent is all wool and a yard wide. Your customer knows cotton, and perhaps he has a yardstick of his own.

41. Make your work as agreeable as you can. Work that is not born of joy had better not be created.

42. Make your manners worthy of your position. Remember that manners are just as necessary as fences on a farm. They keep the cattle out of the oats.

43. Make yourself strong enough to enjoy hard knocks. They will strengthen you like a dash of cold water, and increase your determination to win out.

44. Make it a point to do one thing at a time; and so well that any other man will find it hard to do it better.

45. Make yourself more skillful than your tools; good tools mean little when given to a bungler.

46. Make up your mind that you will not be overcome by trifles; that you will conquer them by a manly and grim determination.

47. Make your work say: "I am doing as much as I can do and as well and cheerfully as I can."

Delia Austrian.

Kiln Dried Malt

The greatest milk and cream producer. Cheap as bran

C. L. Behnke, Grand Rapids

64 Coldbrook St. Citizens Phone 5112

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.

Gillett's D. S. Extracts



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

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

Sherer-Gillett Co.
Chicago

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

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.

THE VILLAGE EMPORIUM.

It Was the Prototype of the Department Store.

The modern and apparently irresistible tendency toward trade centralization and business consolidation gave birth to what is popularly known as the department store. A department store, broadly defined, is a store of departments—a combination of what may be considered distinct stores, yet all under one roof and managed by one general head.

The department store grew from the dry goods store. Substantially all of those department stores which have been in existence more than a dozen years were at one time dry goods establishments. The dry goods store is in every sense a family store, catering to family trade, and, as substantially every department of the department store carries goods for family consumption, it was but natural that the dry goods store should be divided and subdivided to meet conditions.

The country village store or cross roads "emporium" is virtually a department store in that it sells everything; and the great city department store is an outgrowth of these country stores.

The great department store employs from 2,000 to 6,000 persons, of whom by far the most are women.

The organization of a great department store is almost military in its discipline, and is one of the best examples of what organization can accomplish. The proprietor is commander in chief, and under him are a number of assistants who are what might be considered district supervisors. Below them are the heads of departments, who are responsible to their district chief or to some other head. The floorwalker, the man who is so much in evidence because he spends his time in the aisles, is, in fact, a superintendent or foreman in charge of a department or a series of departments.

About 90 per cent. of the clerks are women, who are paid anywhere from \$4 to \$12 a week. Head clerks or head saleswomen receive from \$12 to \$20 a week; but comparatively few, even of the fitters in "ready made" departments, draw salaries of over \$25 a week.

Some of the higher grade department stores employ men exclusively in certain departments, paying them more than women receive for the same work. First class, experienced salesmen in the larger stores seldom receive less than \$12 a week, or more than \$25 a week, although occasionally as much as \$30 is paid, but this latter sum almost invariably goes to the head salesman or to one in charge of a department. Junior clerks, that is, green clerks, are paid from \$6 to \$8 a week at the start. The floorwalker is generally well paid, his minimum salary being not far from \$20 a week, and his maximum in excess of \$50. Buyers for large stores occasionally enjoy incomes of over \$10,000, and from that down to \$1,000 a year; and the average first class buyer for a large department store probably does not receive less than \$3,500 a year.

Does a great city department store offer good opportunity to the young man who desires to take up this business for a livelihood?

I answer, yes and no. The ambitious and capable department store salesman has more apparent than real competition. The apparent competition is due to the large number of men working along his lines. When it is considered that not one department store salesman in a hundred has more than ordinary ambition, has more than ordinary capacity, or more than a moderate willingness to earn promotion by hard work, it would appear that the boy of ability and ambition, from this fact alone, has a greater opportunity for advancement than he could have if there was less numerical and stronger mental competition.

Because the customer goes to the salesman, and because the salesman does not have to go to the customer, the department store salesman need not possess so high a grade of salesmanship as is necessary to the success of the traveling salesman or drummer. Consequently less capacity or ability is necessary to fair success behind the counter than to success upon the road. For this reason many young men who do not know what they want to do, who have little ambition, and who are not particularly industrious enter the department store, where they are reasonably sure of a livelihood.

Comparatively few of these young men ever get more than a few dollars' increase in their salaries. At the end of ten or twenty years they are about where they were at the start. But the ambitious young man, the one with ability, industry, and ambition, is sure to rise in the department store as rapidly as he would under many other environments, and to reach in time his proper place, although the department store may not give the young man of much ability as wide an opportunity for advancement, nor for as rapid advancement, as is presented to him in the wholesale house or upon the road.

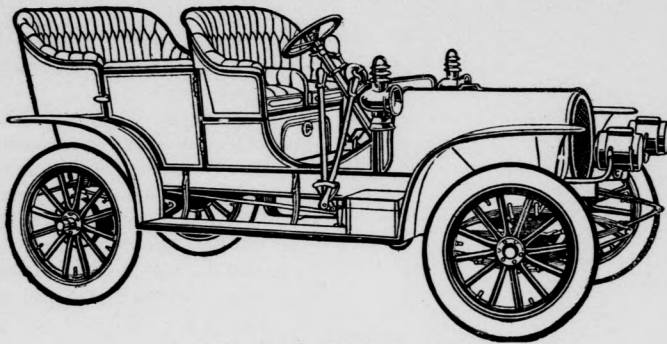
Certainly the department store is the best place for a young man to enter if he is without active ambition, and is reasonably industrious and of ordinary capacity. If he is much more than these, it may be well for him to consider some other entrance into business, not with prejudice to the department store, but with a preference, perhaps, in some other direction.

I have been referring to the city boy, not to the country boy.

I would not advise the country boy to go to the great city to enter one of its department stores unless there is positive evidence that there is no opportunity in the town of his birth or in some nearby town.

The country store, which in many cases is a department store, offers the average country boy better opportunity than does the great city department store. True, the country store, whether it be a department store or not, will never pay the salaries paid to the managers and heads of departments of great city department stores. The city department

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Five passengers. Air-cooled motor. 20 "Franklin horsepower." 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.

store, financially, is way above the country store; but halfway to the top, and almost anywhere between the top and the bottom, the country store offers more to the country boy, everything considered, than does the city department store or any other city store for that matter.

The city department store is a great machine, run by machine methods; and each clerk, yes, even the head clerk, is but a screw, or bolt, or wheel, or spring of that gigantic engine. For this reason one's individuality is not much in evidence, and it takes a long time for ability to be recognized.

This is both an advantage and a disadvantage to the boy just starting into business life. To be a part of a great machine gives him the most strenuous kind of discipline, the grade of discipline which is fair and which plays no favorites. This discipline may be of inestimable value to the boy, and no other place offers this discipline in larger quantity or better quality than does the department store. Then, even if the boy is only a mediocre, he will probably remain a self-supporting part of the machine just so long as he desires to stay; but, if he has more than ordinary capacity, his ability will sooner or later be recognized and he will become an officer in the firm, a head salesman, a department manager, a buyer, or will occupy some other official and executive position.

The department store clerk has a chance and a far better opportunity than he thinks he has. True, favor-

itism may count against him and so it may everywhere else. That is something which he must expect to meet. But where there is the most discipline there is the least favoritism. In the great department store, where it is business and nothing but business, clear, sheer ability is likely to be allowed to move in its own road and to go as far up that road as the capacity of its possessor can push it.

The department store has come to stay. It is expanding as the days go by, to the sacrifice of the small merchant, of the small grocer, and even of the small market man.

The best way to take up the business as a permanent calling is to go right into a department store and begin at the bottom. The application may be made by personal call or by letter. Many of the department stores advertise for clerks, book-keepers, salesmen and other workers. The would-be department employe should follow carefully the want columns of the newspapers and answer the advertisements by letter or by call.

In regard to the school education necessary for success in the department store, a common school education is essential; the graduate of a high school has a better opportunity than have those whose school education ceased with a lower school. It would appear, if one judges by results, that a general education beyond the high school can hardly be considered more than advantageous.

The hiring of help in all of the de-

partment stores is done by one of the partners or by a superintendent. These men are of extended experience and thoroughly understand their business. Usually they are willing to give advice, and their advice is generally good. I would advise any boy, who intends to enter this business, to call at several department stores and talk with the men who engage the help. By seeing several of them he may obtain many valuable points and be better able to judge as to whether or not he is fitted for the work.

N. C. Fowler, Jr.

Sunlight and the House.

Sunlight is nature's most health-giving scavenger. A house without sunlight is unhealthy and unsafe for human occupancy and it is necessary not only to have some sunlight, but to have as much of it as possible. It is, of course, not feasible to admit the direct rays of the sun to every room of a house; the typical plan of all houses is square or rectangular and at least one side of the house is entirely beyond the reach of the sun.

The other three sides, however, can receive more or less direct sunlight, and the problem of the plan is thus reduced to arranging the various rooms so that the amount of sunlight is adjusted to their uses, and it must be sunlight, for mere light itself is not sufficient; the rays of the sun have curative and cleansing properties that nothing else has.

It is generally admitted that a southern exposure is the best for all houses and should be obtained when-

ever possible. It is immaterial whether the entrance be placed on this side or not, so long as the rooms most in use open onto the house.

In dwellings of average size the entrance front will also be the front on which any important room opens, but in large country houses the old distinction of a front and back to a house has disappeared and instead we have the entrance front and the garden front; the service and servants' quarters, so long regarded as characteristic of the "back" of a house, may be relegated to a side end or placed in a wing that abuts directly on the entrance front. In such cases it must be well screened and its purpose thoroughly subordinated.

Sound Advice.

One morning a Sunday school was about to be dismissed and the youngsters were already in anticipation of relaxing their cramped little limbs after the hours of confinement on straight-backed chairs and benches, when the superintendent arose and, instead of the usual dismissal, announced: "And now, children, let me introduce Mr. Smith, who will give us a short talk."

Mr. Smith smilingly arose, and after gazing impressively around the classroom, began with: "I hardly know what to say," when the whole school was convulsed to hear a small, thin voice back in the rear lisp:

"Thay amen and thit down!"

A man rarely forgets to be a prince in the presence of a princess.

ended and through the
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 1000000

\$2000 Lost

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

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

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

N. C. R.
Company
Dayton Ohio

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

Name

Address

No. of men

THE LABOR BRIBER.

He Was Paid To Keep the Strike Going.

"In the course of time I came back to my old employers, the firm for which I began my career as Eyes of the Boss, and the case which they brought me back to work upon was, all told, one of the most interesting and complex of my whole experience. It involved several prominent business men in one of the loudest scandals of the day and it brought a swindling banker where he belonged—to jail.

"By this time I was established in my business, a free lance, I might say, and I was attached to no one firm, but, like a private detective, was known and open to the calls of a few parties who knew of me and my trade. The old firm sent for me one hot summer day and I found the boss and the other powers of the office in a nervous condition. They were worried, and they made no efforts to conceal the fact from me.

"It's a strike this time, Mr. Ford," said the boss, bluntly, upon my arrival. 'We've got a strike on our hands that's costing us more dollars to fight than we honestly care to admit to you or any one else. It's a senseless sort of an affair, settled one day and on again the next, and it's dragged on now for something like six weeks. The people who are striking are laborers, ignorant foreigners, who do not realize what they're striking for, but who follow like cattle in the lead of their union bosses. Now, we've got no fight with the union at all. We're entirely satisfied with it and the men in it, and the way they run things. We've conceded them a dozen things already, and they've promised to come back to work. But just as soon as we get thing rearranged to put them to work again, up they come with some new contention, and the stuff is off again. It's a queer looking affair on the face of it. To sum it up, we believe that the situation is this: Somebody who's strong with the foreigners doesn't want them to go to work. Some one wants the strike prolonged, no matter what the cost to the men themselves. We've tried to find out who this is, but we have not succeeded in doing so. That is why we have sent for you. We want you to go to work and get at the root of the affair, find out just what

the trouble is. You won't have an easy time doing this probably because you'll have to work among foreigners, but go ahead and try. And try hard and fast, because the strike is costing us money every day that it lasts.'

"I went out promptly and looked over the ground. It was a new field to me, never having been mixed up, in a labor controversy before, and as to going up against a proposition in which the people whom I had to deal with were all ignorant foreigners, it was certainly a new experience. I found one part of the firm's plants, the part in which the laborers were employed, practically tied up. A few non-union laborers and a few officials of the firm were trying to do something to prevent an utter cessation of operations, but their efforts were at the best but experimental. Plenty of good laborers were absolutely necessary to the works.

"I first sought to find the original cause for the strike. As near as I could learn from foremen and superintendents in the plant, the men struck for a closed shop. This meant only that they wanted their union, which was a new one, recognized by their employers. The firm, after a few days, agreed to do this, and the men were about to return to work. Then a demand for shorter hours was made, and this demand also was granted. But a new demand was made, and this one the firm had refused. The men demanded that the foremen should belong to their union. This was preposterous because the foremen must all be graduates of technical schools or their equivalent, and were, in reality, officials of the firm. So the men were still on a strike, and orders to the value of many thousand dollars were lying unfilled, or being turned away because of it.

"From the plant I went to the quarter of the city where the laborers live. It struck me forcibly after I had looked them over carefully that the demands of the union were all too intelligent for the men who composed it. The boss had spoken truly when he said that they were ignorant foreigners, and the more I pondered over the demands which they had made in the plant, the more I became convinced that the demands and the men were not compatible. Evidently

the men were in the hands of a competent leader and it was to become acquainted with this leader that I made my next move.

"I went to a cheap barber shop and had my hair cropped. Next I purchased a rough suit of clothes and arrayed myself as a workingman and sought a room in the midst of these laborers. I practiced for days to make my voice coarse and guttural like those of the men about me, and in a week I was moving about among the workmen as one of them. Naturally I learned much about the strike, and, sympathizing with the workmen and expressing a desire to secure work in the plant when the strike was won I was invited to become a member of the union. This done I felt that half of my battle was won, for in doing this I came into contact with Jensen, the organizer and leader of the union, 'its brains and its claws,' as a newspaper reporter had referred to him, and in company with the boss I was half convinced that Jensen was at the bottom of the queer phases of the strike.

"I began to cultivate my acquaintanceship with Jensen, but here I was doomed to disappointment, for Jensen was to all intents and purposes a sincere leader of the men under him, striving only to secure what he believed to be their proper rights. He was not particularly brilliant, judging from what I saw of him, but he was honest and sincere, if actions and appearances were to be trusted as signs of character. Gradually I wormed myself into his confidence until I reckoned myself as one of his friends.

"Finally I was so friendly with him that I dared to ask him outright as to just why he had made the last demand for the men, that of making the foremen all members of the union. To my surprise he answered angrily: 'I never made that suggestion. It came from the men one night at a meeting. So did the demand for increased salary. I didn't suggest them, but now that the men have voted upon them favorably I've naturally got to try to see that they get what they want. But the demands show the spirit of the men. They are all their own.'

"This was a blow to me. If the men had propounded their demands, then the strike was on the square and there was no 'queer angle' to it

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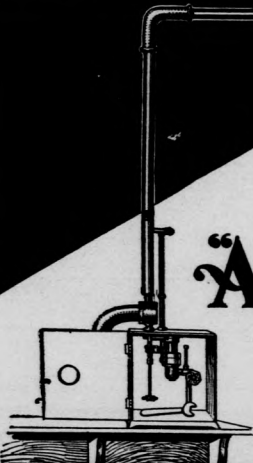
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It supplies from 600 to 1000 candle power pure white light at every lamp, at a cost of only one-third of a cent per hour for fuel—cheaper than kerosene lamps. It is perfectly safe and reliable. It is made of the best material, and is sold on its merits alone. It is positively guaranteed, and that guarantee backed by a reputation of many years' standing. It makes no noise—no dirt—no odor. We are not afraid to allow a fair trial of this perfect lighting system, and demonstrate that it will do all we claim for it.

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.**

as the boss had suggested. I went back to my dirty little room and pondered over the problem, and nearly decided to go back and report what I had found.

"Undoubtedly I would have done this, and so failed to discover the real source of the trouble, had it not been that the union held a meeting a few nights after my conversation with Jensen. The meeting was for the purpose of voting on the foreman proposition. Jensen had moved that the union go back to work with non-union foremen, and the men were to vote upon it. But before the vote could be taken a dozen voices in different parts of the hall began to shout their disapproval of the motion, and the proposition was tabled without a vote. Apparently the men were solid against it.

"More in the spirit of curiosity than the belief that I would discover anything of value I followed one of the most vociferous of the dissenters from the hall and plied him with liquor in a cheap saloon. When he had been thawed by alcohol I asked him carelessly why he had shouted so loudly in the meeting.

"And there I got hold of the key of the whole affair. 'By dam,' the man said, 'dat Ungler says he t'row me and my old womans out of the house if I don't holler so.'

"Who is Ungler?" I asked. 'Ungler?' he queried in surprise. 'Ungler he is de man dat own dis town.' Then I remembered the name. Ungler was a private banker in the foreign quarter of the city who made a specialty of bringing foreigners from the old country, taking a mortgage on their wages and belongings as security for the passage money which he had advanced them. He was generally reckoned as a Shylock, and as I remembered tales of his power over the foreigners of this section I thought that it was no wonder that my bibulous friend said that he 'own dis town.'

"But why should Ungler want the men to stay out on a strike? Surely it was to his advantage to have his foreigners employed all the time, for it was only thus that he could hope to have them pay off the debt they had contracted with him. But according to my friend it was he who had forced him to shout his disapproval to the motion to go back to work. By working carefully I discovered that this was the case. Ungler had forced the men to continue the strike by threatening to bring the law on them if they failed, or if they revealed his hand in the matter. Like sheep the ignorant men had complied, and the result was that my firm was losing thousands of dollars each day. But even with this discovery I was at a loss to ascribe a reason for Ungler's actions.

"Naturally I quit my life as a workman and turned my attention to Mr. Ungler. I shadowed him night and day for a week, but at the end of this time I was no wiser in the knowledge I sought than I was at the beginning. I knew positively he was at the bottom of the protraction of the strike, but the reason for this was lacking. I finally gave up hunting a

reason, and went back to the boss with my information.

"I must say that never in my life have I seen such anger written on a man's face as was depicted on the features of the boss as I told him what I had found. He grew white and red by turns, and choked, so angry was he. He pushed a bell and summoned two private detectives.

"Get a closed carriage and bring Ungler here," he ordered. 'Bring him here at once, if you have to club him to do so.' In an hour the detectives were back and Ungler was with them.

"Ungler!" roared the boss, pointing a finger at him. 'How much a day does Livingstone pay you for prolonging this strike?' I gasped as I heard this. Livingstone's firm was the chief competitor of our house and the principal beneficiary of the strike.

"He doesn't pay me one cent. What are you talking about?" demanded Ungler viciously. 'Ungler,' said the boss, 'I may hang for it, but I'm going to put you out of business this time. It's all off with you. Your men have confessed. I know enough to put you in jail. And if I don't put you in jail I'll drive you out of this neighborhood by force. Now, confess.'

"And Ungler did confess. He had been working for Livingstone in using his power to have the strike prolonged. Livingstone had paid him to keep the strike going."

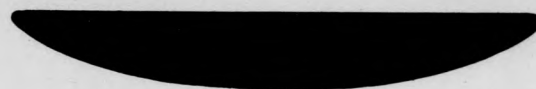
James Kells.

Puzzie of Silver and Lead.

The contemporary chemist considers not only what things are but what they may have been. Every lead mine is a silver mine, and every silver mine is a lead mine all the world over, says Donad Murray. It is curious, too, that these methods come together in the order, tons of lead, ounces of silver. Why should this be? It is suggested that the silver is a disintegration product of lead. Once on a time the silver particles broke away and experiments might show that they are still breaking away and leaving the lead. In the same way copper and gold often occur furiously together. Who will take the trouble to free by the usual crystallizing process ten tons of lead from all traces of silver, then put it aside for ten years and test again for silver by the same process?

Claims Fishes Can Hear.

Are fishes deaf is a question which naturalists answer with diversity of opinion. Mr. Haddon of Notts, England, gives the details of an experiment that seems to indicate that some fishes have the sense of hearing. In a pond in the roadside are some large chub, fifty or more in number, and by the side of the pond is a penny in the slot machine which provides small boxes of cheese wherewith the chub can be fed. When the drawer of this machine is pulled out it makes a considerable noise and causes much excitement among the fishes. When the drawer was pulled out silently the fish took no notice. Then when the drawer was rattled they again became excited.

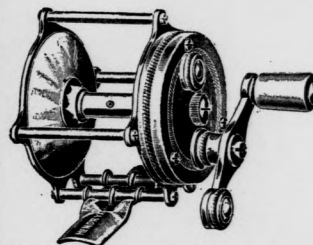


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Good Grease
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Shoe Education for the Public.

The plan proposed by an assemblage of New England shoe manufacturers of raising \$100,000 for a campaign of education aimed at the consumer has attracted no little attention in shoe trade circles the past week. A meeting was held at the rooms of the New England Shoe and Leather Association to see what action, if any, could be taken. The discussion was comprehensive, but not enough so to convince manufacturers selling to wholesalers that the scheme is practicable, or would work out to the specific advantage of many others than the leading makers of specialty shoes.

If any two, or perhaps one, of the small coterie of specialty shoe producers believe as thoroughly in the great advantages to be derived from their proposition as they have so enthusiastically claimed, the campaign will not fail to materialize for the lack of \$100,000. We can not see that such a course of education is essential to the manufacturer selling the wholesale trade, or even a large number who sell to the retail trade direct. For this assumption we state a few reasons herewith:

Some of the leading makers of specialties have for years been advertising widely to the consumer that \$3.50 is the right price to pay for a shoe, and hundreds of thousands of dollars have been expended in thus educating the public, if it may be called education. The cost of producing shoes has so increased, by reason of the rise in raw materials, labor, etc., as the retail dealer knows, that the big specialty man knows he can no longer give the same value in footwear at the same price, and he must now teach the consumer why \$4, or some other price, is right, and not \$3.50. If this is true, why can not the specialty man teach the consumer the necessity for paying more through the same channels in which he told the consumer about the \$3.50 fixed price.

The average consumer in America is, we believe, bright enough to know that he must pay the price asked for value if he receives it; if he is given a better bargain in footwear than in clothes or meat or other things it is not necessarily through lack of intelligence on the part of the consumer. He will pay more for shoes if the seller insists, but not because advertising matter in the literary magazines or otherwise has taught the consumer that shoes ought to bring more money.

There has recently been, and is now in progress, a price change in footwear, which illustrates clearly the fallacy of the above scheme so far as it pertains to the great majority of shoe manufacturers. The higher cost of producing shoes has within a period ranging from a year to a year and a half, perhaps a little longer, compelled the manufacturer selling the wholesaler to gradually advance

the price of a \$1 shoe, for example, to \$1.25 and \$1.30, and similarly on other staple grades. The wholesaler, recognizing the conditions, has paid this price, although reluctantly, and in turn he could not sell this value for any less to the retailer, but in addition has had to add on his own profit. The same applies to the retailer, so that here is illustrated a common instance of where a considerable advance was and is being obtained all along the line as a matter of necessity, nor has it required \$100,000, for an educational campaign with the public to attain the end. It is accordingly no more necessary now for the manufacturer selling either wholesaler or retailer to pursue any other than the legitimate business policy followed in the profitable lines of trade—that of charging a reasonable profit over cost of production—and let us say that those who have not stamina enough to adopt this as the basic principle of their business have adopted the wrong vocation for their life work.

As to education for the retail shoe dealer, we must say from our experience that the average one is a bright, up-to-date merchant, nor in any branch of the industry is there greater desire evidenced for keeping posted and in touch with modern business methods. Furthermore, there are at present ample facilities for conveying more intelligence to the retailer and his clerks through the medium of the trade press and the able secretaries of the trade associations, without resorting to the assistance of a Baker or Steffens, even although their ability for expounding an economic issue we gladly acknowledge.

With no desire to put the slightest obstacle in the way of a feasible plan designed to secure more money legitimately for shoes, we are emphatic in our belief that the proposed measure would be mainly for the benefit of those who have fixed the price so firmly in the public mind that they wish to have the proposed appeal appear unanimous with a view to more easily reaching the public. Moreover, we know of no industry in this country that markets goods by any other principle than that the seller shall name the price; the buyer may take it or not, and if the price is too low or too high it must eventually strike its proper level. If a profitable precedent is to be established in the prospective educational campaign, its feasibility is at least too intricate for the understanding of many of the foremost manufacturers and wholesalers whom we have interviewed.—Shoe Retailer.

Some congressman attempted to send a book case filled with public documents through the mails free by the use of the congressional frank, but the book case was held up by the postal authorities and the congressman was obliged to pay \$72 in postage. The name of the congressman has been carefully guarded, and the blame is being charged to a former private secretary.

Many a sermon is preached by silence.



Only One Man

Can Lead the Parade

In every town there is one shoe store which is best known. It's the store that does things right. It's the store that gives the most value for the money, that sells the most shoes and makes the most profit. In nine cases out of ten you will find that it is the store that sells

Hard-Pan Shoes

for men, boys and youths—only one first-class dealer in a town can have them. The chance is yours unless they are spoken for—it's well to keep this fact in mind. There is no time to lose, for the time is coming when you'll wake up to what you're missing. Sending for a sample pair won't break you, especially as you can send 'em right back if they aren't as good as we say they are.

Look for **our name** on the strap of every pair.

The Herold-Bertsch Shoe Co., GRAND RAPIDS, MICH.
Makers of Shoes

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

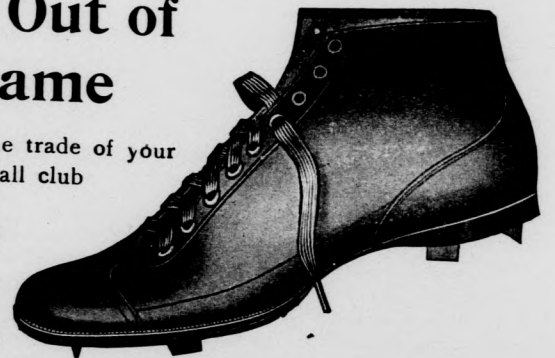
SAGINAW, MICH.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail.

Local and Long Distance Phone M 2226

Modern Shoe Dressing.

"Time was," said a manufacturer of shoe dressings, "when everybody wore black shoes, and the leather commonly worn was calfskin. In those days shoe blacking was to most people just shoe blacking, a paste blacking put up in a round flat tin box.

"We did import from France a paste blacking that came in oblong square wooden boxes, and from England a liquid polish that came in wide-mouthed stone bottles; but the great majority of people when they wanted shoe blacking just bought a box of the blacking of the size they wanted, and that was all there was to it; though even in those days there was an art in the manufacture of shoe blacking, and some manufacturers turned out a product that came to be well and widely known.

"Still shoe blacking was then to most people just shoe blacking; while today there are plenty of people who never saw one of those once universally familiar old-time flat round tin boxes, and shoe dressings are now made in great variety and put up in many forms, and the manufacture of shoe dressings has progressed from an art to a science, in which the chemist plays his daily part.

"These great changes in the business have been brought about mainly by the modern introduction into general use, for shoes, of many different kinds of leather, and of leathers of different colors, and by the widespread use of canvas shoes, these including great numbers of white shoes, calling for white dressings.

"So, while once the manufacturer of shoe blacking simply continued to make shoe blacking, with such improvements in its composition as experience suggested, now the manufacturer of shoe dressings keeps track of the leather markets, of all the new leathers and other materials put out for use in shoes, and he must know to what extent these are likely to prove popular, and be prepared with dressings suitable for them when the shoes came on the market.

"The chemist comes in here in the compounding of a dressing that shall not only be suitable but advantageously adapted to the leather upon which it is to be used.

"And so we now have dressings in the form of powders and of cakes, and we have cleaners and dyes, as well as many liquid and paste dressings. And while formerly the sale of the blackings produced here was practically confined to this country, American shoe dressings now follow American shoes all over the world."

Hints for Handling Rubber Goods.

Rubbers, in some respects, are a rather peculiar and uncertain thing to handle. Sales are inclined to dwindle away in the fine weather to almost nothing, and then take a sudden jump when rainy weather comes along. This feature of selling in rubber goods can be overcome to some extent by instructing each salesman when making a sale of shoes to make an inquiry if a pair of rubbers will not be needed, and if

it would not be better to have them fitted to the shoes. The advantage can be pointed out of having them on hand, instead of waiting until a storm comes up unexpectedly and having to race away through the rain after a pair. A great many can be sold in this way and the total sales largely increased, as many customers are gathered up in this way who would simply drop into the nearest shoe store for rubbers in case of an emergency. During the summer months the dealer who is wise will look carefully after his rubber stock and will, consequently, be less likely to become a loser in the long run. Rubber boots and shoes, when left exposed to the sun and the dust, are sure to deteriorate both in quality and appearance. Goods of this sort should be stored away in cases in a good, dry place. This can readily be managed so that they are at the same time easily accessible. Bulk goods may be stored in empty shoe cases, or, better still, packed away neatly in drawers, if the dealer possesses such conveniences for their storage. Cards specifying the kind of goods inside should be placed on each packing case or other receptacle, and the stock will be sure to be in good shape when wanted.

Ankles Kept Warmer.

Many a woman has met her death through her ankles, and there are doctors who say that women take cold from exposed ankles more often than in any other way.

The fashion of wearing low cut shoes and the thinnest of thin slippers in zero weather has had many a funeral laid up to its score. The vogue of society this season has brought about a much needed reform in this matter, and women are more comfortably shod than they have been in years, so far as the day-times goes.

Now smart bootmakers have put a boot on the market for full dress evening wear that carries the much needed reform into the night. This boot is a compromise, but it is a pretty and a sensible one.

It is built of the finest kid in white, in delicate colors and in bronze. The vamp is very long and in some cases handsomely embellished with bead work or embroidery insets.

The top is, of course, plain, and clings to the ankle closely, being fastened with handsome buttons. It is almost unnecessary to add that the sole is thin and the heel high, since it is built expressly for feminine use.

These new evening boots are very expensive, but their makers say that they pay for themselves many times over in the saving of doctor's bills.

Slippers and boots of bronze are in great demand just now, and the fad is a boon, indeed, to the would-be well dressed woman of limited income. Bronze footgear is pretty, looks well with everything, does not soil and, above all, makes the foot look small, a thing that can not be accomplished by means of light-colored kid.

MICHIGAN SHOE CO DETROIT



HONORBILT
Shoes for Men

are just what you need to tone up your stock of men's fine shoes—besides, they are well advertised and very popular.

You will have a decided advantage over your competitor if you handle "Honorbilt" shoes and the regular Mayer Custom Made line, for which there is a steady demand. We will be pleased to send you samples.

F. MAYER BOOT & SHOE CO.
Milwaukee, Wis.

MILWAUKEE
F. MAYER & SONS
CUSTOM MADE

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.

MONEY TRIBUTE.

Grand Rapids Banks Could Produce Five Millions.

Written for the Tradesman.

President Castro of Venezuela is considerable of a fire eater. Fortunately, he is not as enterprising as he is valiant in long range speech. If it were otherwise imagine what might happen. He might collect a fleet of catamarans, tug boats and scows and, sailing across the Gulf, reduce New Orleans in a day. Then he might sail up the Mississippi and St. Louis would fall. Chicago would naturally be next on his list, and from Chicago he would sail for the metropolis of Western Michigan, the improvement of the river making his approach by water easy if the ice were out of the stream. Drawn up in battle formation just below Robarge Island, with every gun trained on the city, with every typewriter ready to fire and every orator loaded, Grand Rapids would be at the mercy of the rogue from the Southland. He could demand anything in the way of tribute that get-rich-quick fancy might dictate. The city would have to pay.

And how much tribute could Grand Rapids pay on the short notice that would be given? A guess of \$20,000,000, which somebody on the rear seat advances, is wild. Half that figure shows some signs of domesticity, but is still far from the mark. As a matter of fact, if President Castro should prove at all particular, if he should demand his price in cold, hard cash, this town could not dig up a single million, not even if the store tills and the babies' banks were drawn upon. The savings banks could contribute \$226,940 in gold to the jackpot that Castro's "drop" would win and \$25,404.10 in silver. In their statements the National banks do not indicate the difference between their gold and silver holdings; it is all put down as specie. If their specie is relatively the same as with the State banks the tapping of their vaults would yield \$545,400 in gold and \$60,057.41 in silver. The total would be \$772,340 in gold and \$85,461.51 in silver, or \$857,801.51 in all, to which, if Castro wanted the very last cent, might be added \$9,177.77 in nickels and pennies. This would still leave \$133,020.72 to be raised by free will offerings of silver spoons, finger rings and small change to make an even million.

If our pirate visitor should prove not so very particular, if he would accept currency as well as coin, Grand Rapids could do better by him. The National banks have a total of \$421,495 of paper money of various kinds laid away and the State banks have \$337,884 in addition; a total of \$759,379. This would swell Mr. Castro's prize to \$1,626,358.28, including paper, coin and pennies. This is not a tremendous showing for a town of this size—little more than \$16 a head for the city's population—but even at that figure the visit would be highly profitable for the Venezuela caller and would, no doubt, net a handsome profit on the investment.

Should Castro so far depart from the hard cash principle as to accept currency it is possible he would look

with favor on bills drawn on the New York, Chicago and other banks where the Grand Rapids banks carry their reserves and accounts for convenience. The National banks could hand over drafts to the amount of \$2,115,156.23 and the State banks could do the same for \$1,363,844.95, a total of \$3,479,001.18. With the cash and drafts the total would amount to \$5,105,359.46, a sum that would make his call quite worth while, but would fall far short of the \$20,000,000 mark.

The total deposits carried by the Grand Rapids banks is \$23,430,566.86, and the total in cash and due from banks is \$5,105,359.46, or about 22 per cent. of the deposits. The law requires but 15 per cent., so the banks are well above the limit, but the big difference between the amount that might be called for and the amount immediately available, and the sufficiency of the latter, illustrates the small part played by real money in the business of the day. Real money is, of course, the basis, but credit paper of various kinds are the instruments of trade. This is further illustrated by the clearing house figures. The total clearings last year were \$108,755,281.27, while the balances were \$20,499,372.79. The actual cash changing hands was less than 20 per cent. of the total clearings. In carrying 22 per cent. of their total deposits in cash or reserve the banks have a greater proportion of money in sight than was used in the course of ordinary business last year.

The banks have had great success in unloading their "other real estate." The statements of Feb. 5, 1901, five years ago, showed their realty holdings at that time to aggregate \$164,350.66. The Nationals owned \$104,098.56, the Old National holdings alone being \$39,496.68 and nearly 30 per cent. of the Fifth National's capital was tied up. The State banks held \$60,252.10, the largest being the Peoples with \$25,913.52 and the Grand Rapids with \$20,414.52.

The total "other real estate" now held, as shown by the recent bank statements, is \$13,405.27, the Nationals having \$705.09 of the total and the States the remaining \$12,700.18. The Old National is the only one in that class that has not cleaned its slate. The Grand Rapids Savings still has \$7,420.35 left, the Kent \$3,233.65 and the Peoples \$2,046.18, probably one description each, representing property that had to be taken on mortgage.

Five years ago the Michigan Trust Company held \$33,618.48 in real estate; its present holdings are \$1,519.06.

While the banks have been getting rid of their miscellaneous real estate holdings they have been adding heavily to their banking house and furniture account. Five years ago the Nationals figured their banking house and furniture at \$202,113.97; now it is \$401,424.01. The States had \$42,269.03 invested in their "homes," now they have \$124,831.70. The total for all the banks five years ago was \$244,383; now it is \$526,255.71. The Michigan Trust Company five years ago credited to furniture \$25,268.17 and now it is \$12,001. The Trust Company has been "writing off" its

Bostons are Always Durable



Fifty years of practical and successful experience in making rubber boots and shoes is back of every pair.

Our large stock of Boston and Bay State rubbers enables us to make quick shipments on sorting up orders.

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

Reeder's of Grand Rapids

have the best of reasons for thinking when it comes right down to plain rockbound horse sense that the dealers who would not consider carefully the many advantages there are to be derived from handling a line of goods that have proven themselves to be money makers and trade builders they are not considering well what seems to be to their advantage.

Hood

and

Old Colony Rubbers

are winners every time.

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

furniture and fixtures account. What used to be \$10,000 is now \$1. It is doing the same with its vaults; they used to be held at \$15,000 and are now put in at \$12,000. Some of the other banks are pursuing this same policy, although none has yet reached that point where the item has been entirely cut out.

As compared with five years ago the Old National has \$170,000 credited to banking house and furniture, an increase of about \$25,000, the increase representing the cost of its improvements. Although the National City made extensive improvements within this period, its building and furniture account remains at \$50,000, the improvements apparently being charged to expense. The Grand Rapids National has jumped from \$2,000 to \$53,424.01, from which some idea can be gained of the great improvements made in the banking offices. The Fourth National has increased from \$2,000 to \$125,000, this being accounted for by the purchase of the property it now occupies and its remodeling. The only marked increase among the State banks is with the State, from \$6,000 to \$49,000, and a large share of this increase is due to the purchase of the West Side branch property. The Commercial has \$38,595.70 credited to house and furniture account and this includes the South Division street branch.

Five years ago only three of the banks owned the property they occupied, the Old, the National City and the Kent. The Fourth is now added to this list and the State and the Commercial own their branch bank properties. L. G. Stuart.

A Few B's for Every Day's Use.

Be personally interested.
Be progressively alive.
Be physically alive.
Be prodigious in energy.
Be punctual in appointments.
Be painstaking with customers.
Be patient with cranks.
Be polite to kickers.
Be pleasant to all.
Be partial to none.
Be plucky at all times.
Be peaceably inclined.
Be positive for principle.
Be productive for good.
Be protective to the weak.
Be pronounced for the right.
Be persuasive in argument.
Be profuse in amiability.
Be perfect in conduct.
Be precise with orders.
Be profitable to the house.
Be particular in all.

Not a Shoe Salesman

A minister's wife, a doctor's wife and a traveling man's wife met one day recently and were talking about the forgetfulness of their husbands. The minister's wife thought her husband was the most forgetful man living, because he would go to church and forget his notes and no one could make out what he was trying to preach about. The doctor's wife thought her husband was the most forgetful still, for he would often start out to see a patient and forget his medicine case and travel nine miles for nothing. "Well," said the traveling man's wife, "my husband

beats that. He came home the other day and patted me on the cheek and said: 'I believe I have seen you before—what is your name?'"—Brown-wood Banner-Bulletin.

IN THE DISTRICT COURT OF THE UNITED STATES FOR THE WESTERN DISTRICT OF MICHIGAN — SOUTHERN DIVISION. IN BANKRUPTCY.

In the matter of Jacob L. Weisman, Bankrupt.

Notice is hereby given that the Jacob L. Weisman stock of clothing, dry goods, gent's furnishing goods, boots and shoes, rubbers, fixtures, book accounts, notes and other evidences of indebtedness, and other articles usually kept in a clothing and dry goods store, will be offered by me for sale at public auction, according to the order of the U. S. District Court for the Western District of Michigan, on Friday, the 23rd day of February, A. D. 1906, at 9 o'clock in the forenoon of said day, at the front door of the store room kept by said Jacob L. Weisman, in the village of East Jordan, Charlevoix County, Michigan. There is about \$4,000.00 worth of stock and fixtures. A copy of the inventory may be seen at my office in the city of Grand Rapids, Mich., or by calling on A. W. Gregory, at the said store, in East Jordan, Mich.

George H. Reeder, Receiver.
Peter Doran, Attorney for Receiver
Dated Grand Rapids, Mich., Feb 10, 1906.

Always Something New

When our customers want something fine they place their order with us. The best line of chocolates in the state.

Walker, Richards & Thayer
Muskegon, Mich.

HATS At Wholesale

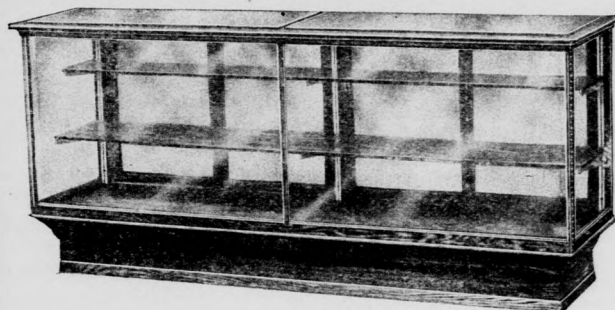
For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids.



The Original Holland Rusk

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

Holland Rusk Co., Holland, Mich.



No. 63

workmanship guaranteed—that's us.

We don't believe merchants are going to get reckless just because they're making money. We expect them to "buy close" when dealing with us, but if it's "plunder" they're after, on your way. We can't afford to handle it. Our proposition is different. You'll want to hear it.

No. 63 is our "standard"—good for almost everything, everywhere. There'll never be as good an all round case as this unless we make it, and that won't be for years to come.

No. 63H is what every clothing department needs, matches No. 63 and has more room for display than any other practical hat fixture.

Grand Rapids Fixtures Co.

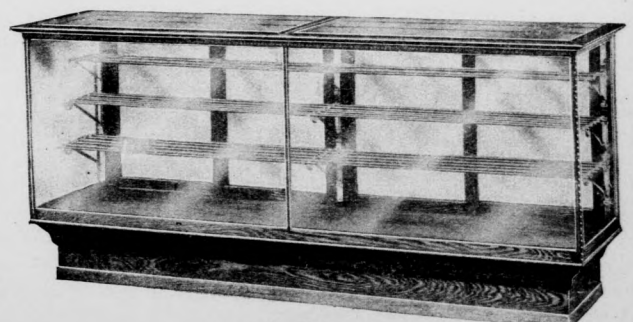
136 S. Ionia St.

Grand Rapids, Mich.

NEW YORK OFFICE, 724 Broadway

BOSTON OFFICE, 125 Summer St.

St. LOUIS OFFICE, 1019 Locust St.



No. 63H

How Are You Figuring

regarding store equipment? There are two wrong methods and one right one. You can pay too little for good stuff; you can pay too much for poor stuff or you can pay a fair price for quality and

HERKOMER'S RESOLUTION.

It Resulted in Restoring the Postmistress.

Written for the Tradesman.

When Esek Edwards bought "the hill" there wasn't a business man in Herkomer who failed to pass some comment as to the sanity of the newcomer, and a majority of these remarks were pointed with regard to the fact that Edwards moved away from Herkomer with his parents when he was a mere child; had passed his youth and early manhood in various of the larger cities, and, although he had seen much of the world, was not wise as to realty values in country towns.

"The hill" which Edward bought was a triangular piece of land containing about twelve acres and constituting exactly one-half of an area 840 feet wide by 1,250 feet long, the triangle being formed by a street that had been built from the steamboat landing along the side of the hill to the main street of the town, extending along the crest of the elevation.

"What you goin' to do with it?" asked Mr. Blakeslee, the leading merchant and postmaster, after he had become a trifle acquainted with Edwards.

"I don't know. Why?" responded the comparative stranger.

"Oh, nuthin'," replied Blakeslee, "only the blame soil ain't good fer anythin' an' I kinder figured out that you bought it 'cause you jest wanted to own suthin' here at your birth town."

And Edwards agreed that that was his sole purpose.

"I've lived in a good many different places in thirty years, most of them very large cities, and I've made money, plenty of it, that is, for me; but I've always had a tender feeling for Herkomer, and now I am here to stay. I don't like the noise and worry, the limitations of all kinds, that I find in a city."

"Well, your piece'd make a sightly location for a residence, only it's kinder out the way from the rest of the town," ventured Blakeslee.

"Yes, it is a little to one side," responded Edwards, "but then one gets splendid views both up and down the river from that point."

In this fashion and for two or three weeks the residents of the little town discussed the future of "the hill," when their noses for news found new material. Edwards began building a shedlike house of medium size, and in it he installed a steam engine—one of the portable kind, and next it became known that he had purchased "the flats," some eight or ten acres just above the steamboat landing and a large portion of each year under water. And then came a concrete mixer, a lot of fifty pound rails and half a dozen small dump cars. Indeed, never before had a steamboat discharged so large a cargo of freight at that point.

And never before was the opportunity to earn good wages so great in Herkomer as when Edwards began the work of removing "the hill" and depositing it on "the flats." Teams and men were in demand at once and

so great was the call that farmers came with their husky sons and their shovels from three and four miles away to put in as much time during the fall and winter as possible.

From the point where the diagonal street from the steamboat landing began its climb up the side of the hill the work of excavating was carried both north and south, the little tracks from that point being kept fairly hot with the horse-drawn dump cars as they transferred their loads from the steam shovels to the dumps.

The town on the hill, that is to say, the score or so of merchants along the main street half a mile away, were wild with conjecture and criticism. "It's a blamed outrage!" said Blakeslee, "to rip up the hill road that way," and Anson Davis, the leading attorney of the four who were citizens, suggested that an injunction could be obtained "if only somebody would take the initiative."

"Never get frightened until you're hurt," said J. Wesley Thorpe, publisher of the Herkomer Herald (weekly). "I've talked with Mr. Edwards a dozen times about the matter and he assures me that if we only knew the facts we'd realize he is working for the good of the town."

"He wants to own the town; that's what he wants, but, by gum, he can't own me 'r my land! Just because he's got money he thinks he's the hull thing," was the comment made by another, and the very next day it came out that the speaker had already sold twenty acres directly across the street over the hill to Mr. Edwards for \$65 an acre—an unheard of price in that neighborhood.

By midsummer the next year the entire aspect of Herkomer had changed. "The hill" had practically disappeared, "the flats" was an area of firm land three feet above high water mark, a fine four-rod-wide street led direct from the steamboat landing up an easy grade that had been macadamized to the main street on the hill. There it connected with the section line road running out into the best settled portion of the county, so that Edwards Corners, as they were called, constituted the best point for business along all of Main street. The old side hill thoroughfare, with its ruts and mud, was practically abandoned and the steamboat people were very glad to utilize a fine new wharf boat which Mr. Edwards had provided at the new concreted levee he had built immediately above the ramshackle old warehouse with its clay bank landing.

Meanwhile J. Wesley Thorpe and the Herkomer Herald had moved into a neat new two story structure, built of brick, erected on one of the new four corners created by the Edwards magician, while Mrs. Lawton, formerly postmistress, had moved her stock of millinery, dry goods, cloaks, etc., to another new building of brick on the opposite corner.

By this time there were no sore-heads save those who owned the rusty old wooden buildings farther up the street. The postmaster, Blakeslee, was of the opinion that it was a case of "a fool and his money soon parted," and Deacon Fox, the "Shy-

lock" of the town, observed, "You'll hear a crash bimeby. This thing can not go on for all time."

The down river angle of the new four corners and the one nearest to the wharf boat was exactly twenty-two feet above the river. From that point one commanded views because of a sharp angle in the river about three miles up the river and down stream, respectively. And on that corner was erected a three story hotel of brick, stone and iron, having a dignified colonaded porch across its entire river front, and from which sloped a very pretty lawn area. On Main street the building showed a store front elevation which was, as was all the rest of the structure, of Colonial design, and far and away an uncommon picture in a town the size of Herkomer. And the hotel had its own electric light plant (which provided lights also for the other buildings belonging to Edwards), its own hot water heating plant, its own great refrigerator, with an ice house of goodly dimensions down near the river. The hotel was also equipped with bath rooms, electric bells and was admirably furnished throughout.

Meanwhile, also, a machine shop and foundry, giving employment to a score of men, were established down on the old "flats," and a large pickling station was soon a busy neighbor thereto. East on the section line road, both sides of the street, small seven and eight room dwellings, well built and of tasteful design, went up and were quickly occupied. It was a veritable revolution because of the installation of water service, sewers and electric lights. Presently a printing establishment, employing 150 persons and hailing from Chicago, put up a handsome building on a half acre site donated by Edwards, and within two years the "old part" of the town was dead so far as business was concerned. The O. C. & K. C. Electric Railway, which had long ago passed three miles to the west of Herkomer because the village authorities would not offer any inducement to have the road come to them, now came to the new four corners because Mr. Edwards had developed a source of business worth going after.

Twenty miles up the river was a city of a hundred thousand people. The same distance the other way was a goodly sized city. Herkomer was picturesque in a rural sense and from the standpoint of river scenery it was a popular resort. It could be reached by boat or over the suburban road; it had a comfortable well-kept hotel and all desirable accessories; in brief, it became a summer resort of very considerable dimensions, and at the same time it flourished as a market town and as an industrial center, so that, in the end, even although they lost "the business center," the owners of property about and beyond that old point very soon realized that Mr. Edwards had been the creator of their increased wealth.

"It must 'a' cost you cluss onto a million dollars," said Blakeslee (who was no longer postmaster, having been superseded by Mrs. Lawton) one day in a friendly conversation—

they were now firm friends—with Mr. Edwards.

"Oh, no, not half that," responded Edwards with a smile. "You know it doesn't cost so very, very much when one goes at it right and knows how."

"Well, you know how all right," replied Blakeslee, as he tapped Mr. Edwards good naturedly on the shoulder, "but what I can't see is how you cum to do it. How did you happen to think of it?"

"Do you really want to know?" asked Edwards as he turned a chair on the porch and nodded to Blakeslee to sit down.

"Sure I do," said Blakeslee as he took the seat. "If I only knew how I might try something myself."

"Well, I'll tell you," and Mr. Edwards sat down as he took a cigar from his pocket and offered another to his guest, who quickly accepted. "Do you remember my mother's maiden name?" he asked as he held a lighted match for Blakeslee to fire his cigar. Then, beginning to smoke his own cigar, Mr. Edwards continued: "No, I guess you're a trifle too young to remember that. Well, it was Roxanna Duncan."

"Oh, yes, I remember the Duncans. They lived just above you here on the main street," said Blakeslee.

"Well," resumed Edwards, "my mother died when I was 11 years old and I went to live with her sister, who was her elder and married. For four years I lived with that aunt and then I started out to make my own way and, as you know, I made it. Eight years ago, you will remember, you were appointed postmaster."

"Eight years and a half," interrupted Blakeslee, all interest.

"Well—let's see" (here Mr. Edwards paused thoughtfully), "whom did you succeed?"

"Mrs. Lawton," answered Blakeslee as he pointed toward that lady's store just across the street.

"So it was, Mrs. Lawton, she who is our postmistress to-day," said Edwards as though the fact pleased him. "Well, it was when I first heard of your appointment that I began to figure on coming back and doing something for Herkomer. It was my childhood home; I knew every tree and fence and stable and house in the town. You know those childhood records are the ones that stay longest. In my mind thousands of times I have seen the steamboats coming up or down the river; I could hear their stacks breathe before I could see them, and I wanted to get back and see the town grow. I wanted it to grow and I wanted to see Mrs. Lawton, even although she is pretty old—past 70—I wanted to see Mrs. Lawton back in that postoffice as its mistress."

Edwards looked Blakeslee squarely in the face with an amused twinkle in his eyes and Blakeslee, utterly amazed, looked back at him with equal fairness.

"Air you the one who got that job back again for her?" finally asked Blakeslee.

"Well, I fancy I helped some," responded Edwards, "you see her maiden name was Harriet Duncan, she is

my mother's sister—the aunt who cared for me when my mother went away—and I love her."

"By gum!" ejaculated Blakeslee, "you're a keener, but I'm awful glad you came." Charles S. Hathaway.

Acetylene Gas Affecting Bread.

A novel experience of how the fumes of acetylene gas affected bread was told to a representative of the Australian Bakers' Journal by Mr. W. Kautz, a prominent master baker of Inverell, N. S. Wales. He states that he was one of the first in Inverell to use acetylene gas, and placed it in the bakehouse, as well as the shop and house. He was pleased with the light, and it soon came into general use. But the installation had not been long in use before he became aware of something wrong with the bread, and came to the conclusion that it was "rope," though he had had no personal experience with that bread disease before. He could not understand the turn affairs had taken, and this hastened the conclusion that "rope" was present in the factory. He turned to and cleaned the bakehouse thoroughly, including utensils, but still the trouble was with them. The bread smelled peculiar, and the taste was most unpalatable. This sort of thing continued for a week, and proprietor and staff were worried greatly at this mysterious happening. But, by accident, one night he discovered a leak near the tap. It was alight, and this led to further researches. He was then satisfied the dough had absorbed the gas fumes, and as a result, gave an unpalatable loaf of bread. Now he uses the ordinary lamp to prevent the chances of a recurrence.

The Cult of Silence.

Now, to keep one's freshness there ought to be a zone of silence around every human being during some part of every day. It is significant that the great religions of the world have come out of silence and not out of noise, as a rule, in seclusion—not necessarily apart from men nor in solitary places, but away from the tumult and away from distracting sounds.

It is in silence alone that we come into possession of ourselves. The noises of life disturb us as a cloud of dust intervenes between the eye and the sky. There ought to be a cult for the practice of silence—a body of men and women committed to the preservation of the integrity of their souls by neither hearing nor making speech for certain periods, pledged to the culture of the habit of quietness.

Maeterlinck has pointed out the fact that the best things are never spoken and the truest intercourse between congenial spirits is carried on without words. If we said less and thought more there would be far fewer things to explain, many sources of irritation would be dried up at the sources, and the prime cause of irritation, which is nervous exhaustion or excitement, would be removed.

We can keep only what we give away.

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				
Drs. of Powder	oz. of Shot	Size	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow	60			
Chain				
1/4 in 5-16 in. 3/4 in. 1 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 3/4 c.	7 3/4 c.	6 3/4 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
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				
An Sable	dis. 40 & 10			
House Furnishing Goods				
Shampooing Towels new list	75			
Japanese Towels	50 & 10			
Iron				
Bar Iron	2 25 rate			
Light Band	3 00 rate			
Knobs—New List				
Door, mineral, Jap. trimmings	75			
Door, Porcelain, Jap. trimmings	85			
Levels				
Stanley Rule and Level Co.'s	dis.			
Metals—Zinc				
600 pound casks	8			
Per pound	8 1/2			
Miscellaneous				
Bird Cages	40			
Pumps, Cistern	75 & 10			
Screws, New List	85			
Casters, Bed and Plate	50 & 10 & 10			
Dampers, American	50			
Molasses Gates				
Stebbins' Pattern	60 & 10			
Enterprise, self-measuring	30			
Pans				
Fry, Acme	60 & 10 & 10			
Common, polished	70 & 10			
Patent Planished Iron				
"A" Wood's pat. plan'd, No. 24-27	10 80			
"B" Wood's pat. plan'd, No. 25-27	9 80			
Broken packages 1/2 c per lb. extra.				
Planes				
Ohio Tool Co.'s fancy	40			
Sciota Bench	50			
Sandusky Tool Co.'s fancy	40			
Bench, first quality	45			
Nails				
Advance over base, on both Steel & Wire				
Steel nails, base	2 35			
Wire nails, base	2 15			
20 to 60 advance	Base			
10 to 16 advance	5			
8 advance	20			
6 advance	30			
4 advance	45			
3 advance	70			
2 advance	70			
Fine 3 advance	15			
Casing 10 advance	25			
Casing 8 advance	35			
Casing 6 advance	35			
Finish 10 advance	35			
Finish 8 advance	35			
Finish 6 advance	45			
Barrel 1/2 advance	85			
Rivets				
Iron and tinned	50			
Copper Rivets and Burs	45			
Roofing Plates				
14x20 IC, Charcoal, Dean	7 50			
14x20 IX, Charcoal, Dean	9 00			
20x28 IC, Charcoal, Dean	15 00			
14x20 IC, Charcoal, 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 80			
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			
Soldier				
1/4 @ 1/2	21			
The prices of the many other qualities of soldier 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	30-10			
Screw Eyes	30-10			
Hooks	30-10			
Gate Hooks and Eyes	30-10			
Wrenches				
Baxter's Adjustable, Nickel	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.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz	85
1 gal. fireproof ball, per doz	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	3
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	33
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
	Per gross
Pints	5 00
Quarts	5 25
1/2 gallon.	8 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
	Per box of 6 doz.
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 75
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, CVrimp top.	4 17
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 31
No. 1, Crimp top.	4 04
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (.85c doz.)	4 61
No. 2, Fine Flint, 12 in. (\$.135 doz.)	5 50
No. 2, Lead Flint, 10 in. (.95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$.165 doz.)	5 77
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 26
No. 2, Fine Flint, (.85c doz.)	4 60
No. 2, Lead Flint, (.95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$.125 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 23
2 gal. galv. iron with spout, per doz.	2 11
3 gal. galv. iron with spout, peer doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	4 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacetas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 71
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	3 00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	3 00
1000, any one denomination	5 00
2000, any one denomination	8 00
Steel punch	5 00

BUYING EGGS.

Some Changes Which Must Be inaugurated.*

The egg business is one of great importance to us all, and for the last two years we have placed ourselves at the mercy of the farmer. Shall we continue to do so? We have paid prices that were beyond the limit and paid them for goods that were inferior. Still, we are trying to build up a trade. This can never be done under the present conditions. We will have to buy our eggs for less money and get a better quality of goods or we will not need a Carload Shippers' Association in the future, for many of us will have no goods to ship.

Not but that we might still continue to do business, but we are not doing justice to our trade or ourselves. One of the secrets of success in any commercial business is the

fresh eggs so long as he can sell anything he takes to market.

We should buy fresh eggs just the same as any other product, paying a premium on strictly fresh ones, and only paying for the poorer grades what they are worth, if we buy them at all. We can not expect to build up a reputation for ourselves on rotten eggs and we certainly have pride in the product of our State. We should be loath to place upon its markets goods of an unsavory quality. Until the last few years Michigan eggs have had a good reputation, but to-day our eggs are not looked upon with any pride. Why? Because we have lost our self respect as buyers and shippers, and become dealers in all kinds of overripe hen fruit.

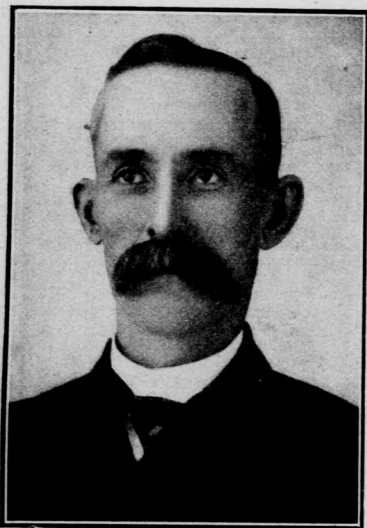
We believe the average American

hen has just as much pride to-day as in the days of our forefathers. When we take into consideration the rapid strides being made in the production of eggs in Michigan we must admit that we are not doing our duty or we would take a stand in behalf of the American hen and see that her product was properly taken care of and properly marketed.

Let us make it known that we will grade our eggs before we buy them and sell them on their merits, and by so doing gain for ourselves reputation, and at the same time make it generally known that Michigan eggs are worth being sought after. We must put the price so we can all make a small profit and still do justice to the producer, but the quality must be improved.

You can not mention any commodity in this great Michigan of ours that is not bought and sold according to its quality. If you wish to select a horse, the quality must be good or you do not want him. But if you get him on your hands and he is not good you must be a jockey or you keep him. We are certainly becoming egg jockeys when we take all kinds of eggs.

Of course, many of us handle poultry as well as eggs, and to those let me say, do not buy it in the shell. This will help some. If you meet your friends on the street you take them to some up-to-date thirst emporium where you know the quality of the whisky is good, but you go to the country merchant and buy his



quality of its goods, and the eggs that are being bought and sold by us to-day are in many cases shameful.

The man who buys eggs by the case, current receipts, is the man who has to stand for the quality. It is thoroughly understood that we are dealing in fresh eggs, but when we go to the country merchants and take the mixture that they get from the farmers, without sorting them, just because they are in egg cases and have shells on, we make a mistake. Just as long as we do this the merchant will take whatever the farmer brings him.

Sort the eggs a few times and leave a few dozen old-fashioned rots with the merchant and see how soon he will be after the farmer. Then the loss is where it belongs and the man who produces the eggs will make special efforts to produce good ones. The farmer is the man who ought to lose the poor eggs, as he is responsible for them. If he would take as much pains to produce good ones as he does to palm off all his poor ones onto some one else, the result would be very much in our favor; but he never will do this until he is compelled to. Really, he can not be blamed to any great extent, for there is no inducement held out to him to furnish

*Paper presented at Lansing, Feb. 7, 1906, at the Michigan Carload Shippers' Association of Butter, Eggs and Poultry, by G. S. Young, of Alma, representing the Central Michigan Produce Co., and adopted by the Association as its plan of operation for the present year.

Goods Going Out Every Day



Delivering the Goods

The Best Cigar Ever Delivered For 1/2 a Dime

The sign of the BEN-HUR in any man's store means much for the good of his trade and the pleasure of his patrons. Besides putting out the acme of goodness in five cent cigars, we're bending our efforts in many of publicity's ways to give the first shove to the goods which, when once started, never prove stickers which have to be pushed. If yours is one of the few cases not showing the BEN-HUR cigar, place a trial order with your jobber, write us for advertising material, and lean back and watch your dollars grow.

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

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

eggs because he says they are good, and you know what happens.

We are not dealing in watered mining stock or in a horse trading game. We are dealing in eggs and our success lies in the quality of goods that we put on the market. The egg business is a legitimate one, and is fast becoming a leader in this great country of ours, and we, as leaders, are responsible for the standing our State may have before the world in this industry. Let us place our shoulder to the wheel, one and all, so that our weight may be felt and place ourselves in a position to dictate to a certain extent what the quality of the goods we handle shall be.

We will undoubtedly be called upon to help to educate the farmer as to how he can produce more clean eggs. This might easily be done. The large percentage of dirty eggs that are being placed upon the market is alarming and should not be allowed to continue. This all lies with the farmers, and until they are brought to realize that their dirty eggs will not bring them as much as nice clean ones they will not change their ways. We believe that this Association should sound the warning note. Let us begin now to show our dislike for an inferior article and our appreciation for eggs of a good quality. In speaking of quality, they must be clean, as well as fresh. In order to produce clean eggs the farmer must protect his hens and secure for them respectable places to lay, so that in wet, muddy weather the hen is not compelled to go through a mud hole to get on the nest, and thus dirty the eggs that are already in the nest.

If permitted, she will steal her nest and deposit the valued product on the ground among foul weeds, which naturally stain and destroy the market value of what she produces. These are important details and should be borne in mind by the farmer, but I fear it will not be attended to unless we make our wants known and aid, to some extent, in bringing about the results.

You may say that this Association was not created for the purpose of maintaining a school of instruction for the farmer, but I believe we can do much good along this line, at a slight expense and, if so, we will do ourselves as much good as any one. Let us commence at once to sort our eggs as we buy them and pay for them according to quality. Soon the farmer will think more of us, because his profit will be increased. The country merchants will think better of us because we are just. Our families will think more of us because we are doing a cleaner business. We will think far more of each other and be able to extend a glad hand because we have done our duty as men and American citizens.

Special Features of the Grocery and Produce Trade.

Special Correspondence.
New York, Feb. 10—Speculators in the coffee market are liquidating and we have a somewhat easier situation in this department. Spot goods are, as a rule, said to be rather quiet, although prices are very well sustained and nowhere is any concession

made. Some jobbers say they have had an excellent run of trade throughout the week and the situation generally is in favor of the seller. Of Brazil coffee there are in store here and afloat for this port, Baltimore and New Orleans, 4,247,839 bags, against 4,305,970 bags at the same time last year. At the close Rio No. 7 is steady at 8 7-16@8½c. Very quiet conditions prevail in mild sorts, buyers taking small lots in almost all instances. Good Cucuta is worth 9¾@10c and good average Bogotas, 11@11¼c. East Indias show little, if any, change and rates are well sustained.

There is something doing all the time in the tea market, but there is still room for improvement, and this seems to be setting in stronger and stronger. Quotations show no appreciable change, but certainly there is no weakness.

Raw sugars have been pretty late in arriving from the West Indies this year, but supplies are now coming forward quite freely, 40,000 bags coming from Cuba. Warehouse stocks have been largely drawn upon while awaiting these arrivals and the new supply is very welcome.

Little is to be said about the market for refined sugar. Buyers are withdrawing small amounts under old contracts, and this is about the extent of trading, as new business is practically nil and rates are without change.

Quietude prevails in the rice market and buyers appear to be content with simply enough to last from day to day. Holders hope for something better as warmer weather approaches, but under present conditions they feel as though they might as well go fishing. Quotations appear to be well sustained, and this is one redeeming feature of the week—the only one, too.

There is a fairly steady spice market. Large quantities were sent up in smoke Friday by the burning of the spice mills of Farrington & Whitney, one of the largest grinders in the United States. Nutmegs show some advance, 110s being worth 16½c. Foreign dispatches show an advance abroad, so that the rate is equivalent to 27½c here.

There is nothing new in canned goods. Much interest is manifested in the canners' convention to be held next week at Atlantic City and the attendance promises to beat the records. There is a fairly steady call for red salmon—Alaska—and in due time the market will be in good shape. There has been some reaction in tomatoes and the top figures of a fortnight ago will soon be a memory. Little has been done in futures. Packers are not seemingly anxious to make sales, nor are buyers very ready to talk business. Peas are firm. Corn is dull and bound to remain so, seemingly, if the supplies of "low-down" stock keep coming in.

Best grades of table butter are running short and supplies on the way are said to be light, so this market shows a decidedly stronger tone and an advance of about 2c has taken place since last week. Lower grades are plentiful and prices show no

change, although the feeling is rather weak. Best extra creamery, 27c; seconds to firsts, 19@20½c; thirds, 16½c; imitation creamery, 18@20c; factory, 15@17½c; renovated, 18@20c.

Cheese remains about unchanged. The volume of business is not large, but sellers are in a fairly comfortable frame of mind. Full cream small size of September make are held at 14½c. Exporters are taking some skimmed stock at a low range. Stocks of cheese are becoming pretty well reduced.

Eggs are steady, but there is not the activity to the demand that has prevailed up to this week. Not over 25c can be quoted for very best grade of near-by stock. Best Western are worth 18½@19c and seconds 17½@18c.

Many a man who we think has a big heart only has a patient ear.

Love without jealousy is love without thrills.

"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.



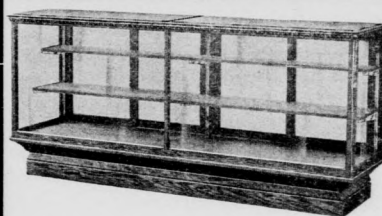
Every Cake



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.



Wolverine Show Case
& Fixture Co.

Grand Rapids, Michigan

Bank, Office, Store and
Special Fixtures.

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

We also sell (at wholesale) our own make of
Frankforts, Bologna, Minced and Pressed Ham,
Boiled Ham, etc., Yankee Breakfast Sausage
and Genuine Holland Metworst

Ship us your Meats, Poultry and Produce. You'll get top prices and
quick returns. No commission.

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.
Both Phones 1254 71 Canal St.

DON'T

ask the man for a box of matches, demand

Noiseless-Tips

"They're made in Saginaw." No noise. No danger. No odor. Heads
will not fly off. Put up in a red, white and blue box only.

C. D. Crittenden, Grand Rapids, Mich.
Distributor for Western Michigan

COMMERCIAL TRAVELERS

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.

Faults and Virtues of the Commercial Traveler.

I feel safe in saying that I am voicing the sentiment of every jobber or manufacturer, that the hardest work he has is in selecting his employees—is to get good travelers—and there is more care used in their selection by the most successful houses in the country, for when they get good travelers they don't part with them, and they become so identified with each other that it is not wise for them to part. They are chosen for their character, for honesty, integrity, and for the higher characteristics of manhood, and they are always expressed in a good traveler, and I am thankful to say that the good ones are largely in the majority, and when you find a traveler who has been on the road a good many years representing a good house, as a general thing you will find a man of character and reputation, and a man who is worthy of your trust. As proof of that I will mention a few of the great travelers who have risen from the ranks; some of them went out in the country riding a sore-backed horse, and some of them walked—anyway, they have gotten there.

I have one of the grandest names here in American history, who has served time as a traveler. I venture to say that there are but few readers who appreciate the fact that Gen. U. S. Grant carried a grip and sold leather out of Galena, Ill. I heard of a little incident which illustrates how he stood. I was down in Clinton, Iowa, and a fire had occurred in a little town near there, and it burned out a little old landmark of a hotel which had been kept by an old fellow for forty years. Gen. Grant used to stop at this hotel and his name was on the register for several visits, and that register was destroyed in the fire, and the first thing the old landlord said after he recovered from his first shock, was: "Blank the hotel, if they had only saved the register; I had Grant's name on there."

There was one characteristic of Gen. Grant which followed him through life and was one of the keynotes of his success, and that was his truthfulness. When you were brought in contact with the man, he immediately gained your confidence; he had honesty, he had integrity, he had truthfulness, and these characteristics, gentlemen, are the foundations of success of every successful traveler. And you can take the heads of a majority of the most successful houses, and you will find an ex-

traveler either as proprietor or manager or having an interest in some way, or head of a department, and you will find that ex-travelers are usually there in recognition of their sterling qualities—they have won their way up. Many men, who a few years ago were carrying the grip, are at present managers or proprietors or heads of departments and on their way to fame and fortune, and if they didn't have these characteristics, I assert, they would not occupy those positions.

In glancing over the names of the great merchants of the country, there is one whose name will be handed down to posterity—Marshall Field, an ex-traveler. He carried his grip in Illinois before there were railroads there and rode through the swamps of Central Illinois, and there he got his start. And then the name of Herbert Spencer, of Hibbard, Spencer & Bartlett, was also a great traveler. I met him one time in Studebaker's store, buying a gift for his daughter, who, by the way, is now Mrs. Marshall Field; at that time she was Mrs. Caton; and we were walking through the showroom, and he saw a Concord buggy, and he says: "There, my dear, is a buggy I drove 10,000 miles in," and we shipped those buggies to him before there were railroads in that country, and he bought one buggy that was shipped to Kansas City, in which he drove to the Rio Grande and back again, selling goods, and in that way he laid the foundation of his fortune.

Now I could go on, I repeat, and name name after name that have done likewise. I can not pass without mentioning Mr. Simmons, of the Simmons Hardware Co., another ex-traveler, who to-day is reported to be the head of the greatest hardware establishment in the world. I am not prepared to say whether it is or not, but he is a great ex-traveler.

We have good and we have bad travelers, and I have mentioned a few of the good ones. I venture to say I have among my readers to-day young men who, twenty years hence, you will see at the head of vast establishments, and they will work up by their sterling qualities of character. Patience is a great virtue, and I want to say to you that patience in a traveler is necessary. Sometimes his patience is strained a little, but if he is a good one he stays by it, and as a general thing many of them have adopted the old saying, that "He who learns to wait, gains the world," although that may be a little overdrawn.

The traveling salesman goes into the business house with the best intentions in the world—not with the intention of overloading you with goods—if he does that, he knows those goods will stare him in the face the next time he comes along; but he will sell you to the best of his judgment as to your wants, and no more, and if any of you need any help—many of you are located where the banking facilities are very poor—what do you do? You say to this traveling man, "I have such and such a note coming due, and I want

some more goods, and I wish you would carry that note for thirty days." And this salesman says, "All right; we will do it." And he writes to the house, and the house confirms what he says. They are your friends, and whenever you need assistance they will come to your aid, and to the fullest extent of their power, if you are worthy of it.

E. M. Brannick.

How To Be a "Good Man."

Don't always try to do a lot of thinking for the house. Getting a hustle on you and doing the things the head of the department wants done will often make a much greater impression than an idea or a suggestion.

Ideas are only relative, and the head of the department may have the idea he has given to you to work out directly from the head of the house, and it always makes an impression with an employer to have his suggestions worked out promptly and with enthusiasm.

The man who can train himself to take hold of another man's idea and work it out with enthusiasm, soon establishes the reputation of a "good man," no matter whether the ideas are good or not.

Too many employees balk and think too much when they are handed things to do that do not appear commendable to them, and that's why there are so many people looking for jobs all the time.

Many a bad idea has been made a success by the enthusiastic work of the men to whom it was given to work out.

When you have a really good idea you will get it recognized in time, but in the meantime a lot of enthusiastic work will keep pushing you along to a place where you will get a better chance to get your idea a hearing.

Disappointment doesn't keep the man with the real element of success in him from getting there.

As, for instance, there is that story of Edison, who tried to get the capitalists to take up his electric street car twenty-five years ago, and they said they were very sorry, but they couldn't see anything in it. Edison knew he had a great idea, but the fact that he couldn't get anyone to see it didn't cause him to sit down and sulk. He kept on going and when he finally found a man who wanted his idea he got ten times as much for it as he would have received had he disposed of it at the first time.

Terminology is apt to terminate truth.

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
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

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

Walter Baker & Co.'s Chocolate & Cocoa



Registered U. S. Pat. Off.

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

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

45 Highest Awards in Europe and America

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

A 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

to 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.

Owosso Times: George Noble, formerly of this city, and for nineteen years traveling salesman for the Estey Manufacturing Co., is very ill at Lakeside Hospital, Cleveland, and some fears are entertained for his recovery.

Charlotte Republican: Charley Strother, who has been engaged with Brown Bros. for over three years, has resigned his position and accepted one as traveling salesman for the Modern Shoe Co., of Pontiac, Ill., to begin work March 1.

The Tradesman has positive information that within a very few weeks the present C. P. A. mileage book will be made good on the trains and that the present very unsatisfactory Michigan mileage book will be discarded. This result has been brought about largely by the action of the Ohio Legislature in passing the 2-cent-a-mile law. It is apparently the belief of the Michigan railway officials that they can forestall drastic action of this kind on the part of the Michigan Legislature by granting the Michigan shippers and traveling men the concession they demand. They can not do it any too soon, however, for the heaven is working.

Theodore L. Smith was born and raised in Detroit. His career as a traveling man has been identified with one branch or another of the hardware trade for twenty-six years. He sold wire and iron goods for one firm for eighteen years and is widely known on the road throughout the state. Recently he gave up a position as a traveling salesman to do work which will enable him to remain at home a greater part of the time. He has his headquarters at 42 Jefferson avenue, where he handles a hardware specialty line. He still makes occasional trips, however, to keep in touch with his former life. His home is at 530 Fourteenth avenue. One of his pet hobbies, now that he has more spare time in the city, is bowling, and his prowess at the alleys has won him some distinction.

Advanced Cost of Materials Used In Shoes.

The following list shows the advanced cost since 1902 in materials used in shoes:

Outer Soles, 20 per cent.
Welt Innersoles, 50 per cent.
McKay Innersoles, 33 per cent.
Heels, 24 per cent.
Top Lifts, 19 per cent.
Counters, 26 per cent.
Leather Box Toes, 25 per cent.
Goodyear Welting, 35 per cent.
McKay Welting, 31 per cent.
Taps, 47 per cent.
Turn, Leather Shanks, 60 per cent.
Sheepskin Quarter Linings, 20 per cent.
Sheepskin Eyelet Stays, 20 per cent.
Sheepskin Sock Linings, 45 per cent.
Sole Leather Sock Linings, 100 per cent.
Cotton Twill and Satteen Linings, 24 per cent.
Silk Thread, 15 per cent.
Cotton Galloon Binding, 10 per cent.
Silk Galloon Binding, 12 per cent.

Cloth Top Goods, 15 per cent.
Cement, 60 per cent.
Shellac, 48 per cent.
Paste, 25 per cent.
Cotton Drill and Duck, 21 per cent.
Cotton Tapes, etc., 14 per cent.
Shoe Laces, 15 per cent.
Sand Paper, 30 per cent.
Heel Nails, 10 per cent.
Naphtha, 19 per cent.
Stains, Blacking, Dressing, etc., 25 per cent.
Wax, 20 per cent.
Tissue Paper, 9 per cent.
Paper Cartons, 20 per cent.
Wooden Cases, 30 per cent.

He Milked the Cow.

Every one who knows the genial W. H. Stewart, traveling representative for Hine & Chatfield, the Bay City grain dealers, know that he is always ready to extend a helping hand to those in distress. A short time ago, while in West Branch, the landlady was greatly worried because her husband had not come home to milk the cow. Mr. Stewart offered to milk the cow if the landlady would hold the lantern and furnish Brother Stewart with an apron. This the landlady did—all except going with Brother Stewart to the barn and holding the lantern. This part of the programme she tried to delegate to her daughter, who refused, and a small boy was found to light the barn while Brother Stewart pailed the cow. In the future he declares "he will be mighty careful whose cow he milks—and who holds the lantern."

Four New Associations Organized.

Port Huron, Feb. 10—I have again got busy in the work of organization and have had splendid success and expect to have Grand Rapids filled up at the next convention in January, 1907, with a good lively bunch of merchants from all over the State. I beg leave to report the formation of four new associations last week, as follows:

Alma B. M. A.
Shepherd B. M. A.
Mt. Pleasant B. M. A.
St. Louis B. M. A.

Next week I will visit Caro, Vassar and Gagetown to organize at those places. The week after I expect to meet the business men of Ithaca and Durand and get them in line. J. S. Percival, Sec'y.

The Geist syndicate, in which Chas. B. Kelsey, of Grand Rapids, is a dominating factor, has purchased the Lansing Gas Co. and will shortly reorganize same on the basis of \$500,000 bonds and \$700,000 capital stock. The net earnings of the plant last year were \$43,000, which apparently leaves \$18,000 to apply on the stock after the interest on the bonds is provided for.

Attention is directed to the advertisement published elsewhere in this week's paper relating to the sale of the Wiesman general stock at East Jordan. This is evidently a good opening and the bidding will undoubtedly be spirited.

Love usually tries to hide its noblest deeds.

Advice Which Led to Serious Results.

The necessity of greater conservatism in giving advice by state inspectors and instructors to butter-makers regarding the increase of "overrun," was forcibly brought out at the annual convention of Michigan Dairymen's Association held in Jackson last week. It appears that the Michigan instructors have tested the butter made at each creamery visited for water content by means of the rabild test. If this test revealed an overrun of 16 2-3 per cent., they were instructed from headquarters to advise the maker that he was getting as much butter as he should per 100 pounds of fat, but if the overrun fell below this figure the maker was instructed how to incorporate more water in his butter. Now, this advice sounds well in theory, but from testimony given at the convention it appears that the practical application has sometimes led to serious results. The trouble is attributed to the fact that all butter-makers visited have not been made to thoroughly understand the difference between overrun and water content, nor the maximum limit of water content which they should strive to reach. That the overloading of butter with water has come to be a widespread complaint can easily be ascertained by talking with receivers in any of our large markets, and we trust that Michigan inspectors will in the future take more pains to enlighten makers on the points here mentioned. Let them lay as much stress on the serious danger of getting an excess of water, as on realizing the maximum limit, which, to be on the safe side, should be no more than 14 per cent. Overloaded butter can never be marketed to advantage and the reputation of any state is bound to suffer if this fault becomes general in its product.—N. Y. Produce Review.

Meeting of Butter, Egg and Poultry Handlers.

Port Huron, Feb. 10—The second annual meeting of the Michigan Egg, Butter and Poultry Carload Shippers' Association assembled at the Downey Hotel at Lansing, Feb. 7. There was a very large membership present, together with a good representation of dairy freight solicitors, supply men and commission men from Detroit and the East.

After a spicy address by the President, C. C. Hubbell, of Marlette, the members proceeded to elect officers for the ensuing year, which resulted in the election of all the old officers with the exception of one. C. C. Hubbell, of Marlette, was re-elected President for another year, as was also W. A. Ross, of Port Huron, re-elected Secretary-Treasurer. J. E. Weter, of Richmond; G. S. Young, of Alma, and G. W. Johnson, of Ypsilanti, were elected members of the Executive Committee.

The election of officers was followed by a discussion on Division of Territory, led by J. E. Weter, in which the opinion was arrived at that it is impracticable, not policy and contrary to the spirit of this commercial

age to try to adhere to territorial lines. Mr. Weter encouraged closer fellowship with each other, with the idea of getting better acquainted and as aid to adjusting little differences that may come up from time to time.

G. S. Young, of the Central Michigan Produce Co., read a very interesting paper on Buying Eggs According to Quality, which question has become a very serious one in the State of Michigan. This was followed by a discussion on Methods for Improving the Quality of Poultry, by J. Hudson, of Augusta. These discussions on the quality of both poultry and eggs resulted in a determination on the part of the members present to take the matter up and make a united effort to improve the quality of both poultry and eggs in Michigan.

The session lasted from 2 until 6 o'clock. The remainder of the evening was spent by all enjoying a good social time, and everybody conducted themselves in a very dignified manner with the single exception of a Mr. Johnson, who insisted upon talking too loud, to which some of the more dignified members took exceptions and continually called his attention to the same.

Another matter intimated by the members was that the dairy shipper solicitors would likely be appointed on the Finance Committee, believing that they would make very useful additions to this particular Committee.

Great enthusiasm was shown throughout the entire meeting and the prospects are very bright for a greatly increased membership and some very good work to be done for the coming year. There will be another meeting sometime during the month of March, probably at Detroit.

W. A. Ross, Sec'y.

Lion Coffee To Be Sold Direct.

The Woolson Spice Co., packer of Lion coffee, has made a radical move during the past week. This company, which is practically the American Sugar Refining Co., always recognized the jobber in marketing Lion coffee, but the results obtained by that method have evidently not been satisfactory, for it is now announced that it will sell the retailer direct through a corps of salesmen who will be put in the field at once. The move up to date has been made only in Philadelphia, but it is understood that it will be extended to other markets within a very short time.

It is believed that this move is inspired by the example of W. F. McLaughlin & Co., of Chicago, who pulled away from the jobbing trade a half dozen years ago and who claim to have increased both the volume and profit of their business by so doing.

There is also reason to believe that while the sale of cheap package coffees is still large, it is nowhere near as large as it was, for the reason that it is no longer cheap. The long price on most package brands is now 15 cents per pound, which will buy a grade of bulk coffee far better than either. The public is becoming educated to this very rapidly.



DRUGS

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

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
First Vice-President—John L. Wallace, Kalamazoo.
Second Vice-President—G. W. Stevens, Detroit.

Third Vice-President—Frank L. Shiley, Reading.

Secretary—E. E. Calkins, Ann Arbor.
Treasurer—H. G. Spring, Unionville.
Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Things for the Baby.

It does seem to me that druggists do not give enough attention to the advertising of infants' requisites. The modern baby is a pretty important little fellow and the things he requires for his comfort and well-being would make our good old country grandmothers stare with astonishment.

Dress your window with "things for the baby," and you will be able to make a very attractive display.

There are all the infants' foods, the proprietors of these usually furnish attractive cards, which help to brighten your window. Then you have such articles as sponges, soaps, baby's brush and comb, teething rings, comforts, nursing bottles, nipples, talcum powder, etc., etc.

A big wax doll in baby's clothes and placed in a cradle or otherwise arranged in the center of the display would add to the reality and attractiveness of your window.

This display, backed up by good interesting advertising relating to babies' supplies, would do much to place you in touch with mothers.

A nice booklet, telling something about how to care for babies, how their teeth come, etc., would find a place in the home and be prized, especially by young mothers.

By thinking over the different lines of goods you have in your store you could work up a series of window displays, and by having your advertising go hand in hand with your window you could create and maintain an interest in your store that would be productive of the very best results.

Formula for Non-Erasable Safety Ink.

There is absolutely unerasable ink. Every kind yet brought forward possesses defects. Probably the most reliable is a solution of sulphuric acid in water containing sufficient coloring matter of any kind to render the writing visible from the start. About two minims of concentrated sulphuric acid to each dram of water will be sufficient. A little anilin that is not decolorized by the acid or a small amount of indigo-carmin being added it is ready for use. A

quill pen must be used, as the acid would corrode a steel one. After the writing has stood a few days and become black the paper must be soaked in a 5 per cent. solution of sodium carbonate so as to neutralize the acid and then rinsed several times in water to wash out the sodium sulphate that has been formed. The letters, by this treatment, are charred into the paper and can in no way be removed except by the destruction of the paper itself. Should too long a time be allowed to intervene between the time of writing and of neutralizing of the acid the charring of the tissue will have gone too far and instead of legible characters there will only remain holes in the paper showing the path of the pen in writing. M. Billere.

The Drug Market.

Opium—Is very dull and has again declined.

Morphine—Is unchanged.

Quinine—Has advanced 1c per ounce, and is in a very firm position. It is thought that another advance will take place in a short time.

OD Carbolic Acid—The market is very firm on account of small stocks.

Bromides of Potash, Soda and Ammonia—Are very unsettled.

Oil Peppermint—Is in a very firm position for reasons given last week, and prices are very firm and advancing.

Ipecac Root—Is in better supply and has declined.

Serpentaria and Squill Root—Stocks are small and prices higher.

Hemp Seed—Is in better supply and slightly lower.

Blue Vitriol—Is very firm and higher prices are looked for later on.

A Buggy Every Seven Minutes.

Jackson, Feb. 13—The Brinkerhoff Piano Co. has called a meeting of the stockholders for the purpose of increasing the capital stock. Growth of its business is given as the cause of the need for more capital. Since the business was established in this city two years ago the trade has more than doubled, and now the company employs seventy-five skilled piano-makers. Four or five branches will be established in different Michigan cities in the near future.

Every manufactory here is doing a thriving business and some are working overtime. The carriage factories are especially busy. One, the Jackson Veneer Co., turns out a finished buggy for every seven working minutes. Indeed, there has hardly been a break in the steady whirl of the wheels during the past year.

Practical Giving.

Jacob Riis has a story of a little lad who shines shoes for a living. This boy goes to a mission Sunday school, and was keenly disappointed when, at Christmas time, his gift from the tree turned out to be a copy of Browning's poems.

Next Sunday, however, the superintendent announced that any child not pleased with his gift could have it exchanged. Jimmie marched boldly to the front with his.

"What have you there, Jimmie?"

"Browning."

"And what do you want in exchange?"

"Blacking!"

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

Do Not Read This

without writing to-day for particulars concerning lots on your own terms in new town just starting in Indian Territory. Buy before Statehood and be sure of profit. Agents wanted. Mazie Townsite Co., 400 Gumble Bldg., Kansas City, Mo.

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

Window Displays of all Designs

and general electrical work.

Armature winding a specialty.

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

VALENTINES

Write for Catalogue

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

Don't do a thing till you see our new lines

Hammocks, Fishing Tackle, Base Ball Supplies, Fireworks and Celebration Goods, Stationery and School Supplies.

Complete lines at right prices.

The boys will see you soon with full lines of samples.

FRED BRUNDAGE

Wholesale Druggist

32 and 34 Western Ave., Muskegon, Mich.

YOU CAN BANK BY MAIL

What are you going to do when you are old and have saved nothing? One dollar makes the start then it comes easy—start today in

The Old National Bank

50 Years at No. 1 Canal St.
Grand Rapids, Michigan
Assets Over 6 Million Dollars

Mr. Merchant and Office Man

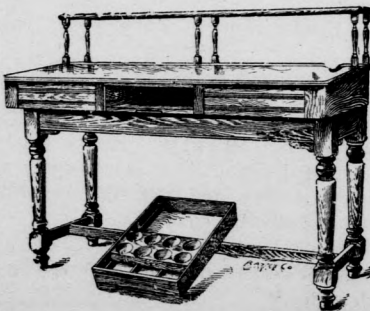
Your bookkeeper would appreciate that new Standing Desk which you have promised him. Why disappoint him longer? Surely the price will not stand in your way when you can buy a Solid Oak Standing Desk exactly like cut with a polished finish as follows:

4 ft. Standing Desk with 2 drawers.....	\$14 75
5 ft. Standing Desk with 3 drawers.....	16 75
6 ft. Standing Desk with 3 drawers.....	18 75
7 ft. Standing Desk with 3 drawers.....	21 50
8 ft. Standing Desk with 4 drawers.....	23 50

Freight paid within 150 miles of Grand Rapids. Add \$1.25 extra if cash Dr. is wanted.

The Sherm-Hardy Supply Co.
Complete Office Outfitters

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



Advanced—
Declined—

Aceticum	6@	8	Copaiba	1	15@	30	Scilla	Co	1	50@	50	Mannia, S F	10@	12	Sapo, M	10@	12	Red Venetian	1 1/2	2	@ 30		
Benzolcum, Ger.	70@	75	Cubebae	1	20@	30	Tolutan		@	50	50	Menthol	1	30@	3	40	Sapo, G	10@	12	Ochre, yel Mars	1 1/2	2	@ 30
Boracic	26@	27	Evechthitos	1	00@	10	Prunus virg		@	50	50	Morphia, S P & W2	35@	2	60	Seidlitz Mixture	20@	22	Ochre, yel Ber	1 1/2	2	@ 30	
Carbolcum	42@	45	Erigeron	1	00@	10				50	50	Morphia, S N Y Q2	35@	2	60	Sinapis	@	18	Putty, commer'l	2 1/2	2 1/2	@ 30	
Citricum	3@	5	Gaultheria	2	25@	35				50	50	Morphia, Mal.	2	35@	2	60	Sinapis, opt	@	30	Putty, strictly pr2 1/2	2 1/2	2 1/2	@ 30
Hydrochlor	8@	10	Geranium	1	00@	10				50	50	Moschus Canton.			40	Snuff, Maccaboy,			Neat's-foot, w str	65@	70	@ 30	
Nitroalum	10@	12	Gossypii Sem gal	50@	60	75				50	50	Myristica, No. 1	28@	30		Snuff, Maccaboy,			Spts. Turpentine	1	1	@ 30	
Oxalicum	10@	12	Hedeoma	1	60@	70				50	50	Nux Vomica po 1a			10	DeVoes	@	51	Paints			bol. L.	
Phosphorium, dil.	42@	45	Juniperu	1	40@	20				50	50	Os Sepia	25@	28		Snuff, S'h DeVoes	@	51	Red Venetian	1 1/2	2	@ 30	
Salicylicum	13@	14	Lavendula	1	90@	25				50	50	Pepsin Saac, H &			1	Soda, Boras	9@	11	Ochre, yel Mars	1 1/2	2	@ 30	
Sulphuricum	13@	14	Limonis	1	00@	10				50	50	P D Co			1	Soda, Boras, po.	9@	11	Ochre, yel Ber	1 1/2	2	@ 30	
Tannicum	38@	40	Mentha Piper	3	00@	25				50	50	P D Co			1	Soda, et Pot's Tart	25@	28	Putty, commer'l	2 1/2	2 1/2	@ 30	
Tartaricum	40@	42	Mentha Verid	5	09@	50				50	50	P D Co			1	Soda, Carb	1 1/2	2	Putty, strictly pr2 1/2	2 1/2	2 1/2	@ 30	
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Bi-Carb	3@	5	Vermillion, Prime				
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Ash	3 1/2	4	American	13@	15		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sulphas			Vermillion, Eng.	75@	80		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Green, Paris	14@	18		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Green, Peninsular	13@	18		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Lead, red	7 1/4	7 1/4	@ 7 1/4	
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Lead, white	7 1/4	7 1/4	@ 7 1/4	
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Whiting, white S'n	@	90		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Whiting Gilders'	@	95		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	White, Paris Am'r	@	25		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	White's Paris Eng	@	125		
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	cliff	@	1	40	
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Universal Prep'd	1	10@	1	20
			Morruhuac gal	1	25@	50				50	50	P D Co			1	Soda, Sols	2@	60	Extra Turp	1	60@	1	70

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

Drugs

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col		1	2
		ARCTIC AMMONIA.	Peas
		12 oz oals 2 doz box.....75	Marrowfat 90@1 00
		AXLE GREASE	Early June 90@1 00
		Frazer's	Early June Sifted 1 65
		1lb. wood boxes, 4 dz. 3 00	Pie 1 00@1 15
		1lb. tin boxes, 3 doz 2 35	Yellow 1 45@2 25
		3 1/2 lb. tin boxes, 2 dz. 4 25	Grated Pineapple 1 25@2 75
		10lb. pails, per doz. 6 00	Sliced 1 35@2 55
		15lb. pails, per doz. 7 20	Pumpkin
		25lb. pails, per doz. 12 00	Fair 70
		BAKED BEANS	Good 80
		Columbia Brand	Fancy 1 00
		1lb. can, per doz. 90	Gallon @2 00
		2lb. can, per doz. 1 40	Raspberries
		3lb. can, per doz. 1 80	Standard @
		BATH BRICK	Russian Caviar
		American 75	1 1/2 lb. cans 3 75
		English 85	1 1/2 lb. cans 7 00
		BLUING	1lb. cans 12 00
		Arctic Bluing: Doz.	Salmon
		6 oz ovals 3 doz box.....40	Col'a River, tails 1 75@1 80
		16 oz round 2 doz box.....75	Col'a River, flats 1 85@1 90
		BROOMS	Red Alaska 1 55@1 95
		No. 1 Carpet 2 75	Pink Alaska @ 95
		No. 2 Carpet 2 35	Sardines
		No. 3 Carpet 2 15	Domestic, 1/4s.....3 @ 3 1/2
		No. 4 Carpet 1 75	Domestic, 1/2s.....5
		Parlor Gem 2 40	Domestic, Must'd 5 1/2 @ 9
		Common Whisk 85	California, 1/4s.....11 @ 14
		Fancy Whisk 1 20	California, 1/2s.....17 @ 24
		Warehouse 3 00	French, 1/4s.....7 @ 14
		BRUSHES	French, 1/2s.....18 @ 28
		Scrub	Standard Shrimps 1 20@1 40
		Solid Back 8 in.....75	Fair Succotash 85
		Solid back 11 in.....95	Good 1 00
		Pointed ends.....85	Fancy 1 25@1 40
		Stove	Strawberries
		No. 3 75	Standard 1 10
		No. 2 1 10	Fancy 1 40
		No. 1 1 75	Tomatoes
		Shoe	Fair @1 25
		No. 8 1 00	Good @1 30
		No. 7 1 30	Fancy 1 40@1 50
		No. 4 1 70	Gallons @3 65
		No. 3 1 90	CARBON OILS
		BUTTER COLOR	Barrels
		W. R. & Co.'s, 15c size 1 25	Perfection @10 1/2
		W. R. & Co.'s, 25c size 2 00	Water White @ 9 1/2
		CANDLES	D. S. Gasoline @12
		Electric Light, 8s.....9 1/2	Deodor'd Nap'a @12
		Electric Light, 16s.....10	Cylinder @34 1/2
		Paraffine, 6s.....9	Engine @22
		Paraffine, 12s.....9 1/2	Black, winter @10 1/2
		Wicking 20	CEREALS
		CANNED GOODS	Breakfast Foods
		Apples	Bordeau Flakes, 36 1 lb 2 50
		3lb. Standards.....1 00	Cream of Wheat, 36 1 lb 4 50
		Gallon 3 25@3 50	Crescent Flakes, 36 1 lb 2 50
		Blackberries	Egg-O-See, 36 pkgs 2 85
		2lb. 90@1 75	Excella Flakes, 36 1 lb 2 75
		Standards 4 50	Excella, large pkgs. 4 50
		Beans	Force, 36 2 lb. 4 50
		Baked 80@1 30	Grape Nuts, 2 doz. 2 70
		Red Kidney 85@ 95	Malta Ceres, 24 1 lb. 2 40
		String 70@1 15	Malta Vita, 36 1 lb. 2 75
		Wax 75@1 25	Mapl-Flake, 36 1 lb. 4 05
		Blueberries	Pillsbury's Vitos, 3 doz 4 25
		Standard @1 40	Ralston, 36 2 lb. 4 50
		Brook Trout	Sunlight Flakes, 36 1 lb 2 85
		Gallon @5 75	Sunlight Flakes, 20 lge 4 00
		Clams	Vigor, 36 pkgs. 2 75
		2lb. cans, spiced 1 90	Zest, 20 2 lb. 4 10
		Little Neck, 1lb. 1 00@1 25	Zest, 36 small pkgs. 4 50
		Little Neck, 2lb. @1 50	Rolled Oats
		Clam Bouillon	Rolled Avena, bbl. 5 50
		Burnham's 1/4 pt. 1 90	Steel Cut, 104 lb. sacks 2 90
		Burnham's pts. 3 90	Monarch, bbl. 5 25
		Burnham's qts. 7 20	Monarch, 100 lb. sack 2 55
		Cherries	Quaker, cases 3 10
		Red Standards.....1 30@1 50	Cracked Wheat
		White 1 50	Bulk 2 1/2 lb. packages 3 1/2
		Corn	24 2 lb. packages 2 50
		Fair 60@75	CATSUP
		Good 85@90	Columbia, 25 pts. 4 50
		Fancy 1 25	Columbia, 25 1/4 pts. 2 60
		French Peas	Snider's quarts 3 25
		Sur Extra Fine 22	Snider's pints 2 25
		Extra Fine 19	Snider's 1/2 pints 1 30
		Fine 15	CHEESE
		Moyen 11	Acme @14 1/2
		Gooseberries	Carson City @14
		Standard 90	Peerless @14 1/2
		Hominy	Elsie @14 1/2
		Standard 85	Gem @14 1/2
		Lobster	Jersey @14 1/2
		Star, 1/4 lb. 2 15	Ideal @14 1/2
		Star, 1lb. 3 90	Riverside @13
		Picnic Tails 2 60	Warner's @14 1/2
		Mackerel	Brick @15
		Mustard, 1lb. 1 80	Edam @90
		Mustard, 2lb. 2 80	Leiden @15
		Soused, 1 1/2 lb. 1 80	Limburger 14 1/2
		Soused, 2lb. 2 80	Pineapple @60
		Tomato, 1lb. 1 80	Sap Sago @19
		Tomato, 2lb. 2 80	Swiss, domestic @14 1/2
		Mushrooms	Swiss, imported @20
		Hotels 15@ 20	CHEWING GUM
		Buttons 22@ 25	American Flag Spruce 50
		Oysters	Beeman's Pepsin 55
		Cove, 1lb. 4 90	
		Cove, 2lb. @1 65	
		Cove, 1lb. Oval. @1 00	
		Plums	
		Plums 85	

3

Best Pepsin	45
Best Pepsin, 5 boxes.	2 00
Black Jack	50
Largest Gum Made.	50
Sen Sen	50
Sen Sen Breath Perf.	95
Sugar Loaf	50
Yucatan	50
CHICORY	
Bulk	5
Red	7
Eagle	4
Franck's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	22
Premium	26
Vanilla	41
Caracas	35
Eagle	28

Baker's	41
Cleveland	31
Colonial, 1/4s	35
Colonial, 1/2s	35
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	72
Wilbur, 1/4s	28
Wilbur, 1/2s	42
COCOA	
Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	13

COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Rio	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	9
Maracalbo	
Fair	16
Choice	19
Mexican	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21

Package	
Arbuckle	15 00
Dillworth	15 00
Jersey	15 00
Lion	15 00
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chicag-	
go.	
Extract	
Holland, 1/2 gro boxes. 35	
Felix, 1/2 gross 15	
Hummel's foil, 1/2 gro. 85	
Hummel's tin, 1/2 gro. 1 43	
CRACKERS	
National Biscuit Company	
Butter	
Seymour, Round 6	
New York, Square 6	
Family 6	
Salted, Hexagon 6	
Soda	
N. B. C. Soda 6	
Select Soda 8	
Saratoga Flakes 13	
Zephyrettes 13	

Oyster	
N. B. C. Round 6	
N. B. C. Square, Salted 6	
Faust, Shell 7 1/2	
Sweet Goods	
Animals 10	
Atlantic, Assorted 10	
Bagley Gems 8	
Belle Isle Picnic 11	
Brittle 11	
Cartwheels, S & M 8	
Currant Fruit 10	
Cracknels 16	
Coffee Cake, N. B. C.	
plain or iced 10	
Cocoa Nut Taffy 12	
Cocoa Bar 10	
Chocolate Drops 17	
Cocoa Drops 12	
Cocoa Nut Macaroons 18	
Dixie Cookie 12 1/2	
Fruit Honey Squares 12 1/2	
Frosted Cream 8	
Fluted Coconut 10	
Fig Sticks 12	
Ginger Gems 12	
Graham Crackers 8	
Ginger Snaps, N. B. C. 7	
Hazelnut 11	
Honey Cake, N. B. C. 12	
Honey Fingers As. Ice. 12	
Honey Jumbles 12	
Household Cookies, As. 8	
Iced Honey Crumpets 8	

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Jersey Lunch	8
Jamaica Gingers	10
Kream Klips	20
Lady Fingers	12
Lem Yen	11
Lemonade	11
Lemon Gems	10
Lemon Biscuit Sq.	8
Lemon Wafer	16
Lemon Cookie	8
Malaga	11
Mary Ann	8
Marshmallow Walnuts 16	
Marshmallow Creams 16	
Muskegon Branch, iced 11	
Moss Jelly Bar	12
Molasses Cakes	8
Mixed Picnic	11 1/2
Mich. Frosted Honey. 12	
Mich. Coconut Fstd.	12
Honey	12
Newton	12
Nu Sugar	8
Nic Nacs	8
Oatmeal Crackers	8
Orange Slices	16
Orange Gems	8
Penny Cakes, Asst. 8	
Pineapple Honey	15
Pretzels, Hade Md. 8 1/2	
Pretzellettes, Hand Md. 8 1/2	
Pretzellettes, Mac Md. 7 1/2	
Raisin Cookies	8
Revere, Assorted	14
Richmond	8
Rube	11
Scotch Cookies	10
Snowdrop	16
Spiced Gingers	9
Spiced Gingers, Iced	10
Spiced Sugar Tops	9
Sultana Fruit	15
Sugar Cakes	8
Sugar Squares, large or	
small	8
Superba	8
Sponge Lady Fingers	25
Urchins	11
Vanilla Wafers	16
Vienna Crimp	8
Whitehall	10
Waverly	8
Water Crackers (Bent	
& Co.)	16
Zanzibar	9
In-er Seal Goods.	

Almond Bon Bon	15 50
Albert Biscuit	1 00
Animals	1 00
Bremner's But. Wafers 1 00	
Butter Thin Biscuit..... 1 00	
Cheese Sandwich 1 00	
Cocoa Nut Macaroons 2 50	
Cracker Meal 75	
Faust Oyster 1 00	
Five O'clock Tea 1 00	
Frosted Coffee Cake 1 00	
Frotana 1 00	
Ginger Snaps, N. B. C. 1 00	
Graham Crackers 1 00	
Lemon Snaps 50	
Marshmallow Dainties 1 00	
Oatmeal Crackers 1 00	
Oysterettes 50	
Pretzellettes, H. M. 1 00	
Royal Toast 1 00	
Saltine 1 00	
Saratoga Flakes 1 00	
Seymour Butter 1 00	
Social Tea 1 00	
Soda, N. B. C. 1 00	
Soda, Select 1 00	
Sponge Lady Fingers 1 00	
Sultana Fruit Biscuit..... 1 50	
Unedda Biscuit 50	
Unedda Jinjer Wayfar 1 00	
Unedda Milk Biscuit..... 50	
Vanilla Wafers 1 00	
Water Thin 1 00	
Zu Zu Ginger Snaps 50	
Zwieback 1 00	

CRACKERS	
National Biscuit Company	
Butter	
Seymour, Round 6	
New York, Square 6	
Family 6	
Salted, Hexagon 6	
Soda	
N. B. C. Soda 6	
Select Soda 8	
Saratoga Flakes 13	
Zephyrettes 13	

small	8
Superba	8
Sponge Lady Fingers	25
Urchins	11
Vanilla Wafers	16
Vienna Crimp	8
Whitehall	10
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Water Crackers (Bent & Co.)	16
Zanzibar	9
In-er Seal Goods.	

6	7	8	9	10	11
HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 20 JELLY 5 lb. pails, per doz. 1 70 15 lb. pails, per pail. 35 30 lb. pails, per pail. 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 3 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. 5 55 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 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 50 Bulk, 2 gal. kegs. 1 45 Bulk, 5 gal. kegs. 1 40 Almazanilla, 8 oz. 90 Queen, pints 2 50 Queen, 18 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 1 45 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 85 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 4 75 Half bbls., 600 count. 2 85 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 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 16 00 Fat Black 14 00 Short Cut 14 25 Bean 13 00 Pig 20 00 Brisket, clear 15 00 Clear Family 13 00 Dry Salt Meats S P Bellies 10 10 Bellies 10 10 Extra Shorts 8 10 Smoked Meats Hams, 12 lb. average. 10 Hams, 14 lb. average. 10 Hams, 16 lb. average. 10 Hams, 18 lb. average. 10 Skinned Hams 10 Ham, dried beef sets. 13 Bacon, clear 11 California Hams 7 1/2 Picnic Boiled Ham 13 Boiled Ham 15 1/2 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 6 1/2 Pure 8 1/2 80 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 1/2 3 lb. pails. advance 1/2 Sausages Bologna 5 Liver 7 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 10 00 Boneless 11 00 Rump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef middles, set 16 Beef middles, set 45 Sheep, per bundle 7 Uncolored Butterine Solid dairy @10 Rolls, dairy 10 1/2 @ 11 1/2	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/2 45 Potted ham, 1/2 85 Deviled ham, 1/2 45 Deviled ham, 1/2 85 Potted tongue, 1/2 45 RICE Screenings @ 3 1/2 Fair Japan @ 5 Choice Japan @ 5 1/2 Imported Japan @ Fair La. hd. @ 6 Choice La. hd. @ 6 1/2 Fancy La. hd. 6 1/2 @ 7 Carolina, ex. fancy 6 7 1/2 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 4 50 Durkee's Small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer. 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100lb cases. 00 Lump, bbls. 80 Lump, 145lb kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks. 7 1/2 @ 10 Pollock @ 3 1/2 Hallibut Strips 13 Chunks 13 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, 100lbs 3 75 Round, 40lbs 1 75 Scales 14 Trout No. 1, 100lbs 7 50 No. 1, 40lbs 3 25 No. 1, 10lbs 90 No. 1, 8lbs 75 Mackerel Mess, 100lbs. 13 50 Mess, 40 lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10lbs. 1 55 No. 1, 8 lbs. 1 20 Whitefish No. 1 No. 2 Fam 100lb. 9 50 4 50 50lb. 5 00 2 40 10lb. 1 10 60 8lb. 90 50 SEEDS Anise 15 Canary, Smyrna. 6 Caraway 8 Cardamom, Malabar. 1 00 Celery 15 Celery 15 Hemp, Russian 5 Mixed Bird 4 Mustard, white. 8 Poppy 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappie 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 15 Snowberry, 100 cakes. 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naphtha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marseilles White soap. 4 00 Snow Boy Wash P'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 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Sapoline 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 Rube-No-More 3 75 Scouring Enoch Morgan's Sons. Sapollio, gross lots 9 00 Sapollio, half gross lots 4 50 Sapollio, single boxes 2 25 Sapollio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna. 22 Cloves, Zanzibar 15 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-110 35 Nutmegs, 115-120 35 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, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb packages 4 05 3lb. packages 4 1/2 6lb packages 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels @ 2 1/2 Common Corn 20lb packages 5 40lb packages 4 1/2 @ 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 Sundried, Japan 24 Sundried, choice 32 Sundried, fancy 32 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 Moynue, medium 30 Moynue, fancy 32 Moynue, choice 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 22 Fancy 42 TOBACCO Fine Cut Sweet Loma 54 Sweet Loma 34 Hiawatha, 5lb pails. 55 Hiawatha, 10lb pails. 55	Telegram Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Hellsick 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 25 Bamboo, 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 42 Duke's Cameo 42 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 Plover Boy, 3 1/2 oz. 39 Peelless, 3 1/2 oz. 35 Peelless, 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 Wood, 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. 6 00 Willow Clothes, small. 5 50 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 0 Pails 2-heop Standard 1 60 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Pacer, Sureka 1 25 Sura 1 25	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Local 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Kat, wood 80 Kat, spring 15 Fubs 20-in., Standard, No. 1. 7 00 18-in., Standard, No. 2. 6 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 55 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. 55 FRESH FISH Per lb. Jumbo Whitefish @ 12 1/2 No. 1 Whitefish @ 10 1/2 Trout @ 9 1/2 @ 10 Halibut @ 10 Clasheet or Herring @ 5 Bluefish 10 1/2 @ 11 Live Lobster @ 25 Boiled Lobster @ 25 Cod @ 10 Haddock @ 8 Pickarel @ 10 Pike @ 7 Perch, dressed @ 8 Smoked White @ 12 1/2 Red Snapper @ 12 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 Lambs 60 @ 1 40 Shearlings 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 Jumbo, 32 lb. case 7 1/2 Extra H. H. 9 Boston Cream 10 Old Time Sugar stick 30 lb. case 13	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 13 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 13 Champion Gum Drops 8 1/2 Moss Drops 5 Lemon Sours 10 Imperial 11 Ital. Cream Opera 11 Ital. Cream Bon Bons 20lb pails 12 Molasses Chews, 15lb. cases 12 Molasses Kisses, 10 lb. box 12 box 12 Golden Waffles 12 Old Fashioned Molasses Kisses, 10 lb. box. 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 8 1/2 Dark No. 1 1 00 Bitter Sweets, 1/2 lb. 1 25 Brilliant Gums, Cry. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 9 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 Assortment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike No. 3 8 00 Ten Strike, Summer assortment. 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx 90 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 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 50 per box Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 15 Almonds, Avica Almonds, California sft shell 15 @ 16 Brazilis 12 @ 13 Filberts 12 Cal. No. 1 16 @ 17 Walnuts, soft shelled 16 1/2 Walnuts, marbot. @ 15 Pecans, med. @ 12 Pecans, ex. large. @ 13 Pecans, Jumbos @ 14 Hickory Nuts pr bu Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu Shelled Spanish Peanuts. 6 1/2 @ 7 1/2 Pecan Halves @ 52 Walnut Halves @ 35 Filbert Meats @ 25 Alcanta Almonds @ 23 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. 5 1/2 Fancy, H. P. Suns. Roasted 6 1/2 Choice, H. P. Jbo. @ 6 1/2 Choice, H. P. Jumbo, Roasted @ 7 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60



Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/4 lb cans 2 50
1/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz box....40
Large size 1 doz box....75

BREAKFAST FOOD

Original Holland Rusk



Cases, 5 doz.4 75
12 rusks in carton.

Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

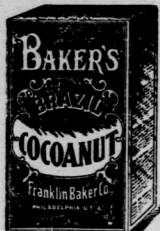
CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand.35
Standard35
Puritane35
Panatellas, Finas.35
Panatellas, Bock35
Jockey Club.35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
35 1/4 lb pkg. per case 2 60
38 1/4 lb pkg. per case 2 60
16 1/4 lb pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 @ 7 1/2
Hindquarters6 @ 8 1/2
Loins7 @ 16
Ribs7 @ 13
Rounds5 1/2 @ 6 1/2
Plates4 @ 3
Livers4 @ 3

Pork

Loins@ 9
Dressed@ 7
Boston Butts@ 8
Shoulders@ 7 1/2
Leaf Lard@ 8 1/4

Mutton

Carcass@ 9
Lambs@ 13

Veal

Carcass7 @ 9

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 29

Jute

50ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
40ft.1 25
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long1 90
No. 19, each 100ft. long2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
naw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case

Gail Borden Eagle6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in6
1 1/4 to 2 in7
1 1/2 to 2 in9
1 3/4 to 2 in11
2 in15
3 in20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium28
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz ..1 20
Knox's Acidu'd. gro 14 00
Nelson's1 50
Oxford's75
Plymouth Rock.1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95
Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25
TABLE SAUCES
Halford, large3 75
Halford, small3 25

"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."

Store and Shop Lighting



600 Candle Power Diamond
Headlight Out Door Lamp

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

Brilliant or Head Light Gasoline Lamps

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

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power

Our Sample Rooms

Hold Market Information In Ready Reference Form

And **you** are most cordially urged to make as free use
of our Sample Rooms as may seem desirable to **you**.

Please feel that you have the **right**—not merely the
privilege—to make free use of our Sample Rooms
whenever you come to market and whether you buy
from us or not.

One of everything we handle, tagged with its catalogue
number, quantity in package and **one price in plain
figures**, with things of a kind grouped together—all
shown in quiet well-lighted space used only for sample
purposes.

That is **The Butler Way** of putting in "ready refer-
ence form" positive information about the best sellers
of the season current in each of the more than fifty
departments of our general merchandise line.

This spring see for yourself how we can serve **your**
comfort and convenience and help you make the most of
your time while in market.

Did you get our February catalogue—No. J565?

BUTLER BROTHERS

Wholesalers of Everything—by Catalogue Only

New York

Chicago

St. Louis

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Rent—In one of the best towns in Northern Illinois one story brick and basement, 40x66, east from corner, plate glass windows, Matthews' gasoline gas lighting plant, furnace heat, equipped with counters and shelving; established reputation twenty-five years; successful general merchandising; close investigation given and desired. Address J. J. White, Stillman Valley, Ill. 431

Wanted—Hardware stock or location for same, in some good Michigan railroad town. Box 336, Lake City, Mich. 430

Make Money—We offer our 60 bbl. flouring mill, with all accessories complete; doing good business with fine profits and 18 miles to nearest mill. Making money but want to retire. Will sell right or might consider good farm or merchandise. Medaryville Milling Co., Medaryville, Ind. 429

Do you want to exchange your equity in small farm, house and lot, store building or anything for a \$900 stock of ladies' and gents' shoes? If so, write No. 428, care Michigan Tradesman. 428

Wanted to buy clothing or general merchandise business. Give full details in first letter. Becker, care Wm. Kalbfleisch, Balgonie, Sask, Canada. 425

Cash for Stocks—We pay liberal prices for goods on a spot cash basis; give us estimates and lowest cash per cent. on the dollar. Address American Brokerage Co., Sigourney, Iowa. 424

Agents Wanted—Harness makers or butchers in every town to represent our custom tanning department for tanning hides and furs for robes and rugs, or making coats. For prices and discounts write for catalog. Albert Lea Hide & Fur Co., Albert Lea, Minn. 423

For Rent—New up-to-date store room with basement 44x100, fitted for general stock; best room in town, on main business street; population of town about 4,000; principal market for two counties and only three general stocks. E. S. Ellsworth, Iowa Falls, Iowa. 422

Money will buy in lots to suit, 5,000 up-to-date names of investors in the United States. Address H. T. Mead, Box 382, Manchester, N. H. 421

To reduce stock, we offer our \$12 foot power hand bean pickers with grading cylinder, for only \$7, cash. Miller Bros., Rochester, Mich. 420

For Sale—A good paying drug store; \$5,500 in town of 11,000; good reasons. Roy Bonebrake, Stockton, Kan. 419

For Sale—A first-class confectionery, wholesale and retail ice cream business; no opposition; in a growing city of 7,000; ideal location; ideal climate. Write E. Lutes, Grand Junction, Colo. 418

For Sale—First-class creamery and two skimming stations in Western New York on railroad and trolley. Good farming country. Portville Creamery & Storage Co., Portville, N. Y. 411

For Sale or Exchange—40 bbl. never-failing water power roller reel sifter mill. Buckwheat and chooped buhrs. 12 acres good land. 7 room house and other buildings. H. G. Rinkel, Orland, Ind. 416

For Sale—A strictly one price cash clothing, furnishing and shoe business in So. Whitley, Ind. Any amount stock wanted. Address P. O. Box 153. 415

To Rent—Store room and basement 25x75, with suitable counters and shelving for dry goods and gents furnishings. Equipped with electric lights and hot air. Wisconsin Central R. R. shops and Chicago and Northwestern shops are located here. Average payroll of \$85,000 per month. Call on or address Seth Stone, No. Fond du Lac, Wis. 414

Druggist wanted to open up-to-date store. Good manufacturing town of 4,000. New block, steam heat. Patronage of two physicians assured. Address Box 632, Boyne City, Mich. 413

Educated, high grade gentlemen, 30, will make change; experienced in corporation as treasurer, secretary, credit man, systematizing, managing, computing manufacturing costs, selling prices; seven years with present manufacturing corporation. G. H. McCoun, 32 South Ave., Cranford, N. J. 412

For Sale—A meat market in a good town. Fixtures new and up-to-date. A bargain if taken soon. If interested write Frank G. Simpson, Hartford, Mich. 417

For Sale—Who wants to buy H. Jacobson's drug store in Hurley, Wis., at a bargain? Wish to retire from business. Clean stock. Best location in city. Oldest stand near P. O. 346

Little Rock is the center of the timber districts of Arkansas, Yellow Pine, Oak, Hickory, Ash, Gum and other timbers, and is surrounded by cotton fields, producing the finest grade of cotton. Three systems of railroads center here and the Arkansas River insures cheap rates. A city of 60,000 insures good labor, and a mild climate reduces the expense of manufacturing. As healthy as any city in the United States. We want all kinds of wood-working factories and cotton mills. Timber from one to three dollars per thousand stumpage. Will give proper inducements to responsible parties. Business Men's League, Little Rock, Ark. 427

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

Clothing Men, Attention! For sale at 55c, 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, Cal. 402

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

Wanted—To buy for cash, general stock clothing or shoes. Address L. A. Bortel, No. 11 7th St., No. Minneapolis, Minn. 393

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

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—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

Wanted—Partner with cash or merchandise in established auctioneering, special sale and stock brokerage business making big money. Opportunity to learn business. Address Real Estate Bulletin, Davenport, Ia. 371

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

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 gents' furnishings 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 Sale—For cash, \$4,000 stock of general merchandise. Good location, established trade. Also dwelling. Good reasons for selling. The Peoples Store, Calumet, Okla. 378

For Sale—One of the best drug and grocery stores in Indiana. Building 85x25, fixtures fine, average daily sales for 1905, \$65.35. Only drug store in town. Terms to suit purchaser. Address F. E. Abrams, Ray, Ind. 379

For 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—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—Drug store, \$2,600. Profitable established. All cash business with small expenses. Bargain. R. E. Innis, Muncie, Ind. 375

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. Doing a good paying business. Pleasant location. Reasonable rent. Address No. 363, care Michigan Tradesman. 363

Wanted—To buy stock of general merchandise \$3,000 to \$5,000, in small town in Southern Michigan. Address Merchant, care Tradesman. 361

Wanted—To buy a clean stock of general merchandise. Address Chapin, care Michigan Tradesman. 266

For Sale—Harness business in city of 9,000 population. Established 44 years. Splendid country surroundings. Nice clean stock, invoicing from \$2,400 to \$2,800. Age and ill health, the only reason for selling. Address F. Kuhn, Galion, Ohio. 294

For Sale—Store building, stock of general merchandise, including feed and hay. Also house and lot. A good chance for the right party. A good bargain if taken before April 1, 1906. Address Geo. M. Beemer, Yuma, Mich. 287

For Sale—Stock of hardware and implements invoicing about \$2,000, in live Western Michigan town surrounded by rich farming country. Good established trade. Liberal discount for cash or will trade for unincumbered farm property of equal value. Address No. 275, care Michigan Tradesman. 275

For Sale 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

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

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—The only hotel in a hustling town of 1,500 inhabitants, within forty 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

POSITIONS WANTED

Wanted—Position by registered pharmacist after April 1. Best of references. Address Muskegon, care Michigan Tradesman. 410

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—Clerk for general store. Single young man with general store experience. Must have some knowledge of window trimming. State age, qualifications and salary expected. Give references. Address J. W. Comstock & Co., Constantine, Mich. 426

Wanted—An experienced cigar salesman 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.

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. 496

Want Ads. continued on next page.



The consuming demand for
Jennings'

Terpeness Extract Lemon
Mexian Extract Vacnilla

is steadily increasing, which gives proof that the quality of these well-known extracts is recognized by the consumer. Quality is our motto.

Order direct or through your jobber.

Jennings Flavoring Extract Co.
Grand Rapids, Mich.

NOT A WISE SUGGESTION.

The proposition has been made by Bourke Cockran to lengthen the term of service in the House of Representatives from two to four years. His idea is that congressmen should be selected only half as often as they are now, which arrangement of course would be very agreeable to them, reducing the trouble, the expense and the anxiety by half. He urges that in the first two years of service a new member is not of much value to his constituents or the country. It requires considerable time to attain familiarity with the situation and learn how to do things, and so if a term were four years, a man would really be useful during the latter half of his term. Running for Congress is not altogether an enjoyable proceeding for those who are compelled to engage in it. There is first the task of getting the nomination and for so honorable and influential an office there are always plenty of aspirants. When the first stage has been passed there remains the second, which in some districts is easy and in other districts difficult. Consulting their own preferences, the members of the House of Representatives would undoubtedly fall in with Mr. Cockran's proposition and approve it, because it would be manifestly to their personal advantage; but there is little likelihood that the suggestion will ever amount to anything substantial.

A presidential campaign comes once in four years and that is often enough. The arguments which would apply to extending the presidential term to six years do not apply to extending the congressional term to four years. The senators are elected by the legislatures of their respective states for six years and, as a rule, that body is not in very close touch with the people. The House of Representatives, however, should always be just what its name implies. Its members compose the popular branch of the National Legislature. They come into close touch with their constituents and once in two years is none too often to return and give those constituents an opportunity to approve or disapprove. It is not uncommon for the political complexion of the House to change completely from one side to the other at an election, and that is always because the majority of the last session did not please the people and they determined upon a change, which is not only their privilege, but their right. As now arranged there is always a congressional election midway between the presidential elections and opportunity is thus provided for registering popular opinion, and it is done as accurately as any barometer registers climatic conditions. This is an exceptionally unfortunate time to make or advocate Mr. Cockran's proposition. It will not meet with approval and there is no reason why it should. The voters are entitled to the opportunity to select their representatives in Congress, to retain or to change them as they see fit once in two years. It is better for the members themselves, for any man is bound to be

more careful who has an election one or two years ahead, than as if it were three or four years distant. The present rule answers all the purposes and there is no reason for or likelihood of a change.

WORKS BOTH WAYS.

Under the Sherman law, as it is called, it is possible to proceed legally against combinations which can be proven to be in restraint of trade and commerce. It is looked upon as an anti-monopoly enactment in the interests of the plain people and the small competitor. It has been successfully invoked and there are decisions upholding its constitutionality and regularity in general. Its terms are broad enough so that it can have more applications than some people suppose. There are combinations besides those which seek to keep up the price of beef or oil. There are agreements among manufacturers in various lines whereby they agree not to sell to those who will retail below a certain figure. There are also combinations of men who say they will not work or allow others to work except for certain specified wages. It is believed by good lawyers—and there are decisions to sustain it—that the Sherman act works both ways and several ways.

The question has recently been tested by a druggist named Loder of Philadelphia. It seems that he cut the prices of proprietary medicines and other preparations and accordingly a combination of manufacturers and jobbers refused to sell him any more goods. The manufacturers exacted a pledge from the jobbers that they would not sell to Loder and as a result thereof he found himself unable to supply his customers with what they wanted. As the manufacturers were doing an interstate business Loder brought suit under the Sherman act, on the theory that the law would help him in his troubles. The attorneys for the defense insisted that their clients were simply acting in self-preservation and protecting their property rights. The court, however, took the plaintiff's view of it and held in effect that the concerted effort to stop Loder's supply of goods was a combination in restraint of trade within the meaning of the law. When a retail merchant buys a thousand yards of cotton cloth, it is his privilege to sell it at more or less than he paid for it, according as he thinks his best interests will be served. In other words it is his to dispose of as he will. The same rule is made to apply to any other commodity. If a merchant wishes to do business at small profit or even at a loss, that is his affair and may at length become the affair of his creditors, but any attempt to fix prices for him or to boycott him if he cuts prices is held to be a violation of the Sherman law. This is an interesting and important decision and one of which many retailers will be glad to know. It establishes a new precedent and a new ruling.

Pleased With Grand Rapids.

Dr. Edmund Burke, Assistant to the Chair of Surgery and Professor

of Obstetrics in the Bengal Veterinary College of Calcutta, India, has been in Grand Rapids the past two months taking a post graduate course at a local college. He selected Grand Rapids as the place to pursue his studies after visiting the leading colleges of the kind in Great Britain and in the Northern States east of this city. When asked why he elected to locate here for his studies, he replied that it was purely a practical result. Sentiment had nothing to do with it. "I wanted the best facilities in the direction of pursuing my studies, and finding them here, why, I stopped. I did not know a soul in the city and only knew Grand Rapids as a furniture manufacturing center and as the location of a college of which I had heard good things. But I want to say, right here, that I am pleased with your city as a whole and especially with the very evident spirit of unity and harmonious effort on the part of all your business men in the promotion of public spirited enterprise. You know that the people of East India are, so far as their racial characteristics and their governmental limitations will permit, a very unselfish lot and, like the people of Grand Rapids, seem to take pride in striving for the general welfare."

Dr. Wiley's Imitation Mutton Chops.

The world owes infinitely much to Dr. H. W. Wiley, Chief of the Bureau of Chemistry of the U. S. Department of Agriculture, for his life-saving discoveries in the way of new and hitherto unsuspected methods of food adulteration. It will be remembered that the distinguished doctor, alone and unaided, discovered that huckleberries were adulterated with shoe buttons.

And now comes the good doctor with still another discovery before which his previous finds, startling as they are, pale into ridiculous insignificance.

[Here follows the telegram sent out from Washington regarding bogus mutton chops, which was reproduced in the Tradesman of last week under the head of "Seeing Things."]

Seriously, this is the most utterly absurd rot that even Wiley ever emitted! Imagine the magnificent profit in the business of making counterfeit lamb chops! To hunt up the lamb bones—he says the bone was real—then trim the false meat to look like lamb and carefully fit it over the bone—to do this five or six times and get fifteen cents for your labor! What an alluring prospect for the food sophisticator the astute Wiley opens up!

The secret of this splurge of hot air is that Dr. Wiley went to a cheap shop for his meat and the butcher gave him lamb "chops" from the neck, a common trick when selling to cheap trade.—Grocery World.

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

Buffalo, Feb. 14—Creamery, 22@27½c; dairy, fresh, 17@21c; poor, 15@16c; roll, 17@20c.

Potatoes—55@65c per bushel. Live Poultry—Fowls, 13@14c; chickens, 13½@14½c; ducks, 16@17c; geese, 13@14c; old cox, 9c.

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

Eggs—Fresh, candled, 17c; storage, 12@13c.

Rea & Witzig.

C. D. Crittenden has leased the Austin cold storage, on North Lafayette street, and will reinforce it with the tank system to ensure even temperature the year round.

BUSINESS CHANCES.

For Sale—Cheap, our North, Dorr cheese factory. Address No. 433, care Michigan Tradesman. 433

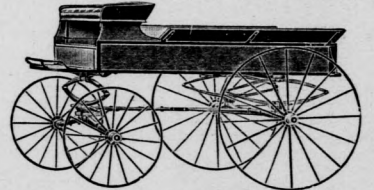
For Sale—Cheap, 1 steel gang press, 10-15x6 galvanized cheese hoops, 45-12x6 Tinned cheese hoops, 1,500 new Keil 15½x6 cheese boxes, 1,000 15x6 seamless cheese bandages, 1,500 12x6 seamless cheese bandages, 2 new style No. 32 Sharples turbine cream separator in first-class condition. Address No. 432, care Michigan Tradesman. 432

Grand Rapids Grain & Milling Co.

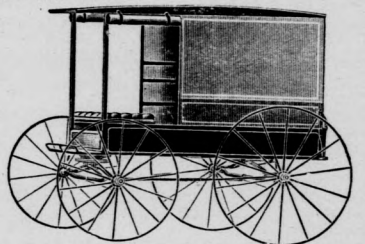
Grand Rapids, Mich.

We solicit your orders for all kinds of feed, corn, oats, flour, buckwheat, etc. We make a specialty of grain in carlots. Write, wire or telephone at our expense when in the market. Our St. Car Feed and Cracked Corn is screened and scoured. L. Fred Peabody, Manager.

No. 810. Delivery Wagon. Price complete \$53.50. As good as sells for \$25 more.



No. 815. Top Delivery Wagon. Price complete, \$56.00. As good as sells for \$25 to \$30 more.

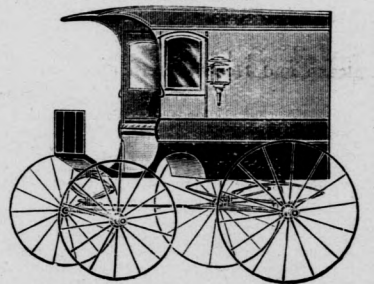


THE RETAIL DEALER

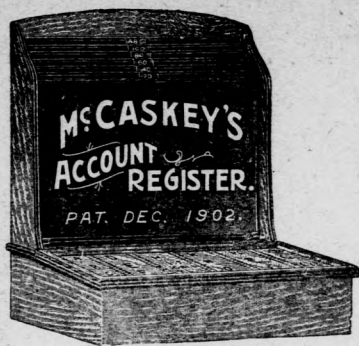
without good delivery wagons is as badly handicapped as the dealer who endeavors to run his business without good advertising. For a third of a century we have manufactured vehicles and harness, and we are today one of the oldest and largest manufacturers. We make wagons to suit all requirements, and if our regular line does not include just what is wanted, we are glad to quote price on special work. We guarantee every vehicle and harness fully for two years. We ship for examination and approval, guaranteeing safe delivery. You are out nothing if not satisfied as to style, quality and price. Our line consists of over 200 styles of vehicles of all descriptions and 65 styles of harness. Our large catalogue shows them all. It's free.

Elkhart Carriage & Harness Mfg. Company
Elkhart, Indiana

No. 817. Cut-under Top Delivery Wagon with lamps. Price complete \$63.50. As good as sells for \$25 to \$30 more.



No. 38. Delivery Harness. Price complete with collar, \$18.00.



J. Jones

A. Sugar	\$1.00
Sk. Flour	1.65
Ham	1.37
Tea50
Coffee25
Butter79

Paid  \$4.56

If your clerk should make a sale like the above and write the order on a piece of wrapping paper, put the cash in the money drawer, then use that piece of paper to wrap up the next bill of goods, **how much** do you think **you** would make on the transaction?

If your sales were **all** written on The McCaskey Register Company's Multiplex Duplicating Sales Slips, and, if a credit sale, filed in The McCaskey Register, or, if a cash sale, placed on the cash file for checking with the cash drawer at night, don't you think you would discover the error? You have the record and Jones has a copy of it. Don't you think you would get that dollar? Either Jones or the clerk owes you that amount. This is just a sample of the errors that occur each day in many stores. If you had a McCaskey Account Register and used The McCaskey System, you would **save** hundreds of dollars; besides worry, labor and expense. It's **all done** with **only one writing**.

Your Accounts can be Protected from Fire.

Write for Catalogue

The McCaskey Register Co.

Alliance, Ohio

Manufacturers of the famous Multiplex Carbon Back Sales Pads; also Single Carbon and Folding Pads.

"You have tried the rest now use the best."

Does Your Competitor Sell More Flour Than You?

If so, look at his brand and you'll probably find it to be

Golden Horn Flour

Reason Enough

Manufactured by

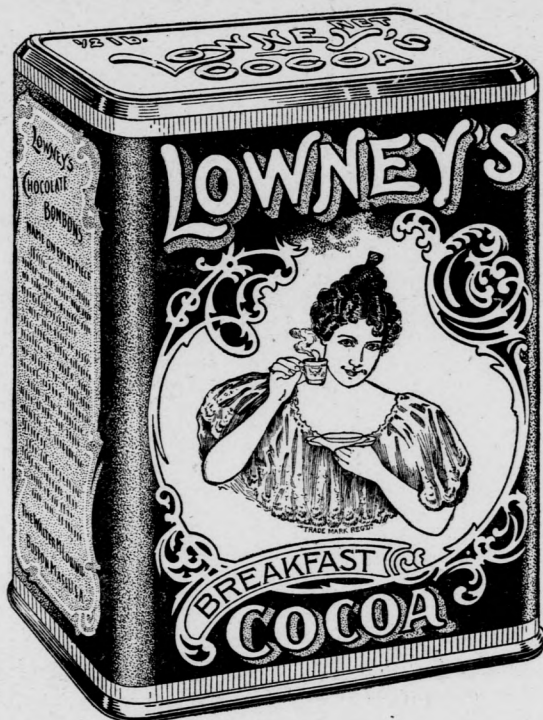
Star & Crescent Milling Co., Chicago, Ill.

The Finest Mill on Earth

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots



LOWNEY'S COCOA is an American triumph in food products. It is the **BEST** cocoa made **ANYWHERE** or at **ANY PRICE**.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

Big stocks, plenty of variety and always something new. We offer you only dependable goods, the kind that will bring in customers and hold them. Come in person if you can or wait for our traveler, but don't buy your Spring stocks until you know our prices.

A large, ornate wooden cabinet, likely a safe or a secure storage unit. The cabinet has a heavy, dark wood finish. The top door is slightly ajar, revealing a decorative panel with a carved or painted design. Inside the cabinet, there are several shelves, each featuring a grid of small, circular indentations, possibly for holding small objects or documents. The cabinet stands on four short, sturdy legs.

Berlin



Plain



Ribbed

Contains 114 Flower Pots and Saucers in three styles, as shown, and assorted

sizes, viz.:

36	4-inch Pots and Saucers, assorted,	at 2c each	\$0 72
36	5	at 3c	1 08
24	6	at 5c	1 20
12	7	at 6c	72
6	8	at 8c	48

Total for package (no charge for package)	\$4 20
---	---------------

Contains one dozen jardinieres as per list below, all of beautiful shape and design as illustrated in various dark blending colors. Finely glazed both inside and out and a splendid bargain offering. The package is composed as follows:

½ dozen No. 5	Jardinières 6 inches.....	\$ 1 90	\$ 47
¾ " " "	No. 62 " "	2 90	73
¾ " " "	No. 73 " "	4 50	1 12
1-6 " "	No. 81 " "	6 00	1 15
1-12 " "	No. 90 " "	9 00	75

Total for assortment (no charge for package) **\$4 22**

**Heavy Clear Crystal Glass—Clinched-
on Collar That Will Never
Come Off.**

The assortment contains 2½ dozen lamps in assorted plain and embossed crystal glass. Heavy stems and broad bases so they will not tip over or break.

4½ doz.	Fluted Hand Lamps, No. 1	Collar
½ "	00 Stand Lamps, No. 1	"
¾ "	0 " "	No. 1 "
½ "	B " "	No. 2 "
¼ "	C " "	No. 2 "
⅓ "	C Sewing Lamp	No. 2 "

Price for Assortment { **\$5.40**
No Barrel Charge. }

A detailed black and white illustration of a large, oval-shaped metal pot or bucket. The pot has a dark, textured surface, possibly representing a woven or metal mesh. It features a long, curved handle on the left side and a smaller, straight handle on the right side. The pot is shown from a slightly elevated perspective, highlighting its rounded shape and the texture of its surface.

Don't confuse this ware with the cheaper grades of enameled goods. "Amethyst" ware is guaranteed to stand a more severe test than any high grade goods on the market. IT'S DOUBLE COATED and strictly first class.

NO SECONDS IN THE LINE.

Size Quarts	5	6	8	10
Dozen	\$2.20	\$2.52	\$3.00	\$3.60

Every piece reduced in proportion.

An ornate, dark-colored iron safe with decorative panels and a sturdy base. The safe features a large front door with a circular emblem in the center, surrounded by intricate scrollwork. The base is decorated with a horizontal band and stands on four legs. A smaller, square-shaped decorative element is visible on the right side of the safe.

We have been manufacturer's agents for these celebrated stoves for several years and never heard of one single complaint. They are the easiest and quickest selling stoves on the market and always give the **utmost satisfaction**. Recommended by insurance underwriters.

Catalogs and prices sent to dealers on application.

Importers, Manufacturers and Manufacturers' Agents