

## WAITING

Serene, I fold my hands and wait,  
Nor care for wind or tide or sea;  
I rave no more 'gainst time or fate,  
For lo! my own shall come to me.

I stay my haste, I make delays,  
For what avails this eager pace?  
I stand amid the eternal ways,  
And what is mine shall know my face.

Asleep, awake, by night or day,  
The friends I seek are seeking me;  
No wind can drive my bark astray,  
Nor change the tide of destiny.

What matter if I stand alone?  
I wait with joy the coming years;  
My heart shall reap where it has sown  
And garner up its fruit of tears.

The waters know their own and draw  
The brook that springs in yonder height;  
So flows the good with equal law  
Unto the soul of pure delight:

The stars come nightly to the sky,  
The tidal wave unto the sea;  
Nor time, nor space, nor deep, nor high,  
Can keep my own away from me.

*John Burroughs.*





## The Smokers' Idol

is the

**S. C. W.**  
5c Cigar

which benefits mankind because it keeps tempers sweet, and bids

carking care and rancorous trouble get into the "henceness."

It is not "Poetic Imagery" but "Prosaic Fact" that the **S. C. W. Cigar** pleases so well that every smoker thereof is at peace with all the world.

**G. J. JOHNSON CIGAR CO., Makers**  
Grand Rapids, Michigan

## 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.

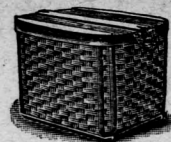
Prompt Service.

**Grand Rapids Paper Box Co.,** Grand Rapids, Mich.



COAL BASKET

Are you aware of the fact that spring is coming and



LAUNDRY BASKET

that you are going to need a new supply of baskets? You know where to get them. It is a well-known fact that

## Ballou Baskets are Best

Our baskets are used in large quantities by Uncle Sam. Also by the largest individual consumers. Our Pounded Ash

baskets are the best on the market. We can please you.

Try us.



CLOTHES BASKET



DELIVERY BASKET

**BALLOU BASKET WORKS, Belding, Mich.**

## ENGRAVERS

BY ALL THE LEADING PROCESSES



PORTRAITS, BUILDINGS,  
MACHINERY,  
STATIONERY HEADINGS,  
EVERYTHING.



HALF-TONE  
ZINC-ETCHING  
WOOD ENGRAVING

**TRADESMAN COMPANY**

GRAND RAPIDS, MICHIGAN.

# 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

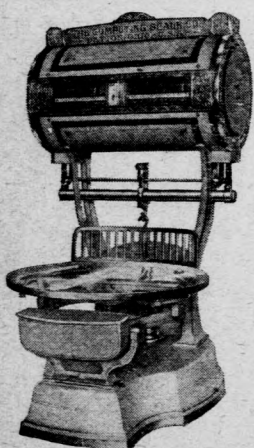
will *weigh out 100 per cent.* of the weight you paid for when you bought the goods. *No other scales* will do this.

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 28, 1906

Number 1171

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

We Buy and Sell

Total Issues

of

State, County, City, School District,

Street Railway and Gas

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY

BANKERS

Union Trust Building, Detroit, Mich.

## The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

## Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advices, 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

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

## UP TO THE SENATE.

Most prominent among present alleged efforts to achieve legislation for the good of the country is that pertaining to freight rate regulation. On February 8, by a vote of 346 to 7—the seven being Republicans—the Hepburn bill was passed by the House.

Going to the Senate this measure was rechristened the Dolliver bill and it was at once duly referred to the Committee on Inter-state Commerce.

This bill, if passed as originally presented, will amend the Inter-state Commerce Act of 1887 by defining the terms "railroads" and transportation with most exacting, explicit and all inclusive thoroughness, so that—to the laity at least—the law will be placed beyond the possibility of evasion. More than this, the amended regulation has the overwhelming approval of the people of the United States, to say nothing of the Man in the White House and his corresponding desire.

Prominent as a factor in the contention the past two years over the freight rate problem have been the industrial and commercial organizations in all American cities, and a fortnight ago when it became evident that a very strong effort was making at Washington to have the Senate amend the Dolliver bill so that any order of the Inter-state Commerce Commission would be subject to court review without recourse, each one of these organizations was requested to urge the Senators from the respective districts to oppose the amendment.

Ordinarily, perhaps, such a request might not be intelligently acted upon spontaneously and in unison; but in this instance the proposition was understood—thoroughly familiar. Beyond all question the manufacturers and merchants, the producers of freight tonnage in this country, have a more complete, thorough and intimate knowledge of all phases of the freight rate question than has ever before been possessed by the business men of the nation on a similar problem in legislation. Not only has the General Government been forcing education in this direction, not only have the daily, weekly and monthly publications pushed the topic to the last degree, but the organizations most directly interested have individually exchanged notes and opinions on the subject.

And they know what they want, what they believe they are entitled to, why they are not being served fairly and why it is that they demand certain concessions. Accordingly, within forty-eight hours after being asked to brace up their senatorial delegates every United States Senator was notified, either by mail or by

wire, as to what they would be expected to do in the premises. They were asked, specifically, to support the Dolliver bill as presented and without amendment.

Just what will be the fate of the measure is not known beyond the fact that the President has given notice that it must be acted upon "if it takes all summer;" and if the action taken is not satisfactory to the petitioners there will be something doing in every senatorial district not properly represented.

## THE MAN WHO DOES THINGS.

About thirty days ago a postoffice inspector visited Grand Rapids, apparently for the purpose of seeing how much damage he could do. He certainly succeeded in living up to his expectations, because, as a result of his visit, the early morning delivery in the jobbing district of the city was suspended. This placed the wholesale trade at a disadvantage because it precluded the jobbers, in most cases, from furnishing employment for their packers and hipers until after 8 o'clock in the morning and prevented their getting out on the early trains such rush orders as they had been in the habit of sending forward by express. The matter was promptly taken up by the editor of the Tradesman, who prepared a petition to Congressman Smith, which was circulated by Horace Shields. The name of every jobber in the city was very quickly secured and the petition was then placed in the hands of Wm. Judson, who transmitted it in due time and under the best possible auspices to Congressman Smith, who immediately began work on the Postoffice Department, with the result that inside of a week he was able to telegraph his Grand Rapids constituents that the service would be restored on Monday morning of this week, which was done.

No better tribute to the popularity and influence of Mr. Smith could be paid than is furnished by this circumstance. It shows, plainly and unmistakably, that he has been so long in Washington that his word is law and that when he starts out to accomplish a purpose every obstacle must give way. All of which goes to show that Mr. Smith is the right man in the right place and that the people of the Fifth District have made no mistake in keeping the same Congressman until he has acquired an influence which enables him to accomplish many times what a new man could expect to secure.

## EMPEROR WILLIAM'S CHUM.

Poultney Bigelow who, very naturally and properly, perhaps, plumes himself upon the intimate personal friendship bestowed upon him by Emperor William would better let it go

at that and stop saying ridiculous things in the papers. His absurd criticisms scattered world wide during the Boer war have been all but forgotten because they were wholly baseless and his recent adventure with the United States Senate over a column of stuff he concocted as to the Panama Canal will be best remembered, if at all, by the following tribute, written by Frederick Palmer, well known as the war correspondent for Collier's during the Russo-Japanese war. Mr. Palmer visited the Canal Zone for "the truth" and to write about Panama without prejudice. He had been there before under old and native conditions, and during his recital, showing how Canal Commissioner Magoon, Col. W. C. Gorges and Mr. Le Prince have improved conditions in a sanitary sense, so that there has been no case of yellow fever there in over two months, and that out of 1,700 white employes on the Isthmus, only four died during December, he says: "Now that they have the canal they naturally want to make all they can out of it, and a dilettante journalist, having seen the scum, and having ridden to Panama and back on a train where there was no first-class compartment, without finding any cool Munich beer in either town, proceeded to write an article of exposure which rang throughout the United States."

"Dilettante journalist" is good; and with "cool Munich beer" hits off Bigelow to a finish.

## THE WORLD GROWS HONEST.

An eminent chemist in New York recently entertained a group of invited guests—all men who are prominent in business—by serving them a course dinner with Martini cocktails and wines. Everything that was served was compounded exclusively from chemical agents, even to the raised biscuits which did not contain an atom of flour. The Associated Press devoted a considerable space to a report sent broadcast over the country, recording the event. The compounding of the chemicals was done openly in the presence of the guests, which was the distinguishing characteristic, seemingly, authorizing the publicity that was bestowed.

After all, there is nothing new about it save the willingness of the operator to go on record. For years mankind has been fed with chemical compounds sailing and sold under false titles. Butter, sugar, spices, lard, coffee, teas, all the spirituous liquors, tobaccos ad hundreds of other fakements of the direst sort have had their vogue, the only difference being that the compounders elected to operate incognito. By the public demonstration we may know that we are progressing.



## A VITAL SITUATION.

## An Opportunity Which Should Not Be Overlooked.

Just because the city of Buffalo has an unsavory thoroughfare named Canal street it does not follow that all streets named Canal street and located in other cities are to be condemned. Canal street in the American metropolis and the Canal streets in Toledo, Dayton, Fort Wayne, Cumberland, Maryland and in other cities are not successful or otherwise because of the name.

It is not a case of nomen et omen, so much as it is a matter of environment. And so the proposition to change the name of Canal street in Grand Rapids has but little merit. Something much more effective than a change of name is necessary to preserve to both Canal street and Monroe street their present domination during the next two decades.

The beautiful new concrete viaduct at Bridge street and the ornate station of the Grand Trunk Railway constitute an inspiration to further architectural excellence in that vicinity, just as the new public library building and the new home of the Evening Press are counter and equal attractions at the head of Monroe street. The patterns are set and the competition is on at this instant with Fulton, Sheldon, Division and Upper Monroe street in the lead as against Upper Canal street.

It is true that there are in Monroe street entire blocks which are under long leases and, in a way, upon property that is entailed; true that these blocks are without alley conveniences; true that the buildings at present on these properties can be made to do service for many years yet without great cost. But it is also true that the percentage of growth in Grand Rapids the past ten years insures an equal or better growth during the next decade, and there will be demanded additional quarters not only for new business enterprises but for some that are already here.

The historic old "Grab Corners," which has so long maintained its ascendancy may wake up four or five or ten years hence to a realization that a change has taken place. The Tradesman is not crying "Wolf! Wolf!" except as a warning suggestion and because of the comparative ease with which to-day the Canal street, Pearl street and Lower Monroe street interests may permanently cinch the present seemingly but not certain secure preeminence of the Lyon street, Pearl street and Ottawa street intersections with Canal and Monroe streets as marking the financial and retail business center of the city. It is by no means sure that this distinction will be changed during the next twenty-five years, and yet it is among the very easy possibilities that such a change will take place. As illustrations near home of the suddenness with which new business centers are developed may be mentioned Woodward avenue in Detroit, to the almost total abandonment of Jefferson avenue as a retail street, and South Burdick street and Portage street, Kalamazoo, to the

consternation of the long honored West Main street.

The keynote to the permanency of the present vogue of the intersection of Monroe, Canal and Pearl streets lies on the north side of Pearl street from Exchange Alley to Canal street and on the east side of the latter thoroughfare to Lyon street. With this area improved as it might be—at a cost of several hundred thousand dollars—the future of Canal street north to Newberry street would be fixed for the next half century, as would be the prospects of Pearl street and Monroe street and the investment would be profitable for present owners of properties in the district most vitally interested.

## Difference in Street Fairs.

Central Lake, Feb. 26—There is a vast difference between a street fair as conducted here and the street carnival with which many towns have become unpleasantly familiar during the past few years.

The prime motive in organizing our Street Fair Association was to bring the farmers in closer touch with each other and with the business men of this village. For several years this was successfully accomplished, and the results were so eminently satisfactory to all parties that even this fall many felt doubtful as to the wisdom of abandoning, for even one season, the old familiar Free Street Fair.

It has been the means of bringing into pleasant and profitable acquaintance many farmers and business men who otherwise would never have met. It has been a great factor in the improvement of livestock, fruits and the various products of dairy and farm. It has been a great advertising card for this place, and it has been something that, year after year, has more than paid its way.

After eight successive annual street fairs, with all premiums paid and every debt settled, the Treasurer is left with a snug cash balance on hand, which will come handy any time it may be thought best to resume the fairs.

The fact is the actual cash outlay has often been a small part of the contributions of Central Lake people, who, in the form of time, labor, worry, earnest endeavor and thought, have handed up, year after year, the very best they had, and without receiving or asking a penny's direct return.

Geo. L. Thurston.

## Municipal Ownership at Mason and Lyons.

Mason, Feb. 27—In view of the condition of affairs in the Mason electric lighting plant, the fact that it is not paying and new equipment is needed to put the plant in proper condition, there is considerable sentiment here in favor of the city buying its power for electric lighting, and it is said to be rapidly growing among citizens of this place.

Mayor Root is said to be in favor of closing the municipal ownership plant and attaching the wires to either the lines of the Commonwealth Power Co. which run through the city or purchase power from the Michigan Power and Heat Co. The Mayor has been stirring up matters concerning the municipal plant during the last year and has succeeded in convincing many citizens that the manner of conducting the plant is wrong. It is expected that within a short time a conference will be held to discuss the matter and if satisfactory terms can be arranged the equipment of the city's electric light plant will be sold and only the water supply plant continued in operation by the city.

Lyons, Feb. 27—The electric light

plant at this place runs behind at the rate of \$600 a year. The plant is owned by the village and sells the current at a flat rate. It is believed that the installation of meters would make users more careful about the amount of light they burn and change the balance over into the right side of the account.

## What Is a Mountain?

"Jimmy," said the teacher, "what's a cape?"

"A cape is land extending into the water."

"Correct. William, define a gulf."

"A gulf is water extending into the land."

"Good. Christopher," to a small, eager-looking boy, "can you tell us what is a mountain?"

Christopher shot up from his seat so suddenly as to startle the visitor, and promptly responded: "A mountain is land extending into the air."

A little elbow grease is worth a lot of oily phrases.

## To the Dealer

## The "Royal Enamel"

for Gas Stoves, Pipes, Ranges, etc., is guaranteed not to smoke, burn or peel off and is absolutely the very best in the world.

Ninety of the leading grocer and hardware dealers of Grand Rapids will handle it exclusively this spring. Are you ready for the house cleaning brigade? If not, give it a trial and be convinced.

Clark, Rutka, Weaver Co.

Distributors  
GRAND RAPIDS, MICH.

Can be given with \$5.00 cash trade and a \$1.00 cash payment, or free with \$25 to \$30 cash trade



No. 611—\$11.50 per doz.

Solid Oak Sewing Rocker with either cobbler or cane seat. An everlasting advertisement for you and your business.

## Double Your Sales

## By Our Method of Practical Advertising

If you want to grow, to get business which really belongs to the other fellow, you must make inducements which he can not duplicate. We make this possible as we sell to but one merchant in a town.

**WHY:** People always are looking for special inducements and always will be. Offer the article shown herewith with a small amount of cash trade and a cash payment covering cost, or free with a larger amount of trade, and the results will certainly surprise you. You will see many new faces in your store and your cash sales will swell while your book accounts will greatly decrease. You simply divide your advertising expenditure among your customers, and the plan we recommend will cost you only about 2 per cent. on sales.

**HOW:** Send us an order for a few of these Rockers to be shipped subject to your inspection and approval. On receipt of same we will send you a complete set of advertising matter, together with coupons and instructions, free. Make good use of the placards and hangers, hand out the coupons with every cash sale, and if we can not make your business bigger and better than it has ever been, fire the goods back at our expense.

Send for our complete catalog today.

Rockers, Parlor Tables, Sewing Tables, Ironing Tables, Dinner Sets, Etc.

THE STEBBINS SPECIALTY CO., LAKEVIEW, MICH.



### Method for Testing Butter's Purity.

A simple test that any one can apply will prove beyond a doubt just which is butter and which are substitutes. A small lump about the size of a chestnut in an ordinary teaspoon and held over a kerosene or gas blaze turned low until it melts is the beginning of the operation. As soon as it has become liquid the flame should be turned on to increase the heat so that it will boil quickly. Two or three times during the boiling a small piece of wood, a match if convenient, should be used to stir it, especially around the edges, so that all the contents will be equally well heated.

If the liquid is pure butter it will boil with little noise and produce a large amount of foamy bubbles around the edges of the spoon and across the top. Renovated butter sputters noisily when boiling, as if it were a mixture of water and grease, and few bubbles are produced. Oleomargarine when tested with the flame gives off only a little froth, and often none at all, but it makes more noise than the renovated butter.

Renovated butter is frequently sold for the same price as fresh, and it is practically fresh. It is old and has been boiled to get out the rancid taste. The curd and brine is then skimmed off and sufficient air blown through it to take out the strong odors. It is mixed with fresh milk, worked over again into butter, made into prints and frequently sold as fresh.

According to Dr. LeRoy W. McCoy, of Princeton University, mice will not touch either renovated or oleomargarine if they can get butter. He tried it on them by placing three plates on the floor in a room where he knew there were mice, and the following morning the butter had almost disappeared, but neither of the other plates had been touched. This experiment repeated several times always gave the same results, so that he was convinced that even if he could not tell the difference without home and chemical tests, mice could detect the real by the keenness of their smell.

### Serious Loss for Ypsilanti.

Ypsilanti, Feb. 27—One of the greatest losses in the commercial history of the city was the removal from this city to Detroit of the Ypsilanti Underwear Co. For years the mill has been located here and so extensive was its business that the name of Ypsilanti became known throughout the world through that brand of underwear. Of late years it has been difficult to secure the number of girls necessary to operate the mill, and for that reason the company decided to move into Detroit, where that condition will be improved. The company already has a mill out Michigan avenue in Detroit and one located in Ann Arbor. The dyeing mills, which are located in Ann Arbor, will in all probability be moved to this city.

Building promises to be exceptionally good here this year, as a num-

ber of houses are already being planned and estimates received.

Robert W. Hemphill, Jr., who is connected with the building up of a big water power system on the Huron River, has been making a start to put Ypsilanti on a business basis so that factories wishing to locate here may be given some definite information concerning the desirability of Ypsilanti as a location. Mr. Hemphill has had a man looking up the number of miles of cement walks, curbing, pavement, water works piping, sewerage, number and kind of houses, whether of cement, brick or frame, and the condition of each.

### Egg Speculators Lose Seven Millions.

Chicago, Feb. 24—With cold storage eggs selling at 7 cents and fresh ones at 12½ cents a dozen egg speculators are waking up to the fact that they have a large white elephant in their possession. The industrious hen and the weather have co-operated and defied all precedents this winter. As a result a loss of \$7,000,000 in round numbers is staring the speculators in the face.

For the first time in years the price of fresh eggs at this season of the year is lower than the price at which eggs were bought last spring to put in cold storage. A year ago eggs were extravagantly high. Consequently in April and May last year there was a grand rush to buy eggs for cold storage purposes.

The average price paid was 16½¢@ 17 cents a dozen, which with the storage, insurance and interest charges added makes the cost of the eggs up to date approximately 18½ cents.

Contrary to precedent there has not been a time since the eggs went into storage that they have shown a profit. At prevailing quotations there is in prospect for the speculator an average loss of 11½ cents a dozen, with the carrying charges piling up every day. It is estimated that the local stock of storage eggs is approximately 63,000,000 dozen.

### Working Under the New License Law.

Lake Odessa, Feb. 27—One H. Epstein came to town last Thursday and opened up for business with a stock of dress goods, having previously advertised in the papers and by handbills for a three days' sale. On Friday the merchants decided to test the workings of the new license law, which requires a license fee of \$10 per day in advance before a license to pay the license and the council shall be issued unless the license is passed upon by the village council. Epstein was interviewed and refused to pay the license and the council would not grant him anything. He was arrested and finally came to the conclusion that he would settle. He offered to pay the costs and get out of town if the merchants would withdraw their charges. They did so and Epstein settled the costs, amounting to \$6, and on Saturday packed up his goods. The fine for the first offense, according to law, is \$50. Epstein conducted a big business at Sunfield previously to opening up here.

Geo. H. McMillen.

### Emulation.

"My dear," says the loving wife, "as it is the anniversary of the birth of George Washington, I have baked for your dinner to-night a cherry pie. I rolled the crust myself, and I filled it with some of the cherries I canned last summer."

"That's fine," replies the brutal husband. "That's really a bright idea, and it is splendid to know that my wife has so much patriotism beneath her bonny brown curls."

At the proper time the proud wife places the cherry pie on the table, and the brutal husband endeavors to cut it with a carving-knife. At last he drops the knife and rises to a patriotic attitude, one hand in his vest, the other raised in emphasis, and shouts:

"I can not tell a lie. I'll have to cut it with the hatchet."



### An Auto? No!

Peanut and Popcorn Seller.  
Catalog show'em \$8.50 to \$350.00. On easy terms.  
KINGERY MFG. CO.  
106 E. Pearl St., Cincinnati

### Established 1888. The Test of Time



### Your Choice

### Expert Sales Managers

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

G. E. STEVENS & CO.

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

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

Deal With Firm That Deals Facts.

### 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.

### We are Headquarters for

Base Ball Supplies, Croquet, Marbles and Hammocks

See our line before placing your order

Grand Rapids Stationery Co.

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

### PUSH, ETERNAL PUSH



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

right if you write me today, not tomorrow.

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

### A Sound Creed

I believe in the work I'm doing and in my ability to get results. I believe that honest methods will appeal to merchants who want honest money.

I believe in working, not waiting, in laughing, not weeping, and in the pleasure of turning goods into money. I believe that a man gets what he goes after, that one sale to-day is worth two in the future, and that no man is down and out until he has lost faith in himself. I believe in to-day, in tomorrow, and the sure reward the future holds. I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and honest competition. I believe there is a sale for me somewhere, and I believe I'm ready—right now. This is my creed—not entirely original but it emphasizes my principles and methods. If they appeal to you, Mr. merchant, and you want any kind of a sale write for terms and dates. Address

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



## Jennings' Flavoring Extracts

comply with all Food Laws. They have stood the tests in court. We always give the right packages and at the right prices.

Jennings' Extracts are worth sure 100 per cent. in your stock all the time.

Jennings Flavoring Extract Co.

Grand Rapids, Michigan

Owned by Jennings Manufacturing Co.



## AROUND THE STATE

### Movements of Merchants.

Portland—C. C. Rice will shortly engage in the grocery business.

Summer—Pugsley & Duffield have established a brick yard near this place.

Williamsburg — A. Kimball, of Mancelona, will soon open a new grist mill.

Eaton Rapids—D. D. Wheeler has closed out his grocery stock and retired from business.

Charlotte—F. S. Mygrant & Co. are succeeded in the flour and feed business by L. H. Turner.

Wayland—A. E. Butterfield is succeeded in the grocery business by E. A. Bragg, of Leighton.

Hartford—D. R. Hammond and Lucius Lane, of Grand Rapids, have opened a new bakery here.

South Haven—Fred Booth succeeds Elmer Empson as local manager for the J. R. Spelman Co.

St. Joseph—The clothing firm of Enders & Rapp has been dissolved, Mr. Enders continuing the business.

Port Huron—The capital stock of the Ballentine Dry Goods Co. has been increased from \$15,000 to \$30,000.

Traverse City—Arthur Rosenthal, general dealer under the style of the Globe store, will shortly add a line of groceries.

Kalamazoo—Frank Ver Meulen, formerly with the People's Outfitting Co., has associated himself with the Home Furnishing Co.

Battle Creek—The Fred Townsend clothing stock has been sold by the receiver, Ira Beck, to Westenbauer Bros., dry goods merchants of Three Rivers.

Bay City—Mount & Burch have opened a commission store at 215 Third street, adding one more to the large complement of houses of this kind in Bay City.

New Wexford—Work has commenced on the forty foot extension to the Willis Wightman & Son hardware store. When completed the building will be 30x90 feet.

Hastings—H. & M. Withey have sold their stock of ladies' furnishings to Fred Fairchild, who has taken possession and will continue the business at its present location.

Traverse City—John Nemrava, who has been in the employ of the Evert Hardware Co. as harness maker during the past year, has engaged in business for himself at this place.

Eaton Rapids—N. D. Carlton, who has been in the employ of the Knapp Grocer Co. for the past seven years, has engaged in business for himself, having opened a new grocery store.

Chester—L. G. Walberry has sold his general stock to John W. Carskaddon, of Muskegon. The sale was effected through the wants column department of the Michigan Tradesman.

Kalamazoo—G. A. Rankin, for many years identified with the carpet and drapery trade in Kalamazoo, has taken a position with the People's

Outfitting Co. as general salesman.

Irving—W. W. Watson has sold his store buildings and stock of general merchandise to his son Clare R. Watson, who has been conducting the business for his father the past two years.

Tustin—Mrs. Esther Parker has purchased the general stock of Frank Smith and will continue the business under the style of E. A. Parker & Co. Mr. Parker has managed the store several years for the former owner.

East Jordan—The firm of Boosinger Bros., dry goods and clothing, has been dissolved, John Boosinger retiring from the firm owing to continued ill health. Hereafter the extensive business of this firm will be conducted by Fred E. Boosinger.

Detroit—The cigar and tobacco business formerly conducted by Henry T. Payette has been merged into a stock company under the style of Payette, Gaines & Co. The authorized capital stock of the corporation is \$6,000, all of which has been subscribed and paid in in cash.

Detroit—A. T. Knowlson, wholesale dealer in gas appliances and supplies, has merged his business into a stock company under the style of the A. T. Knowlson Co. with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed and paid in in cash.

Manton—L. Starks & Co., the largest potato buyers in Michigan, if not in the country, will build a potato house with a capacity of 70,000 bushels at this place. A storage price of a cent a bushel a month will be charged farmers who wish to hold their product for higher prices.

Battle Creek—Andrew Murdison, of Buffalo, has purchased the stock of the Buffalo Dry Goods Store and will conduct the business in the future. R. P. Stewart, of Buffalo, will take the active management of the business, although Mr. Murdison will make monthly visits to keep in touch with the business.

Detroit—Clarence C. Green, the popular representative of the Detroit Stove Works, has severed his connection with that institution and entered into partnership with H. Bullock, the well known hardware dealer at 1118 and 1432 Fort street west. The firm will be known as the Bullock-Green Hardware Co.

Saline—A co-operative company has been formed by fifteen of our citizens for the purpose of conducting a general store. This new company has purchased the stock of S. T. Fairbanks & Co. and will continue the business with an authorized capital stock of \$10,000, 500 shares of stock being held by Mr. Fairbanks.

### Manufacturing Matters.

Detroit—The Standard Foundry Co. has increased its capital stock from \$10,000 to \$25,000.

Kalamazoo—The Kalamazoo Lumber Co. has increased its capital stock from \$30,000 to \$45,000.

Jackson—The capital stock of the W. B. Brinkerhoff Piano Co. has been increased from \$150,000 to \$200,000.

Ypsilanti—The Ypsilanti Underwear Co. has increased its capital stock from \$400,000 to \$450,000.

Traverse City—The South Side Lumber Co. doubled its business in 1905. The company manufactures wood products.

St. Joseph—The Compound Door Co., which does a manufacturing business, has increased its capital stock from \$50,000 to \$80,000.

Belding—J. E. Stevens has sold his cigar manufactory to Will Haviland, of Greenville, a practical cigar maker, who will take possession March 2.

Niles—The Freeland Manufacturing Co., which manufactures tanks, feed cookers and tank heaters, has changed its name to the Niles Steel Tank Co.

Howell—A. O. Hutchings & Sons, who have been engaged in the grist mill and coal business here for the past dozen years, are succeeded by A. F. Peavy & Sons.

Port Huron — The Port Huron Wood Fiber Plaster Co. has been reorganized with \$10,000 capital. The new company takes possession of the Port Huron plant and the plant at Flint.

Battle Creek—The Battle Creek Toasted Corn Flake Co. has been incorporated with an authorized capital stock of \$225,000, of which amount \$170,000 has been subscribed and \$22,500 paid in in cash.

Litchfield—C. C. Lindsey has sold his feed and planing mill to his two sons and George Shannon, who will continue the business under the style of Shannon & Lindsey Bros., Mr. Shannon being in charge.

Detroit—The Michigan Apparatus Co., which will handle medical devices, has been incorporated with an authorized capital stock of \$12,000, of which amount \$6,200 has been subscribed, \$200 being paid in in cash and \$6,000 in property.

Alpena—The Michigan Veneer Company has been organized by R. H. Rayburn, W. H. Campbell and Frank A. Richardson, with a capitalization of \$6,000. The company has taken over the veneer plant formerly operated by A. W. Brown.

Detroit—A corporation has been formed for the purpose of manufacturing ladies' wearing apparel under the style of the Smith, Moross Co. The company has an authorized capital stock of \$3,000, of which \$1,500 has been subscribed and paid in in cash.

Oscoda—The Hull & Ely sawmill manufactured last season 4,000,000 feet of pine and hemlock lumber and 2,400,000 lath. The firm had only 500,000 feet of lumber on hand at the end of the year, but has secured a stock of 5,000,000 feet of logs for next season.

Mt. Pleasant—A proposition by the Lutz & Schramm Co., of Allegheny, Pa., to erect a salting plant employing twenty-five persons at this place on condition that grounds and water for the plant are furnished and sufficient acreage secured will probably be realized.

Adrian—A new corporation has been formed under the style of the Adrian Pulley Company, which will manufacture pulleys. The company

has an authorized capital stock of \$25,000, of which amount \$16,150 has been subscribed and \$12,150 paid in in property.

Cheboygan—The Cheboygan Pea Canning Co. has already received orders for fifty-five carloads of the 1906 crop of peas, to be shipped to New York city, Philadelphia, Boston, Grand Rapids and Omaha. It is getting better rates for this year and on same quantity as shipped last year will save over \$1,500 in freight.

Allendale—The Allendale Creamery Co. held its annual meeting January 30. Reports show that the company is free from debt and paid the farmers nearly \$35,000 for milk during the year 1905. The old officers were re-elected, except Sam Lenters, who has been salesman for several years. He is succeeded by F. J. Walbrink.

Detroit—A new corporation has been formed to manufacture pig iron under the style of the Northern Charcoal Iron Co. The authorized capital stock of the new company is \$250,000, of which amount \$125,000 has been subscribed and \$87,500 paid in in property. Operations are to be carried on at Chocolate, Marquette county.

### The Grain Market.

The grain market is still dull and of a dragging nature. Wheat seems to be leading the decline, May having lost from  $\frac{1}{2}$ @ $\frac{3}{4}$ c per bushel for the week, with July only a shade lower. Receipts from first hands are light, owing largely to the bad condition of country roads, but as the demand from both domestic and foreign trade is indifferent for wheat and flour prices continue to sag. As compared with the previous week there was a decrease in the visible supply of wheat amounting to 356,000 bushels.

Coarse grains have been easy, with prices practically unchanged but easy in sympathy with wheat. The visible supply of corn showed an increase of 370,000 bushels for the week. The movement has been fairly liberal up until the past two or three days, when bad roads have held stocks back in farmers' hands.

Oats have had a fairly free movement and prices are unchanged, but State oats are giving way a little owing to lower prices on Standard and No. 3 white oats from the West, which are better in quality and can be bought at about the same figure as local lots. L. Fred Peabody.

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

Buffalo, Feb. 28—Creamery, 23@28c; dairy, fresh, 17@21c; poor, 14@16c; roll, 17@20c.

Potatoes—50@60c per bushel. Live Poultry — Fowls, 13@14c; chickens, 13½@14½c; ducks, 16@17c; geese, 13@14c; old cox, 9@10c.

Dressed Poultry — Chickens, 14@16½c; fowls, 14@15c; turkeys, 18@22c; ducks, 16@18c; geese, 12@13c.

Eggs—Fresh, candled, 15½@16c; storage, 11@12c. Rea & Witzig.

Conscience is a still, small voice that is worse than the small child next door for keeping one awake nights.





J. H. Russell has engaged in the grocery business at Temple. The Judson Grocer Co. furnished the stock.

G. E. Cameron has started a blacksmith shop at Reed City. The Sherwood Hall Co. furnished the goods for same.

Geo. Krause has started a blacksmith shop at Bentheim. The Sherwood Hall Co. furnished the stock for same.

Chas. Stacey has opened a harness shop at Grand Junction. The Sherwood Hall Co. furnished the goods for same.

J. M. Armstrong has started a horse-shoeing shop at 364 Wealthy avenue. The Sherwood Hall Co. furnished the stock.

Anthony Hartgerink has opened a horse-shoeing shop at 164 Grandville avenue. The Sherwood Hall Co. furnished the goods.

The business formerly conducted by J. W. York & Sons, manufacturers of musical instruments, on Pearl street, has been merged into a stock company under the same style as before. The new corporation has an authorized capital stock of \$12,000, all of which has been subscribed and paid in in property.

A new corporation has been formed under the style of the Hoey & Hoey Plumbing Co. to conduct a plumbing business at 683 Madison avenue. Those interested in the new company are John J. Hoey, Edward J. Hoey, Henry Skykerman, Daniel E. Lozier and Samuel Snyder. Messrs. Hoey have long been connected with the plumbing business and have both been employed for some time past in the hardware store of Mr. Lozier. The authorized capital stock of the company is \$2,000, of which amount \$1,000 has been subscribed and \$750 paid in in cash.

#### The Produce Market.

Apples—Steady and strong at \$4 for ordinary, \$4.25 for choice and \$4.50 for fancy.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. There is plenty of good quality fruit coming in now and moving out rapidly. The tendency, in the opinion of authorities, is upward and the market is firming up.

Butter—Creamery is strong at 27c for choice and 28c 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 feature of the butter market is the firmness of extra creameries and the weakness of all other grades. The market all over the country is weak, with a great deal of poor stuff coming in.

Eggs—The market is still extremely weak, not only on the local situation, but in sympathy with conditions in all other markets. First quality fresh eggs sold in Chicago during the week for 12c and refriger-

ator stock at 7½c. Receipts continue liberal. It should be borne in mind that the statements of receipts do not include receipts by express, but only freight receipts, and are therefore somewhat misleading. The fact that there are no eggs coming into storage at present and that all receipts must be sold for immediate consumption accounts in part for the present conditions. Then, too, the great mass of the people have not yet begun to eat eggs as a staple diet. When the price gets low enough to attract their attention and they begin to buy eggs in large quantities the increased consumption will, it is probable, be fully discounted by the increased production, for April is usually the heaviest month for production. Refrigerator stock is moving very slowly at heavy losses. Local dealers pay 13@14c for fresh.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Celery—30c per bunch.

Cranberries—Late Howes are weak at \$12 per bbl. The high prices have served to curtail the demand and it is believed that there will not be much enquiry until prices reach a lower level.

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—Californias command \$3.50 per box and Messinas fetch \$3.25. Receipts are light and the market is very firm, with an upward tendency. California lemons are now ahead of the imported fruit.

Lettuce—16c per lb. for hot house.

Onions—Local dealers hold their quotations on red and yellow at 50c and white at 65c. Spanish are in moderate demand at \$1.75 per crate.

Oranges—Floridas are steady at \$3 and fancy Redlands command \$3.50. It is reported that the California orange crop will not nearly come up to the glowing advance reports of some time ago, as the frost of holiday time is said to have done much damage.

Parsley—40c per doz. bunches.

Parsnips—\$1.75 per bbl.

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

Potatoes—Country dealers generally pay 30@35c, which brings the selling price up to about 50@55c in Grand Rapids. Potatoes are slow, as they have been for two or three weeks, and there are no new features in the market, although since last week there has been a decline of 5c in all grades. There is a good consumptive demand in Grand Rapids for table potatoes, but a light shipping demand. The supply is ample and possibly a little too large.

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

#### Scene of Strife.

Mrs. Benham—Here is a picture of the church where we were married.

Benham—I'm not interested in war maps.

No man finds himself until he is willing to be lost.

#### The Grocery Market.

Sugar—The raw sugar market has developed a little more strength during the past week owing to rains in Cuba, which have retarded the grinding, and the possibility of a reduced European acreage. The improvement, however, has not been material and refined sugar remains unchanged. The demand is fair.

Dried Fruits—Currants are unchanged and in fair demand. Raisins, both seeded and loose, are unchanged at the last advance. The demand is very light. Apples are firm and unchanged. Prunes are unchanged, both on the coast and in secondary markets. The demand is improving. Peaches are slow and scarce. Anything under the market is picked up instantly. Apricots are constantly growing scarcer and will probably be closely cleaned up. Prices remain unchanged.

Canned Goods—Opening prices on the 1906 pack of Maine corn announced by a number of the larger packers are much lower than those of a year ago. The basis fixed was 82½c f. o. b. Portland for fancy, which is 12½c less than that made on the 1905 pack. While the price is admittedly low jobbers seem in no hurry to take hold. With Maine corn at a price which admits of sales at retail of 10c a can, it is held that the distribution ought to be on a much wider scale than in previous years, notwithstanding the competition of cheap corn because of the superiority of the latter in point of quality. The opening price made on Maine succotash also is 82½c f. o. b. Portland. At present corn is comparatively easy with good demand. Gallon apples continue very stiff. Salmon continues to go steadily into consumption at the quotations and there is no change in domestic sardines. The situation in canned tomatoes continues strong and with statistics and stocks in favor of the large holders there is little to be said. It is reported that canners have now begun to make contracts with growers at \$9 per ton for the coming crop delivered at country canneries, against \$6@7 last year. Even at that price growers refuse to make contracts for the entire crop, which means that they are liable to make a strike for a higher price later on.

Rice—The demand seems to be increasing. An interesting feature of the rice trade is the disposition to place rice on the market in new and novel form. There are many varieties of popped, parched and baked rice offered in a number of different styles and packages, and all seem to have struck the popular fancy.

Provisions—There has been an advance of ¼c in regular hams and picnics. Bellies and bacon are firm and unchanged. Pure lard is higher in first hands, although not all jobbers have changed their prices as yet. Compound lard is firm and unchanged. Barrel pork is unchanged and dull, but firm. Dried beef is in fair demand at unchanged prices.

Fish—Cod, hake and haddock still show an easier tendency and light demand. Herring are quiet and rather

easy. Salmon is unchanged, but the red Alaska salmon situation seems to be gaining in firmness owing to the heavy demand. The fish market is dull. Occasionally there comes a day or two of snappy weather, but not sufficient to put into the demand for fish the vim which belongs there. Large mackerel are still scarce and tending upward. The general demand for mackerel is fair. Sardine are dull and unchanged.

Tea—Medium grades are comparatively easy, low grades and Japs scarce and, as is natural at this season, siftings and dust are hard to get and prices are high. The high grades are by no means plentiful. Importers are showing no anxiety to force business, so the market for invoices remains in a fairly steady position, despite a continued absence of important trading. The distributing trade is light to moderate, but the outlook for improved business with the opening of the spring season is considered good.

Coffee—Although the statistical position of the market for Rio and Santos coffee is as strong or stronger than it has been at any time, the continued liquidation of March options has knocked off the option market about 15 points. The liquidating will come to an end shortly, and with the withdrawal of this depressing influence a firmer tone should prevail. Altogether, this movement has continued about six weeks and during that time the market for actual Rio and Santos has been depressed about ¼c. The demand for Brazil coffee is good. Mild coffees continue to attract attention by reason of their strong statistical position. The market is unchanged throughout. Java and Mocha are unchanged and steady.

#### Annual Banquet of Grand Rapids Grocers.

The annual banquet of the Grand Rapids Retail Grocers' Association, which will be held on Thursday evening, March 8, promises to be fully as enjoyable as previous affairs of a similar character held under the auspices of the Association. The following menu will be discussed:

Oyster Cocktail  
Celery Radishes Pickles  
Fried Chicken  
Roast Pork  
Catsup Jelly  
Scalloped Potatoes  
Cabbage Salad  
Brown Bread Parker House Roll  
Ice Cream Cake  
Candy Wafers  
Oranges Bananas  
Tea Coffee

President Fuller will act as toastmaster and under his direction the following is part of the programme which will be carried out:

Music .....Cornelissens Orchestra  
Invocation .....Rev. L. H. Davis  
Address ...Claude Cady, of Jackson  
Song .....Miss Harriett McConnell  
Remarks .....E. A. Stowe  
Coronet Solo ....B. J. Cornelissens  
Address ..Fred Mason, of New York

Things that are almost right are altogether wrong.



## WINDOW TRIMMING

### Exhibits Should Not Deceive As To Goods Inside.

In the use of store fronts for the show of merchandise, the dealer must always bear one thing in mind as paramount to any other item to be considered:

He must not only "produce the goods," so to speak, in his windows, but those goods must correspond exactly in quality and price to those that he offers over the counter beyond the glass.

It stands to reason that this requisite has no reference to goods of which the merchant has no facsimile, like exclusive dress patterns, hats of which he has no copies, coats not to be duplicated and things of that sort.

What I am speaking of, and a practice some storekeepers carry out which is greatly to be deprecated, is the way some have of placing certain goods on display in the window simply as a bait to lure people inside, but ostensibly as a tremendous bargain, when perhaps all the goods they have of that sort are those in the window or what you might call a handful inside.

I have in mind some very attractive shoes I saw a while ago in a store window. They were handsome things, at first glance—odd as to color of uppers, with a general air of "differentness" about them. They were greatly reduced in price—if one might believe the fascinating statement on the card accompanying the footwear—some six or eight styles showing in the group. There were two things that struck me as susceptible to suspicion: (1). The most of the shoes had the old-fashioned extremely-pointed toe—the "needle toe" of so long ago—while the heel was low and of an ugly shape. (2). The prettiest shoes—the ones with the tops in the most attractive colors and patterns, the toe modish and the heel chic—were in the great minority. It was these latter that would naturally appeal to one, and a friend of mine determined to possess herself of a pair.

"As soon as I could take the time to be fitted," she afterwards informed me, "I went in the store. A stranger came forward to wait on me. I told him I would like to look at some shoes like those in the window, and I described their location.

"The man began to haul down several cartons, taking from each a shoe like the brown-topped ones in the window.

"I sought to stop him before he pulled down any more boxes.

"No, I don't want those brown ones, I want dark green," I hurried to state.

"What number do you wear?" he asked next.

"What fits me best in the make I am shown," I answered, adding, "I wear all the way from 4½ to 6½."

"What width?" the clerk interrogated next.

"B or C—somewhere along there," I made answer.

"Oh, we haven't that size," said the man. "We have only the short, very narrow widths. We haven't a single pair your size," and he accented the next to the last word as if I had feet as big as the Cardiff Giant's!

"Of course, I felt complimented(?) by his tone of voice.

"The man then offered to show me something else in shoes, but, as my mind was made up before I entered the store, it was those green shoes or nothing with me.

"I left the place disgusted."

That card in the window should have borne the additional announcement that only the smaller sizes were kept in stock. Then the observer would have known just what to expect and there would have been no feeling of disappointment on getting inside the establishment.

This little episode happened quite a while ago, "but somehow, even yet," says my friend, "I can't help a vague feeling of resentment every time I look into that window."

Make your windows tell "the truth, the whole truth and nothing but the truth." So shalt thy days be full and thine old age wax merry. At any rate, you will have the comfortable knowledge that you didn't try to gull the public.

\* \* \*

I am many times surprised that grocers who make a smart front in the summer with "garden truck" appear to "lie back on their oars" in the winter season, whereas there are almost as fine effects to be obtained in the cold weather as on the biggest market-day in midsummer. Local grapes and a few other edibles along this line are lacking, but, with California's fruiterers and our neighbors in the Southland on whom to make requisitions, there is no excuse for grocers not to display any amount of "green stuff."

Oranges, pineapples and red apples were the trio of fruit perfection that contributed their quota to make a recent beautiful corner window. The oranges were formed into pyramids, topped in spots with pineapples, and a row of the apples lent their cheerful color to tempt the passerby. Near by were straight rows of cauliflower and washed potatoes, red and green peppers with clean parsnips between them, and white onions next to red ones. The vegetables were arranged so as to make the most of their tints and shape.

This particular grocer makes quite a point of having his vegetables show not the merest trace of contiguity with Mother Earth and in consequence everything is of the most tempting.

Another point: He always has his help sort over vegetables and fruit, finding that he gets more out of them than he would without this extra work.

\* \* \*

I don't see what Morse's windowman was thinking of, this week, to put an exhibit of shoes and salad

dishes in such close proximity as he did, the former almost walking into the latter! To be sure, the footwear comprises dainty bootines for the ladies, which Sex (bless their dear little hearts!) have a way of walking over everything in sight, but none the less some other goods should have separated these two widely incongruous sorts of merchandise. No one puts his feet on the dinner table in a house, and the thought should not be even suggested in a show window.

Most moral infection comes from apparently small vices.



### You Save One Potato—One Apple with every sale when you use Hocking Dry Measures

They don't tear sacks or spill vegetables. Put measure in sack, fill up—lift up—they are bottomless and empty themselves. They save time, money and patience. Order of your wholesaler, paper house or direct from W. C. HOCKING & CO. 242 So. Water St. Chicago

## HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.



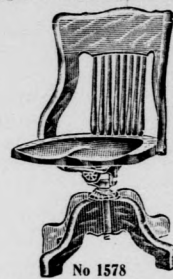
## PILES CURED

...without...  
Chloroform, Knife or Pain  
Dr. Willard M. Burleson  
103 Monroe St., Grand Rapids

Booklet free on application

## Office Furniture

At a saving of one-third if you buy it at Michigan's Greatest Desk House.



Only \$6.00

for this high grade tilting Desk chair, adjustable to any height. Made of selected quartered oak throughout, finished a rich golden shade and highly rubbed and polished. Furnished in a rich mahogany finish at same price, and fitted with easy running casters. Wood or cane seat. Retail value \$9.50.

We also carry a complete line of Desks, Directors' Tables, Filing Systems, etc.

The Sherm-Hardy Supply Co.

Office Outfitters

5 and 7 So. Ionia St., Grand Rapids, Mich.

Mention the "Tradesman" when writing.

## A Big Deal on

# Zest

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

The Best Deal Yet

Ask Your Jobber

THE AMERICAN CEREAL COMPANY  
Chicago

This cut shows our

## Folding Egg Cases

complete with fillers and folded. For the shipping and storage of eggs, this is the most economical package on the market. Why maintain a box factory at the shipping point when you can buy the folding egg cases that meet the requirements at a merely nominal cost? No loss of profits in breakage, and if you handle your customers right you egg cases cost you nothing. Let us tell how. Also, if you are in the market for 32 quart berry boxes, bushel crates, write us, or enquire of the jobbers everywhere.

(Patent applied for)

**JOHN F. BUTCHER & CO., Mt. Pleasant, Mich.**

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

## OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over. If we are not represented in your city write for prices and particulars.

THE YOUNG RUG CO., KALAMAZOO, MICH.



**MAKING CUPS AND SAUCERS.****Modern Pottery Turned Out of  
Molds by Machinery.**

Enough plates, cups and saucers are broken yearly in America to keep several large factories busy replenishing the supply.

The chief difference between present-day pottery making over that of the ancients is the fact that molds and jiggers enter very largely into the industry, especially in the making of such articles of everyday use as cups, saucers and plates. The outside of a cup, for example, bearing its different designs in raised work, is shaped in a mold and the inside is simultaneously hollowed out into shape by a steel tool, which is operated mechanically as the mold beneath it revolves.

True, the old-time potter used a wheel, but the real shaping was nevertheless done by hand.

The modern pottery is a noiseless place, even when machinery is used. With the exception of the sorting and packing departments there is little of the din so typical of other great American industries.

The real secret of pottery making is in the mixing of the raw materials. This secret is known only to the members of the firm and perhaps one or two trusted employees. Even the hands who weigh and mix the ingredients are as ignorant of the recipe as the men upon the streets. Secret scales, properly set and locked, are used.

A great part of the clay for tableware is imported from foreign countries. Much of it comes from England. Ground flint is another ingredient. It has been known to potters since 1720. Plaster of paris is used in large quantities for making the molds.

The various materials which enter into the composition of pottery are brought from their respective bins and put into mills to be ground. They are mixed with water and this process continues for three or four hours, after which the mixture passes into an agitator—another mill that keeps it revolving and thoroughly stirred up. Next it passes through silk lawn of 130 mesh, which, as you may imagine, is so fine that you can scarcely see through it.

Later it is forced through two steam pumps into presses at a pressure of eighty-five pounds. When it is taken from the presses it is placed in a cellar and left to age, which results in its being stronger and tougher. Then the mixture is ready for the pug mill, where it is ground thoroughly and placed on a bench ready for use.

The clay for cups, bowls, plates and, in fact, nearly all flat ware and common hollow ware goes at once to the machines. The molds are also brought here from the molding departments and the metal tools from the pattern maker.

In the molding room the first mold is made from a design or model and is called the mother mold. By pouring plaster of paris into the mold the design is reversed, and this is called the case. Then by pouring the plaster of paris into the case the real mold is obtained. The plaster of paris is poured into the molds from a huge metal pitcher. It requires but a few

moments for this to harden and thus to take on form.

Each man who operates a machine has 150 molds of each article he is to make. The clay for a desired article is first flattened by striking it with a heavy weight and it is placed over the mold of, say, a cup and then, as heretofore stated, the jigger is put in motion. On all flat ware such as plates the mold makes the inside and the steel tools form the outside—just the reverse of the operation in making cups.

As fast as an article is completed, together with the mold, it is placed in a steam-heated cupboard at the rear of the workman, where it remains for four or five hours, during which time the plaster of paris absorbs the water in the clay. The fact that each mold and the clay it contains must thus stand for hours accounts for the necessity of so many molds of the same pattern. Some of the larger styles of hollowware, such as pitchers, are shaped on the inside by hand.

The cups, fresh from the steam cupboard, resting on boards and still without handles, are brought several dozens at a time to workmen who do nothing but put on handles, which are shaped in small molds. Taking a cup from in front of him and a handle from the tray at his right, the workman dips the handle into a soft and somewhat sticky mass of clay and with deft fingers places it precisely where it is to stay. Handles for tureens, fancy pitchers, sugar bowls and the like are united in the same manner.

Each article of tableware as it comes to the "greenroom" is sorted and counted. The workmen in a pottery are paid by the piece. The greenroom derives its name, from the fact that the ware which is brought into it is not yet seasoned and, though in perfect form, is plastic. The ware next makes its first entry into the kilns. The firing continues for forty-eight hours and then the contents of the kiln are allowed to cool for twenty-four to thirty-six hours.

Some ware is hand painted today as it was of old. The greater portion of the pretty decorations on tableware, however, is applied by means of transfer pictures. Floral or other designs are printed in colors on thin paper and each one is transferred by hand to the dish.

**New Process for Shipment of Fruit.**

A number of Californians, headed by Elwood Cooper, a horticultural commissioner and pioneer fruit grower, have discovered a process of preservation of fresh fruit which they assert will revolutionize the fruit shipping industry of the country and do away with the use of ice in transit to preserve fruit. The fruit is placed in paper boxes, the air partially exhausted, and some gas or combination of gases turned into the boxes. This arrests the development of the fruit.

**Too Many Visitors Now.**

A fond father used to have a doormat with the word "Welcome!" upon it. Now that his four daughters have grown up he has a new mat, with the inscription: "Beware of the Dog!"

**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.



The representative of

**"Seal of  
Minnesota"  
Flour**

"The Great Flour of the Great Flour State."

has called on many buyers in your state recently. His proposition is a good one. Many buyers are enjoying results of his visit. Give him your attention when he calls on you.

**New Prague Flouring Mill Company**

New Prague, Minn.

Capacity 3000 Barrels

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OF BUSINESS MEN.

Published Weekly by  
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, February 28, 1906

**MR. WERNICKE'S OPINION.**

Clear, practical and timely are the comments made by Mr. O. H. L. Wernicke in his discussion of the opportunity, the business intelligence and the energy and enthusiasm identified with the successes or failures, as the case may be, of Boards of Trade. And Mr. Wernicke's observations are forceful and interesting because they voice the opinion of the average successful business man who has had experience with organizations formed for the common good.

Every community possesses its full quota of human nature and human desires, and, according to Mr. Wernicke, these factors should be given the fullest consideration; and when he states this fact Mr. Wernicke epitomizes the chief stumbling block in the successful development and useful progress of any organization for the common good.

No such association of citizens and business men has ever been formed without one or more men who took the initiative, and while it may be easily possible for two, three or a dozen men to so harmonize their views and put aside their individual desires for an amicable conclusion on their part, the difficulty of securing united action and of producing results satisfactory to all increases with every dozen men added to the membership of such a body.

For this reason it is inevitable that the duty must devolve "upon a few, a very few, to bear the burdens and hard work." For this reason, also, "the first essentials are a pursuit of definite, logical and readily obtainable objects."

Human nature possesses tremendous vitality and the old saw: "Self preservation is the first law of nature," is quite as effective in its multitudinous variations of to-day as in the old times when men lived in caves, wore the hides of wild animals and struggled almost exclusively over the mere matter of existence.

Avarice, selfishness, penuriousness, jealousy, egotism and pretense are obstructive details which invariably present themselves for immediate consideration upon the organization of any alliance for the general welfare and as that fellowship increases numerically these details grow and grow and grow.

One hundred men are called upon to decide what are definite, logical and readily obtainable objects. Irresistibly and unavoidably there are differences of opinion, some sincere, others indefinite and yet others that are unqualifiedly spurious. Thus arises the problem of "separating the wheat from the chaff."

Thus it happens that a spasm of enthusiastic public spirit resulting in the formation of a Board of Trade usually comes to naught beyond a temporary and useless excitement; thus, also, is it true that following the fashion by creating a Board of Commerce is merely a fitful experience that "dies a bornin'."

Mr. Wernicke is a man of strong business ability and great personal energy and force as an executive, who has had wide experience with associations of the character he discusses; and no man knows better than he the absolute necessity there is, in connection with such bodies, of having men to bear the brunt whose civic pride, rectitude and business abilities make them worthy of such leadership. Not only that, but such champions are entitled to liberal compensation because—assuming that they accept such material reward—they challenge and accept responsibilities which must be demonstrated by results in the directions sought. They must be men who can "separate the wheat from the chaff" and who can "make good."

All time is for a more sober consideration of such a subject with a view to increasing the average efficiency of any organization for the good of the general welfare, and the Tradesman hopes that Mr. Wernicke's suggestion may bring out other individual opinions on the subject.

**TURNS THE OTHER CHEEK.**

Senator Tillman has stood up on his hind legs and pawed away at President Roosevelt more frequently, perhaps, than has any other member of the larger wing of the Capitol. And being a typical Southern fire eater, possessed of a perfect hemorrhage of the English language, his tirades have been interestingly picturesque if not always wholesome to those who, never having seen or heard the Senator, may have worried a trifle through fear that he might do harm to our popular executive.

And now comes Theodore Roosevelt, President of the United States of America, who in all sincerity and fairness declares that "Senator Tillman is a good fighter and an honest man." This estimate so candidly expressed is quite equal, as a cure for the heartache, to Morton's: "Approbation from Sir Hubert Stanley is praise indeed"—but we are all curious to know the size of the hole Senator Tillman crawled into after hearing the declaration.

A jealous woman has to take a back seat when an envious man comes along.

Popularity is a prize for which most of us pay most dearly.

**THE HANDMAID OF INDUSTRY.**

The rapidity with which Germany has come to be one of the great manufacturing nations of the earth until she is able to rival the United States and Great Britain, is one of the most striking facts in modern industrial development.

The Germans have always been known as an industrious and thrifty race, but their country was naturally poor, being possessed of comparatively few great resources. Agriculture occupied the people to a large extent, and they were compelled to exercise a rigid economy. The victorious war with France, with the enormous sum of money exacted from the conquered nation, not only enabled Germany to pay a large part of the expenses of the conflict, but turned loose into the finances and business of the country an amount of available capital previously unknown.

The Franco-German war ended in 1871. At that time the manufactures, the inventions, and the foreign commerce of the separate German States were far below those of England and of France. To-day United Germany stands in the front rank of the nations of the world in industrial production, and she clearly leads all other nations in the applications of science to industry and to the arts.

Since the war with France, Germany has devoted herself to manufacturing, and to that end government schools were established and the ablest scientists in the country employed to investigate every process that could promote manufacturing and cheapen the cost of products, while attaining the greatest excellence of the fabrics. These institutions are engaged in studying the relations of chemistry, electricity, mechanical invention and the testing of materials, to manufacturing of every sort, and the information attained is put to the most practical uses, and these schools are open to all and everybody's inventions and discoveries are tested when request is made. In discussing this matter, Prof. Henry S. Pritchett, President of the Massachusetts Institute of Technology, said:

It is worth our while to consider this idea for a moment, and the great difference between this spirit of dealing with the manufacturer and the inventor and that pursued in our institutions. Hardly a day passes at any scientific establishment in America or at any great technical laboratory that some inventor or some manufacturer does not come to its doors seeking expert aid in the solution of his technical problems. He is told kindly but firmly that the laboratories of the institutions are not meant for his sort of problem, and when he asks anxiously whither he may go for such expert aid and advice, there is generally no source to which he may be sent except to employ the occasional expert, with, at best, meager resources. I must confess to a great feeling of sympathy with such applicants, notwithstanding the fact that many of them are cranks, and many others do not know that the problems they pursue have already been solved or found insoluble. It is true enough that the college laboratories are in no condition to undertake many of these investigations, and yet this does not at all answer the fact that there should be some place well equipped whose business it should be to answer such inquiries, to sift the wheat

from the chaff, to tell the ignorant seeker that his problem is already solved, and to point the man with a real problem to the way for a solution. It is true that in our scientific laboratories the work of instruction must have first place; it is true the facilities are inadequate to the successful solution of most such practical problems, but I am quite sure the institutions of learning would lose nothing if they took a little more friendly attitude to these inquiries and had a little closer contact with the actual problems of the manufacturer, the chemist, the farmer and the inventor. I never see one of these men turned away from the college laboratory unaided without a feeling of disappointment and an ill-defined conviction that some place should be provided where such questions can be answered and where the real problems may be attacked in real fashion. It is this sort of opportunity which the establishment for industrial research gives to the Prussian inventor, manufacturer, builder and business man.

Modern science to-day is the magic by which all riches of nature are revealed and all the mighty natural forces are made to do man's bidding. The Germans above all understand this fact, and by its use they have become in a few decades among the most advanced people on the earth in the application of science to the operations of daily life. If our people were more devoted to such studies, and if we had institutions in which all professed discoveries could be tested and proved, we would not have citizens lavishing their money in attempts to make practical use of such schemes as those involved in so-called perpetual motion and other such impossibilities.

David F. Heineman, the new President of the League of Municipalities, the gentleman who talked with such suave force and interesting eloquence upon the futility of spasmodic reform, either religious or political, is the most popular Jew in Detroit. More than that, he is a man of fine culture, broad views and absolute sincerity. Having a comfortable income from his investments and his practice as an attorney, he has also that rare ability of getting rational enjoyment and bestowing benefits as he goes. He is in politics because he believes it is his duty as an American citizen. He is a member of the National Archaeological Association because he is genuinely interested in the genesis of all history; he is a student because he enjoys studying; he is a patron of music and the other fine arts because he understands and appreciates music, paintings, sculpture, architecture, the drama and literature. He is without pretense and, being a man of exceptional ability in practical, every-day affairs, the organization which has honored him has honored itself equally.

No matter how great a woman's passion for bargains is she hesitates before taking a cheap-looking husband.

The architects of most air castles occupy garret apartments.

A bargain never looks the same after it is delivered.

A true heroine is a woman who could talk back but doesn't.



**CREDITS AND COLLECTIONS.**

**Two Features Which Deserve Close Study.**

An account rightly opened on the proper basis makes easy its collection. I would suggest in all cases where you open an account or after balancing an old one, if it is again re-opened, that you try to impress upon your customer that you have in mind the payday. When he begins his purchases, say to him: "John, I'm willing to give you credit, and to accommodate you, but I wish to know at what time you expect to pay your account. I have my bills to meet, and must figure accordingly." Get fixed in his mind a time when you expect him to pay, and if conditions are right, present your account at that time to let him know you remembered the transaction, and it will aid you more than you think in getting in your money.

I wish to present here only such suggestions as seem most practical, as time will not permit me to go into details; and I believe such as I advocate can be adopted without friction, and for the good of your customer as well as yourself.

I realize that clerical work, and keeping of your books are to many distasteful, and for this reason you often become a victim to one of man's weaknesses—procrastination. I know some of the arguments offered in defense, and deplore that they have such potent force, and when I make the statement that not one dealer in ten throughout your state so keeps his books that his true condition can be ascertained more than once a year, I do not fear contradiction—especially if he be his own bookkeeper. This is wrong, and, in my judgment, actually retards your progress, for it often keeps you working in the dark, and on false promises, when if you know the actual conditions, such as how liberal credit you were extending, how large your indebtedness was becoming, you would take steps to improve the situation. To deceive one's self is foolishness indeed. I shall be most glad, as you will, when every merchant, who wishes to be considered up to date, is taken therefrom, and he knows what he is doing. I would suggest as a means to attain this end, the daily keeping up of your book work. It will only require a short time, and once the habit is formed you will wonder why it was not given such attention before.

This is in line with what I have to say on your collections. If your books are kept you are in a position at all times to render a customer his account completely, and not be obliged to wander back over a daybook, covering a period of from 30 to 60 days, as I have often seen done when a customer wished to settle. It will also enable you to run over your accounts due you, having the correct amounts before you, and when they have reached a certain size I would suggest closing them into notes, as we all know that a note is paid in preference to open accounts, and they are earning you interest. It also fixes the payment at a definite day, and aids you materially in getting your money. Not only so, but it cuts out all chance of dispute and is in its very form an evidence of debt easily

handled. I am led to the conclusion when I see a customer with very large open book accounts and small bills receivable, or neglecting his bookkeeping.

When the time comes each year that money begins to move, do not hesitate to send every man who should receive it a statement showing the amounts of his account with you, that he may know you have not forgotten him, and do not expect him to forget you, and from that time forth be tireless in your efforts to collect your money—having your books in such a shape that they will aid you to the utmost. I know the argument even now in your mind against crowding collections. It is competition, and I believe the argument weak and that the man who collects his money after carrying a customer many months, gets his books in clean shape, pays his debts, and is preparing to open up for another year, able to extend good lines of credit to his customers, is several laps ahead of him who has all his customers loaded to the limit, and unable to extend them further accommodation. They know it as well as you, and you find them often going to the other dealer while you carry the bag, so to speak.

Know, if possible, the condition of your customer—what he owns and what he owes, and if you don't ask him, and if he won't tell you, keep your goods. I should also feel I had failed in my duty if I did not caution you against extending too large accounts. A man may be good for \$100 and pay promptly, while \$200 may make him a decided risk, and a larger account place you in the unenviable position of having him to dictate to you, fearing to make a loss. Your good business sense, aided by your knowledge of men and their condition, must be your guidance in extending credit.

Now we come up to the collection time, and your judgment is given the test. Credits and collections are as close relations as the Siamese twins; the one determines the value of the other, and in speaking of credits, one cannot ignore the twin brother.

From years of comparison and experience, covering the same field of operations, I have found one combination that seldom, if ever, fails to win in business. It may be possessed by an individual but more often by two men. It is the power to be a good salesman, and also possessing the ability to be a good collector, and not only having ability, but making use of it. This combination very often begins business with a limited capital, but in a few years they enter the list of discounters, and their progress is rapid. Another who begins business with more capital and under just as favorable conditions, does just as much business, enjoys as good profits, but conceives it as his special mission in life to distribute goods among farmers without reference to their ability to pay, and when the time comes to collect he is too busy with other more agreeable work, and allows the combination aforesaid to get their money, a part of which should have been his; and when he figures up at the end of the year, he not only finds his profits all in the farmers' hands, but some of the jobbers', besides, and is obliged to ask for extra

time. This goes on for a few years; he keeps up his record, and continually expands, calling every account he has good, until at last a crop failure brings him face to face with the very cold facts. Many of his accounts, he discovers, are absolutely worthless; a very large percentage cannot pay, and he finds himself owing heavily and involved. I will not carry this man on to the logical conclusion, which would be ruin, for he is too good a fellow, and the jobber will almost invariably come to his relief; but the contrast is most marked.

F. J. Hopkins.

**Tried Him Out.**

Before President Angell, of the University of Michigan, had attained to his present high position a young hopeful entering college was recommended to his consideration.

"Try the boy out, Professor, criticize him and tell us both what you think," the parents said.

To facilitate acquaintance the Professor took the boy out for a walk. After ten minutes' silence the youth ventured: "Fine day, Professor."

"Yes," with a faraway look. Ten minutes more and the young man, squirming all the time, remarked: "This is a pleasant walk, Professor."

"Yes." For another ten minutes the matriculate boiled to his bones and then blurted out that he thought they might have rain.

"Yes." And this time the Professor went on: "Young man, we have been walking together for half an hour, and you have said nothing which was not commonplace and stupid."

"True," answered the boy, his wrath passing his modesty, "and you indorsed every word I said."

Then they laughingly shook hands, and word went home from the Professor that the boy was all right, and from that time they were great friends.

**Don't Cheat Yourself.**

Throughout life, in this age of competition, struggles and dishonesty, you are bound to be cheated often.

But don't cheat yourself. Self-deception is responsible for more than three-quarters of the so-called "unexplained failures."

The clerk cheats himself. You work in a store or elsewhere

as a clerk. Your success really depends upon yourself.

If you have not reached success, nine-tenths of the blame at least is due to yourself.

Do you place nine-tenths or tenths of the blame on some one else?

If so, you cheat yourself and prevent your growth.

Don't imagine that you are kept down by somebody's jealousy or ill will. Don't imagine that you are kept down by lack of an employer's appreciation.

There are unappreciative employers, and there are disagreeable superiors. But they can't keep you down unless you let them, and help them.

Hard work—even if it doesn't seem to pay at first—will make you go ahead because it will make you a better and more useful worker.

**South Africa's Curious Sheep.**

The native or "Africander" sheep of South Africa is a long-legged, active animal with a hairy skin, and a tail which may safely be classed as one of the curiosities of the country. These tails are simply cushions of fat, several pounds in weight, and forming, when clarified, an excellent substitute for butter. Indeed, in droughts the tail fat is always used, and by some preferred. The carcass furnishes tasty if somewhat fat mutton, and the skin is valued for tanning purposes; the hair is worthless. Large flocks of these sheep are still to be found in the northern districts of Cape Colony, where the waterless character of the country forbids the raising of woolled sheep. The "Africanders" travel great distances in search of food, but these roaming habits tend to exhaust the pasture, which the sheep trample into hard footpaths. When the first Dutch colonists reached the Cape in 1650, they found the natives in possession of these peculiar sheep, and the Europeans for a hundred years were content to farm with these.

**Dyspepsia Caused by Eye Strain.**

Dr. George M. Gould, the Philadelphia eye specialist, asserts that fully half of the sufferers from eye strain have some form of dyspepsia, partly, at least, as a consequence of their visual defects.

It is well to admit hard competition, but to ourself only.

**H. M. R.  
Asphalt Granite Surfaced  
Ready Roofings**

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

**All Ready to Lay**

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



## MOISTURE IN BUTTER.

## Defense of the Dairy and Food Department.

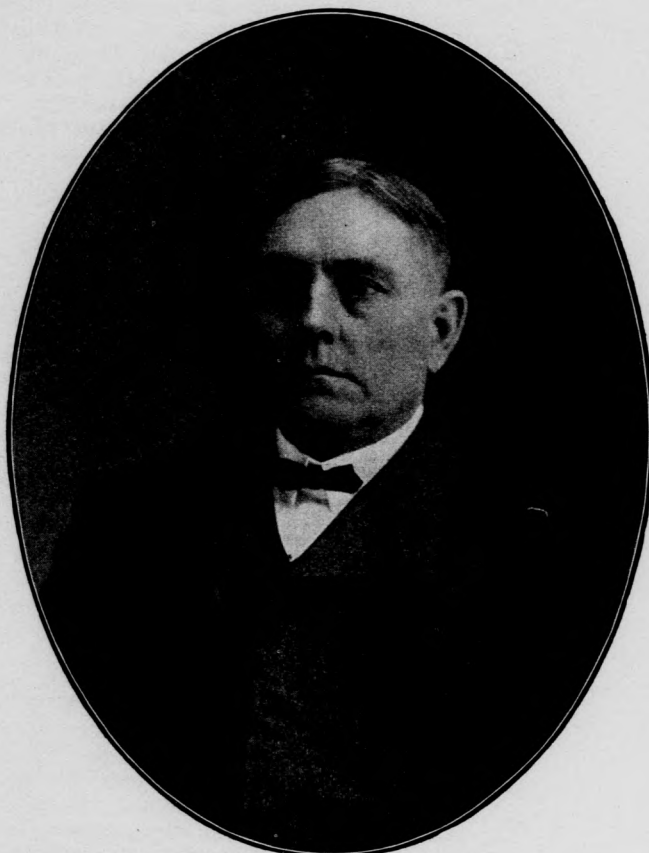
Coopersville, Feb. 26—I desire to say a few words in answer to your editorial in the Tradesman of Feb. 7 entitled, "Which Alternative?" I have no desire whatever to discuss the merits of the various Dairy and Food Commissioners with you, as I consider those gentlemen abundantly able to take care of themselves. What I desire to do is simply to make plain the attitude or policy of our Department under the present administration, insofar as it affects the question of overrun or churn yield in butter. If a reply is necessary, this duty seems to devolve upon me, because I am largely responsible for the character of the work done by the Department as authorized by the new law. You make a very grave charge in your editorial, which I feel is uncalled for and unwarranted when the facts in the case are considered. You assert that dairy inspectors authorized by the Department have encouraged buttermakers in various parts of the State to incorporate an unlawful amount of moisture in butter and, therefore, they have committed a criminal act, because by a ruling of the Internal Revenue Department butter that contains 16 per cent. or more of water is said to be adulterated. You also assert that this practice has injured the quality of Michigan creamery butter and has ruined its reputation on the Eastern markets, thereby injuring the dairy industry of the State.

Now, Mr. Editor, the facts are these: The Dairy and Food Department has never authorized nor even encouraged the incorporation of an unlawful amount of moisture in butter. At the May educational scoring test several samples of butter were found that contained less than 3 per cent. of moisture. Many samples were found that contained less than 4 per cent. and the highest per cent. of moisture was only 11.57 per cent. All the butter (eighty-seven samples) contained on an average only 7 per cent. of moisture. Any one who is at all familiar with this question realizes that this is too dry a butter, both for quality and for profit. To me it was evident that nothing could be done which would be of more benefit to the dairy industry than to make an attempt to increase the overrun to a normal limit. This was advisable because the quality of the butter would be improved, greater uniformity would be secured and larger profits would, of course, result. In Bulletin No. 116, published by the Department, is an article on "Churn Yield or Overrun," which advises an overrun of 16 2-3 per cent. This would mean about 12½ per cent. moisture. In Bulletin 117-118-119, in an article entitled, "A Practical Test for Overrun," it is stated that "it has been proven beyond a doubt, by experiments made under the supervision of the Dairy Division at Washington, that a reasonably high per cent. of moisture, 12 to 14 per cent., is not at all detrimental to butter, but, rather, to be desired, both in re-

gard to flavor and palatability as well as keeping quality." In this article the Rabild test tube is described, showing buttermakers how they can determine the overrun from day to day with very little effort and recommending that this be done. In this article buttermakers are cautioned against over-doing this matter and are given this practical test so they may know whether they are overdoing the matter or not. This, then, is the attitude of the Department upon this question. They have tried to increase the overrun in Michigan creameries up to a normal condition, but they have, on the other hand, cautioned buttermakers about injuring the quality of their butter by incorporating abnormal amounts of moisture. Therefore I am warranted in saying that the Department has never authorized what you charge in

run. Hence, when it is stated that a creamery has 16 2-3 per cent. overrun, it is to be understood that there is about 12½ to 13 per cent. of moisture and the balance of it is caseine and salt. Now, if butter contains 15.99 per cent. of moisture and 4½ per cent. of caseine and salt, we would have an overrun of 25.7 per cent. and yet keep within the law. Experience proves that it is not desirable to have as large an overrun as this. No one wishes to make adulterated butter, so-called, and besides, when the overrun is increased to the legal limit, the quality of the butter is injured and no one can make it profitable to increase the overrun to such an extent that the quality is injured because more would be lost in price than would be gained in added moisture.

It is barely possible that butter-



Colon C. Lillie

your editorial. Our inspectors understand our attitude upon this question perfectly and, so far as I know, they have never in any way exceeded the instructions of the Department upon this question and I do not believe they have.

There seems to be an erroneous conception of the meaning of the term "overrun" by a great many people. Some seem to have the idea that overrun consists entirely of moisture and that, if a factory is getting an overrun of 16 per cent. or more, then it is making what the Federal authorities have ruled to be adulterated butter. Moisture, however, is only a part of the overrun. Caseine, or albuminous matter, together with salt, constitutes a part of the overrun as well as moisture. Caseine and salt usually make up about 4 to 4½ per cent. of the over-

run. Hence, when it is stated that a creamery has 16 2-3 per cent. overrun, it is to be understood that there is about 12½ to 13 per cent. of moisture and the balance of it is caseine and salt. Now, if butter contains 15.99 per cent. of moisture and 4½ per cent. of caseine and salt, we would have an overrun of 25.7 per cent. and yet keep within the law. Experience proves that it is not desirable to have as large an overrun as this. No one wishes to make adulterated butter, so-called, and besides, when the overrun is increased to the legal limit, the quality of the butter is injured and no one can make it profitable to increase the overrun to such an extent that the quality is injured because more would be lost in price than would be gained in added moisture.

It is barely possible that butter-

day. Three-fourths of the milk produced in Michigan is of such quality that the buttermakers can not make the highest grade of goods from it and far too much of the butter from this State, and from other states as well, has to sell for firsts and seconds on the market rather than for extras. But a very small per cent., if any, of this loss is, however, caused from excessive moisture. It is caused almost invariably by bad flavors and the water content rarely affects the flavor. As a matter of fact, Mr. Editor, Michigan butter is worth more to-day on the Eastern markets, proportionally, than it ever was before. I could tell you of creamery after creamery that is actually getting a higher price, proportionally, for its butter this year than last. Besides this, there are more buyers in Michigan to-day for butter than ever before, which shows that the Eastern markets desire Michigan butter and that is certainly evidence sufficient to refute the assertion that the reputation of Michigan butter has been ruined.

Mr. Editor, it is not dishonest to encourage a normal overrun or churn yield and people are not necessarily scoundrels who do it. The Dairy and Food Department and its inspectors would not be doing their duty, as I look at it, if they did not teach the farmer and dairyman to get as large an overrun as possible without injuring the quality of the product.

I desire to call the attention of the readers of your paper to the statement from Prof. McKay, of Iowa, on the front cover of your issue of February 7, in which he says that in his opinion 14 per cent. moisture can be incorporated in butter without injuring the quality. This would give an overrun of 22 to 23 per cent., depending upon the amount of caseine and salt. In your article you class one of our inspectors as a criminal because at the State Dairymen's meeting at Jackson he said that he encouraged one buttermaker to increase his overrun to 22 per cent. According to the best authorities on quality and according to the Federal authorities on moisture, he was not recommending anything out of the way and I feel that you have done this man a great injustice.

In closing this article, I wish to say one word with regard to the statement printed in the Tradesman of Feb. 21, entitled, "Butter or Oleo." In this article, copied from the Detroit News, it is stated that a sample of butter was sent to the Dairy and Food Department for analysis by a party in Detroit; that the Dairy and Food Commissioner reported that on analysis this sample was found to be genuine butter, but of poor quality. A statement follows from A. L. Hart that this sample was not butter but oleo. Now, Mr. Editor, it is simply nonsense to argue on a question of this character. You know as well as I that the State Analyst can tell, beyond the shadow of a doubt, as to whether a given sample is oleo or butter. There is no question about it whatever. It is practically impossible for the chemist to make a mistake. There



is no guess work about it with him. The refractive index shows at once whether it is butter fat or some other kind of fat and any person who is at all informed upon a subject of this sort would not question the knowledge of the State Analyst, as compared with the statement of a man like A. L. Hart, of Detroit, who is at present under \$7,500 bail for his appearance in the U. S. Court to answer to the charge of illicit coloring of oleo.

Colon C. Lillie.

Deputy Dairy and Food Com'r.

#### Owosso Leads in Many Respects.

Owosso, Feb. 27—Owosso, with its fine location, is one of the best shipping points in Michigan. From a railroad point of view this city is the exact center. A local business man with a penchant for figures has discovered that Owosso

Makes the best watchmakers' tools—though not the most—in this country.

Exports goods to the four corners of the globe.

Makes 25 per cent. of all the sugar used in Michigan.

Makes more screen doors and windows than any other city in the world.

Makes more baseball bats than any other city in the world.

Is one of the leading cities in the United States in the manufacture of tables.

Buys and ships more hay than any other city of its size in the state.

Is the second largest bean market in Michigan.

Manufactures more caskets than any other city in this country.

Manufactures more high grade furniture than any other city in this country—with two exceptions.

Puts out more handles than any other city in the State.

Has more men employed throughout the year in proportion to total population than any other city in Michigan.

Has a greater variety of manufactures in proportion to the size of the city than any other town in the State.

#### Lansing Business Men Alert.

Lansing, Feb. 20—At the last meeting of the Lansing Business Men's Association, it was decided to ask for the payment of another 25 per cent. assessment on the amount subscribed for the construction of the macadam road between the city and

the college, in order that when the contractors begin work about April 1, there will be funds on hand.

The directors discussed the outlook for the coming year, and there is every reason to believe that it will be one of the busiest in the history of the Association. Already the directors are considering several propositions for locating new manufacturing industries here, and at least two of them are practically assured.

It is requested that persons owning property adjacent to either of the railroads which can be utilized for manufacturing purposes, and which is for sale, list it with Secretary Jenison in order to facilitate the work of selecting sites suitable for the various industries.

#### Fine Perfumes Kept in Safe.

"The perfumery business multiplies itself by five in December," said a perfumer. "He who does a \$500 weekly business does a \$2,500 one then.

"The attar of roses is not the most expensive ingredient we use. There are certain crystals that cost \$45 an ounce, and they weigh heavy at that.

"Musk bags are also costly. A musk bag is a tobacco brown affair, about the size of a walnut. It costs \$18 usually—a little more than its weight in gold.

"Perfumers keep much of their stock in the safe, along with the books and money. They have to, when they are continually buying packets no bigger than a pound of sugar, that are yet worth \$400 and \$500."—New Orleans Times-Democrat.

#### Will Develop Mineral and Timber Properties.

Menominee, Feb. 27—Two companies with a combined capitalization of \$15,000,000 and controlling 400,000 acres of timber and mineral land in Marquette, Baraga, Iron and Dickinson counties, have been organized by Chicago and Fort Wayne capitalists. A railroad is to be built, saw mills are to be put up and the mineral resources developed. Operations are to be commenced the coming spring.

The larger of the two corporations is the Michigan Iron, Land & Timber Co., which is capitalized for \$10,000,000. The other concern is the Northern Peninsula Lumber Co.



## 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

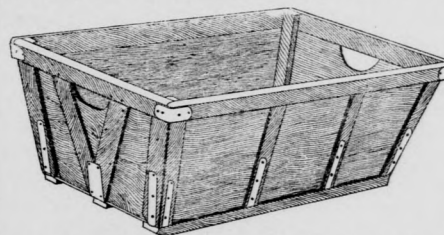
when returned to us or your jobber properly endorsed.

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.

## Buy for Quality


The most careful analysis will reveal nothing but **purity** in our **candies**.

We live up to the highest requirements of the pure food laws.

Therefore we are justly enthusiastic about their excellence.

STRAUB BROS. & AMIOTTE

TRAVERSE CITY, MICH.



NEW YORK  
CENTRAL  
LINES

**THIS CAR LOADED WITH CHOCOLATE**  
FROM WALTER BAKER CO.  
**FOR HANSELMAN CANDY COMPANY.**

KALAMAZOO MICH

**L.S. & M.S.**  
**D46423**





### An Active Market in Underwear and Hosiery.

While the season has not been an active one among retailers for the selling of heavy and medium heavy weights, the price reductions that came with the taking of stock and have continued up to the present time were successful to the extent of cleaning out some of those lines on which material concessions were made. It is perhaps a little strange that dealers should offer so staple an article of merchandise as underwear not only at a narrow margin of profit, but even at an actual loss. There is hardly any stock more certain not to deteriorate, and there is no reason why underwear should not be inventoried from season to season at 100 cents on the dollar. It seldom gets shopworn, if properly cared for, and it never goes out of style. As a matter of fact, there are mills that show identical numbers from year to year without change. Of what other lines of men's wear is this true? It is not true of neckwear, of hats, and certainly not of clothing. The only plausible reasons for these sacrifices seem to be either the dislike of carrying any goods over or the desire to undersell competitors.

Manufacturers report heavy orders for fall and winter goods for next season; indeed, they have been generally beyond expectations. Some mills have as much business as they can handle at present and are not anxious to take orders which they are not sure they can fill.

A Connecticut manufacturer reports that his mills are running night and day. The laws of the state, however, forbid women working more than sixty hours a week. Many orders which were to have been delivered December 1 were a month and six weeks late, but no goods have been refused on that account.

While the scarcity of yarns has in some cases been felt, the great difficulty has been the stiff prices demanded, which had the effect of causing manufacturers to delay buying. Advances of from 20 per cent. to 60 per cent. are noted. As an instance of this, a New York representative is in receipt of a communication from his company stating that a certain grade of yarn largely used, which they bought six months ago at 75 cents, is now quoted at 99 cents, or an advance of about 33 per cent.

Buyers have been in the market in force during the past four weeks, and they have placed enormous orders. So desirous are they of getting their orders in before any further advances are made that already 90 per cent. of the fall and winter selling by wholesalers has been accomplished. Many of the mills are still working on orders that should have been delivered in December, and the houses accepting them are doing so not because they can use the goods for immediate consumption, but because they prefer to have the stuff on hand and pay the prices at which the

goods were bought rather than to order later at advanced prices.

An element that has had a strong influence upon the present situation is the labor question. Operatives are not many and those that are obtainable demand high wages. In a good many instances the goods are made up in the piece or cut out, but cannot be put together fast enough.

The present situation will in all probability discourage the selling of cheaper grades, inasmuch as margins of profit become narrower and narrower all along the line. A fleeced garment usually sold at \$1.87 was raised by one firm in their line for fall to \$2.12½. The jobber who would regularly sell this number at \$2.25 must now get \$2.50 if he is to make a legitimate profit. If he charges the old price he will not have made the cost of handling the goods and will therefore be doing business at a loss. On the other hand, the retailer who charges 25 cents per garment for this stuff will be making only 50 cents per dozen.

Under the circumstances the only logical conclusion to be drawn is that retailers will jump the price to 35 cents. This increased cost has had a noticeable effect in making buyers more cautious as to the size of orders given for these grades and reluctant to purchase more than they are sure they can use.

Perhaps the predominant note in the retail hosiery trade during the last fortnight in New York has been the prevalence of all sorts of hosiery sales. There has been clearance sales, markdown sales, sales of "a manufacturer's line of samples" and sales of various other designations, and apparently the results have been satisfactory to the sellers. The grades advertised at reductions have for the most part been fancy patterns of low and medium priced stuff, the range being from 15 cents to three pair for a dollar, the bulk of the stock, however, going at a quarter per pair. Very few of the finer grades have figured in these offerings.

A great many buyers are expected to be in the market during this month and will play their heaviest orders for fancy hose for spring at this time, the advance orders on staples having already been booked.

It is pretty certain that the sale of grays will be far and away ahead so far as colors are concerned. Very popular numbers, it is believed, will be oxfords, slates and pearls, with clocks of self and contrasting colors. Whites and blues have also sold better than usual.—Apparel Gazette.

### Teaching the Moors Bad Habits.

Liquor drinking is one of the results of European penetration of Morocco. The taste for strong drink, although still indulged comparatively in secret, is steadily increasing, the practice spreading from force of example among the Moors themselves as a result of the strenuous efforts of foreigners to inculcate this vice. As yet it is chiefly among the higher and lower classes that the victims are found, the former indulging in the privacy of their own homes and the latter at the low drinking dens kept by the scum of foreign settlers in the open ports.

## 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.



The condition of the fabric market necessitates caution by the retailer in selecting his lines for fall.

### Hermanwile Guaranteed Clothing

—tried and tested—with its unequalled style and fit—it's record of unparalleled success—and its guarantee of absolute satisfaction is the retailer's surest safeguard.

Line For Fall Will Be Out Early

**Hermanwile**  
**GUARANTEED CLOTHING**



### Preventing the Accumulation of Odds and Ends.

Order in and a systematic arrangement of the clothing stock, when rigidly enforced in the retail store, is certain to insure good results. A system that will enable keeping track of the movement of stock facilitates the handling of it, and more. A method that will show a record of each transaction in full, from the time that the clothing is taken in hand by the salesman until the time it is delivered to the customer and the cash turned into the office, makes a complete history of each sale and an available record that any time every day will show how the stock stands. Furthermore, it safeguards the stock, minimizing thefts.

It is said that few clothiers are free from losses resulting from stock "not accounted for," and that such losses are usually charged up as "stolen." A clothing man, who some time ago took charge of a store formerly conducted in a slipshod fashion, told the writer that when a new management went in and took up the stock it was found that \$12,000 worth of clothing could not be found, according to the office records, and investigation uncovered the fact that a system of wholesale thievery had been going on in that store for years, and that this amount of shoplifting could not have occurred under a system that would have kept track of every sale and delivery.

The writer knows of one store in particular where the stock, sales and delivery records are kept with such minute accuracy that it has become a part of the daily routine of the store to take up the stock every day in order to immediately discover a theft, that it may be traced while still fresh and before the tracks of the thief can be covered.

Much of the odd-and-end accumulations and broken suits result from mismatching the garments when salesmen are effecting sales. Either because of being in a hurry or through a desire to get out a pair of trousers that will fit the customer the salesman helps himself to whatever comes handiest, or will go musing through the stock to get something that will make the sale easiest. If he were compelled by system to select only the trousers, vest and coat comprising the suit, and tab was kept on him to see that he did so, all of the disorder happening through carelessness and indifference would be obviated.

System is simpler than disorder, and it works smoother, if properly installed and made a part of the business. It is just as easy to cultivate the habit of being systematic and orderly as it is to permit makeshifts to get the upper hand.

We are permitted to take, by way of illustration, and through the courtesy of Fred Hirsh, Secretary and Treasurer, the suit stock of the Hope Clothing Company, New York. Here we find that a number is used for the purpose of keeping the garments matched as suits. Beginning with the coat, size 36, the vest belonging to it is also marked 36, and if the same number (36) is put upon the trousers

ticket, in addition to the waist and inseam measurements, which are on it, we have the three garments matched as a suit by the number 36. Now, when the salesman has fitted his customer with the coat and vest, he must also give him the trousers bearing the matching number. While it may be presumed that the trousers in this case may not fit, there is apt to be so little alteration necessary in the waistband or inseam that the busheling necessary will be found cheaper than an accumulation of odd garments and a broken stock, which must afterward be sacrificed.

When the suits are received from the wholesaler the vest and trousers should be put with the coat and the complete suit ticketed, marked with the lot number, size, class, cost and selling price and the matching number. For class and cost use trade symbols and Roman figures and the letters of the alphabet.

We all know that the usual waist of the trousers for a 36 coat is 32, and so down and up, with generally three inches less than the breast measure on regulars. On slims the trousers are narrower in the waist, and on stouts the waist of the trousers runs even with the breast measure of the coat. At least that is the way that the retailer understands his trousers will come in to match with the suits. Then, again, in different localities the trousers waist measurements vary, as well as the inseams. For instance, the South will prefer 31 waist with a 36 coat and a 34 inseam, instead of a 32 inseam. The West prefers a 33 waist to the 32. And New York, being cosmopolitan, is also divided into sections. Take Herald Square district, for example, and the trousers with the 36 coat probably run more to 32s, while up in Harlem they require 33 to 34 waist for a 36 coat. Stouts, as a rule, are even. Take a 40 coat and it generally requires a 40 waist measure.

Now the system here referred to is not merely to prevent the breaking up of stock and the accumulation of odds and ends, but to prevent the microbe of "odd lots" from entering into the store at the beginning. Mr. Clothing Manufacturer does not always have the trousers sizes as they ought to be, and because his stock clerks are not as particular as they should be at all times, frequently shipping goods at night and selecting hundreds of suits, they begin the mismatching by giving the Southern man Harlem sizes and the Western man Pennsylvania sizes as to trousers. Now, by the time the retailer in Indiana gets the sizes that were intended to be shipped in another direction the disease has already entered his stock.

This system of placing the coat and the vest number on the trousers as well immediately calls a halt. The man who receives the goods in your business, be it yourself or somebody else, having your orders that the 36 coat must have a 32 or 33 trousers, will not receive a 31 or 34, and so forth up and down the scale.

Now we come to the part where tabs are kept on the salesmen to see that the system is properly followed.

It should be the duty of the wrapper or shipper to see that each garment in the suit coming to him for wrapping and delivery is properly matched according to the lot number, size mark, class and matching number. If such has not been done the manager or man in charge of the floor has his attention called to the discrepancy and the salesman is called to account to explain the mistake. The shipper must also note whether the price marked on the sales slip agrees with the price on the clothing ticket.—Apparel Gazette.

### Romance and Reality.

The young man had pulled the young woman up the hill on the toboggan, and was amazed to find her moodily silent when they reached the top.

"What is wrong?" he asked.

"If you had any romance about you, you would have taken advantage of the occasion and the opportunity to say that you would be happy to pull me up the hill of life forever and ever," she sighed.

"But, I—but, I—"

"But last summer when we were boating you said you could think of no brighter future than to drift together adown the stream of life."

"I know, dear; but when a man pulls 150 pounds of girl up a half-mile hill, he hasn't enough breath left to say what he thinks. Drifting in a boat gives him more breath, and more time to think, and less laborious work for the arms."



**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.

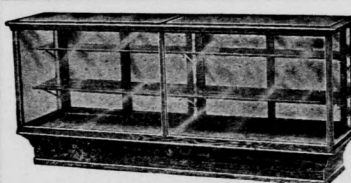
Made from Hercules Indigo Blue  
Suitings, Stitched in White  
with Ring Buttons.

## 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.



### A CASE WITH A CONSCIENCE

is the way our cases are described by the thousands of merchants now using them.

Our policy is to tell the truth about our fixtures and then guarantee every statement we make.

This is what we understand as square dealing.

Just write "Show me" on a postal card.

**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.

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



## DRY GOODS

### Weekly Market Review of the Principal Staples.

**BROWN GOODS**—Buyers of heavy sheetings have been slow to act on future needs, but the little activity displayed by exporters has brought them to their feet. It is believed that the increased export demand will create a large home trade. However, business for the week was very satisfactory and the outlook is very encouraging. Deliveries continue backward and goods that should be delivered in the near future are likely to be held up.

**COTTON BLANKETS**—Lines well known to the trade are in big request, so much so, in fact, that there are few goods on the market. Buyers have given preference to blankets of considerable weight of late, in the larger sizes, and manufacturers of such goods must pay particular attention to the napping and the preparation of the cut for the napping. Some of the leading blankets are put through a solution to harshen the cotton before napping and this process helps very materially to put a better face on the blanket. Fancy cotton blankets of foreign make are having an excellent business, but home manufacturers have been unable to produce a blanket to compare with these goods. The foreign goods are bought largely by the cutting-up trade to be made into bathrobes and lounging garments and come in a large variety of motifs and colorings. Domestic blankets are made largely in whites and grays, with or without border effects. Demands for all lines have been so satisfactory of late that prices now current are satisfactory to all concerned.

**POPLINS AND PIQUES**—For waistings and early fall suitings in wash fabrics there is nothing so serviceable in cotton goods as fabrics made along the line of poplins and piques and the business done to date for fall needs in goods of this character shows up very large. The fine goods mills in New Bedford and Fall River are exceedingly busy on these fabrics and goods of a like character. Some good-sized lots are in order in the gray for converting interests and will be shown in printed ideas, special finishes and back dyeing effects. Some new lines are out with trade names closely affiliated to piques, though they have single warps. The face of the fabric is very similar to that of piques. Fancy warps and fancy fillings are also used, both of combed as well as carded yarns. In most instances the cutting-up trade have purchased heavily. Brocades of foreign and domestic makes have taken very well for fall, particularly in damask effects.

**GINGHAMS AND SHIRTINGS**—Standard staple gingham have been very active during the week, jobbers buying more freely than they have in months. In most cases staple lines have been sold beyond the fall production and jobbers, it is expected, will find much trouble in getting additional orders placed in the future. On fancy gingham and novelty fabrics of a ging-

ham construction the orders placed to date are above the average for a fall season. The cutting-up trade are paying particular attention to fine chambrays for suitings. In end and end effects they are very attractive and suit houses are already doing a fine business in these lines. Colored warp novelties are in a fair position, but business thus far has been more confined to fabrics of more simple construction. Fine yarns goods in mercerized effects and silk warp effects are very attractive features of the new business, and novelties perhaps out-neat stripes and other effects as a rule, although there is a tendency towards less conservative ideas in colorings and motifs. The request for floating warp madras is still the feature of the buying for the fine trade, but the motifs in demand are small and neat. In prints everything runs to fine lines and figures in blues, blacks and subdued colorings. Corded and printed goods are also in good request.

**NAPPED GOODS**—More or less interest continues to be shown in lines of fancy napped goods and although certain fabrics are out of the market, others are to be had for comparatively near-by delivery. Flannelettes, printed domets and fancy flannels are, as a rule, sold up for the fall trade, yet buyers would be willing to place much more business if there were more mills to accept the same. Canton flannels, or domets, are sold well into the fall months. Fancy dress fabrics with a napped effect are in most cases in a fair position, but unless they are suitable for pajamas, shirts, or undershirts, there is little business doing in them.

**LIGHTER WEIGHT SHEETINGS**—Are being ordered only in a small way and yet on certain lines the scarcity of supplies is sufficient inducement to cause inquiry from the buyer. On fine yarn convertibles a very heavy business was in progress during the week, converters buying for future needs. As yet no offers on lighter weight sheetings have been received for export and the home trade is not interested except in spot goods, which are not to be had.

**LADIES' RIBBED GOODS**—The trouble that has marked the past few weeks' trading in ladies' low-grade ribbed goods is still unsettled, and bids fair to hold operations in this line at a standstill for some time to come. The leading manufacturers of this grade of goods seem to have entered into a tacit understanding with each other to maintain their position in face of the practical boycott of the buyers; and although a few manufacturers who are somewhat better fixed than the average in the matter of yarn supply have taken advantage of this opportunity to bring trade their way by offering concessions, the majority are holding to their policy with a determination that points to but one outcome. The chief cause of contention is the ladies' light-weight ribbed vest which in former years was sold to retail at a profit for 25 cents. It is only natural that any general rise in price on the part of manufacturers would be felt first in this line, where already there was so little profit for retailers, and now the question has become serious, with neither side showing any inclination toward a compromise.

**FLEECE GOODS**—Fleeced goods

## Carpets

Nearly every general and dry goods merchant has call for low-priced carpets. Perhaps you are among the number that have never kept any in stock but would if you knew it would pay.

We believe it will and invite you to inspect our samples. The rolls are so called half pieces (about 65 to 85 yards) and prices range as follows:

5 designs	- - -	at 20c per yd.
6 designs	- - -	at 31c per yd.
5 designs	- - -	at 40c per yd.
4 designs	- - -	at 50c per yd.

Ask our salesmen about them and keep in mind that we carry oil cloths, matings and window shades.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Michigan

## The New Wash Goods

Our travellers now have our complete line of Wash Goods to show you, which is beyond question the largest and most comprehensive we have ever shown.

This season we have devoted the entire main floor of our large wholesale store—an immense room 60 x 120 feet—to Wash Fabrics of all kinds, from the ever staple Seersuckers to the filmiest and daintiest of fabrics.

**We've never had better values to offer you, either, and 'twill pay you well to come to Saginaw and pick out from our vast assortment just such fabrics and colors as will suit your trade.**

**Our Special Show Days for Wash Goods are March 1 to 6**

We specially invite buyers to visit our salesroom either of these days.

**THE WM. BARIE DRY GOODS CO.**  
Wholesale Dry Goods, Saginaw, Mich.



have sold very well all through the season, though there are but few instances of any exceptionally large orders. There is no doubt that retailers have been most reluctant to buy largely of heavy weights, owing to the poor demand for this line caused by the continued warm weather; and although this winter cannot be cited as an example of what the next will be, still, the large leftover stocks are responsible for a great deal of caution. In the lighter weights, however, fleeced underwear has been subject to firm and continuous buying, which has only fallen off, to any extent, in the past week. The season for first orders is now closed and manufacturers are beginning to prepare for duplicates. In spite of the advanced prices, these lines have been well received by buyers.

**HOSIERY**—The staple lines of hosiery are now completely sold up for the spring season and few other lines are in a condition to allow of any large ordering. The attempts of buyers, which have been incessant during the whole season of active trading, to gain a reduction in prices, have been well understood by manufacturers; yet there have been many more instances of concessions in hosiery than have occurred in the underwear market. This was caused not by any weakness in the position of manufacturers, but because of the enormous competition in these lines, which renders any combination to maintain prices at a proper standing far from being efficient.

The first orders for fall lines of hosiery have been rather small, and appear to be of a tentative nature. Though the present season has passed off well, there are few reasons to believe that buyers have been satisfied with the prices that they were forced to accept, and an attempt will be made in the coming market to bring about a lower scale of prices. Manufacturers, however, hold a stronger position than they seem to realize and when once they begin to feel their power the hesitation that has marked all their past season's dealings will be lacking, and they will set and maintain their prices against all opposition, with a proper assurance.

**THREE-QUARTER GOODS**—Manufacturers who sell direct to retailers through salesmen on the road report that retailers are taking goods freely. Jobbers also report good sales to retailers. Brussels carpets are moving freely and manufacturers have booked sufficient orders to keep their looms going for some time to come. The geometrical patterns in three and four frames are not in very good demand, the preference being for large flowing figures. Wilton velvets are selling freely. One pattern of a medallion figure, taking up about two-thirds of the width of the piece, and about two feet long, with about the same distance intervening between each of the figures, is proving quite a good seller. The medallion is in two or three tones of red and green and the ground is a green. The same pattern is produced in other colors with different ground color. Axminsters show an improvement in demand over the past two or three weeks, but taken as a whole they are the weakest of all the high-grade three-quarter goods. High and medium grade tapes-

try carpets are reported to be in good demand, especially from the eastern and northern sections. Velvet tapestry is selling freely. The yardage of the various styles of tapestry promises to be larger this season than for several seasons past. The medium grades are in the best demand and manufacturers appear well satisfied with the volume of business booked.

**INGRAINS**—The ingrain situation has not materially changed during the past three weeks. A month ago manufacturers were hopeful that there would be an increased demand sufficient to keep all the looms in operation, thereby removing the temptation to cut prices by those who had but few orders. The improvement resulted in increasing the number of looms in operation to about 75 per cent. of the total and then it stopped. It would appear that this is sufficient to supply the demand for ingrain carpets, and to put the industry on a sound basis at least 25 per cent. of the looms should be discarded or devoted to the production of something else beside ingrain carpets.

**COTTON INGRAINS**—Manufacturers of cotton ingrain are not very busy. The high prices of cotton yarns have been a hard blow to this branch of the carpet industry. In the best of years the margin on these goods is narrow and the advance in yarns has in some cases wiped out the margin. Manufacturers who were fortunate enough to have contracted for yarns at a low price and a few who are able to pick up odd lots of yarn below the market rate are practically the only ones who are doing a business that yields a profit.

#### Building Up a Big Auto Industry.

Pontiac, Feb. 27—The Pontiac Motor Car Co., recently organized here, promises a winner in its first car, which it expects to have completed in two months. The idea is to purchase the bulk of the essential parts and assemble them here. The motor will be four cylinder and the car will have a double chain drive. In point of speed and power the company promises something very interesting in the commercial car line. Martin Halfpenny, all his life engaged in the vehicle industry, has charge of the construction.

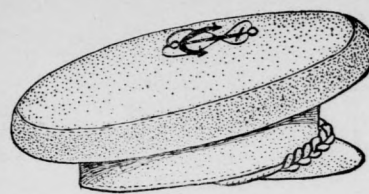
The O. J. Beaudett Body Co. is getting ready to install a new 500 horsepower Corliss engine which, with improvements already completed, will double the power plant. The increase in the power will enable the concern to branch out considerably along lines now under consideration. The plant is now running four nights a week.

The Monroe Body Co. is now running nights, devoting its attention exclusively to the manufacture of automobile bodies. Many orders have been turned down because of the inability of the plant to take care of more.

A number of the vehicle plants will soon be obliged to run nights to keep pace with the demands for shipments which are pouring in.

There is only one way to succeed, and that is the honest way.

A white life preaches louder than a black tie.



## Hats and Caps

A big line of Men's and Boys' Hats and Caps. All styles.

Men's Hats from	\$4.50 to \$18.00
Boys' Hats from	2.25 to 4.50
Men's Caps from	2.25 to 9.00
Boys' Caps from	2.25 to 4.50

Come in and inspect our line.

**P. Steketee & Sons**

Wholesale Dry Goods Grand Rapids, Mich.

Leading the World, as Usual

# LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands

Chicago Office, 49 Wabash Ave.

1-lb., ½-lb., ¼-lb. air-tight cans.

## A Bakery Business in Connection

with your grocery will prove a paying investment.

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

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

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

Respectfully yours,

STANLEY H. OKE,

414-416 East 63d St., Chicago, Illinois.

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

**Middleby Oven Manufacturing Company**

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

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



## LOOKING BACKWARD.

## Long Delays in Transporting Goods on Erie Canal.

Written for the Tradesman.

Just seventy years ago the writer, fresh from the farm, left the paternal home for the village of Canandaigua, in Western New York, twelve miles distant, to begin his apprenticeship in a general store, on the munificent salary of \$75. and board for a year. In addition to a general stock of dry goods, groceries, crockery, hardware, iron, steel and nails the firm were large manufacturers of potash and operated an extensive lumber yard.

The reader will readily see that I had no trouble to keep busy on my introduction to the mysteries of merchandising. My arms ache at the mere recollection of hoisting casks of potash (weighing 600 pounds each) by hand pulley to the third floor above to wait for a favorable turn in the market or the usual visit of one of the partners to New York, when he made the sale and used the avails in payment for goods for future sales. The jobbers' custom was to sell on twelve months' time, with interest after six months, but liberal discounts were made for cash.

There were no regular lines of railroad freighting then. The Erie Canal was the only avenue of transportation to and from tide water. When I remember the long lines of canal boats I have seen creeping along, propelled by two or three horses, making at the most but ten miles in twelve hours, and compare the methods and speed of the present modes of transportation I am lost in wonder at the contrast. Then think of the vexatious delays merchants were liable to meet from various causes, especially from breaks in the Canal, which sometimes suspended navigation from one day to six weeks, at a time when they needed the goods in transit to replenish stock that was called for every day.

Such was the condition of mercantile life in Western New York in 1840. A few years later when I engaged in business for myself in Michigan I found the same drawbacks to overcome, only augmented by the delays incident to lake navigation. Neither of the first three railroads built in Michigan was completed—the Michigan Central only to Marshall, the Southern only to Hillsdale and the D. & M. only to Pontiac. A merchant leaving Grand Rapids, on his way by stage via Hastings and Battle Creek to New York, for his fall or spring purchases, could not calculate upon receiving them at his own store in less than six weeks. An incident in my own experience is a good illustration:

In the spring of 1851 I left Grand Rapids in March to purchase my stock of goods in New York to make up into clothing for the summer and fall trade of the Grand River Valley. A break in the Erie Canal, which occurred soon after the opening of navigation, held my goods in transit four weeks at Palmyra, New York. A few days later I received notice of their arrival at Grand Haven, and

was assured by the late Henry R. Williams that they would arrive in Grand Rapids on the Algoma and its lighters the following day. But alas for human calculations. That jolly Scotch poet, Robbie Burns, tells us, "The best laid schemes o' mice as well as men gang aft aglie." And so it proved in my case. That night there set in the heaviest wind and rain storm that I ever experienced and my goods, shipped as Mr. Williams had done with his proverbial promptness, lay submerged in five or six feet of water in Grand River, near the old red warehouse, the lighters having foundered at the dock during the night. Instead of the goods I received a notice from Mr. Williams requesting me to put the goods in the best shape I could, have damages assessed and send the assessors' award to him for payment. The assessors were the late John W. Peirce, Cicero Potter and Carlos Burchard. Here came in a further delay of six weeks, still more vexatious than the last and involving an immense amount of labor. As good luck would have it the storm was succeeded by the most beautiful of spring weather. The stock of cloths, cassimeres, linens and trimmings for the manufacture of all kinds of clothing had to be opened and spread out to dry over the green hillslopes that made up the sum of Grand Rapids' picturesque beauty at that early day. Prospect hill, patched over with every variety of merchandise from pocket handkerchiefs to broadcloths, bore the appearance of an immense laundry drying ground. I presume that Mr. Harvey J. Hollister and William T. Powers (if he is still alive) will recall the scene.

How changed the methods now. Telegraph and telephone have brought the manufacturer, jobber and retailer face to face for the transaction of business, although lakes and oceans roll between.

Should this backward look be found worthy a place in the Tradesman's columns I will occasionally follow it up with other reminiscences of a long and eventful life.

W. S. H. Welton.

Owosso, February 9, 1906.

A great many people in this country suffer at one time or another from what goes by the name of that tired feeling. It is offered as an excuse for a good many delinquencies and failures to perform. It follows, then, that there will be a large amount of interest in the announcement made by Prof. F. S. Lee in a recent lecture that both candy and cooking soda are cures for fatigue. If this scientist is right about it there are three acids in the blood which occasion or influence fatigue and if they can be offset then the tired feeling disappears. As a panacea he prefers candy to cooking soda, which evidences a determination on his part to be with the popular side. Of course any one would sooner eat candy than cooking soda. The remedy recommended is comparatively inexpensive and is certainly within easy reach, for candy is a commodity that is sold everywhere.

## DO IT NOW

Investigate the

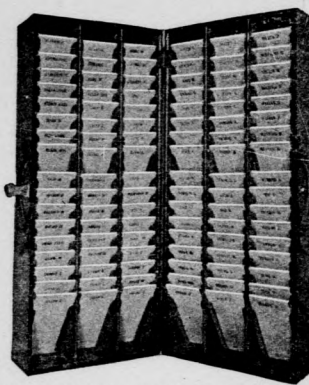
## Kirkwood Short Credit System of Accounts

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

A. H. Morrill &amp; Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

## 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.

This is the  
Sign ThatIndicates  
Good Service

## Better Than Ever Now

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

Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids

## 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



## BREAK UP THE GANGS.

## Why Boys Find It Difficult To Secure Positions.

Written for the Tradesman.

The sign "Boy Wanted" was on the front door, and the grocer waited in his office for the appearance of candidates for the place.

Presently a boy of about 14 entered, his cap drawn down over his ears and his jacket buttoned up to the chin.

As he entered the store and closed the door, the merchant noticed that he turned about and looked out.

Half a dozen youngsters were waiting just across the street.

The boy advanced to the office, cap in hand, and stood before the grocer.

"Does yer want a kid?" he asked.

"No, I want a boy," replied the grocer.

"Aw, it's all de same. What does de kid catch?"

"What's that?"

"How much?"

"That depends on how much he can do."

"What's de game?"

"Do you mean what is there for a boy to do?"

"Dat's it."

"The first thing for you to do," said the grocer, angrily, "is to get out of the store. You would own the place in a week."

"Den what did you put de sign out fer?"

"Because I want a boy, and not a jimmy tough. You ought to be given an excursion to the woodshed about twice a day for a month. Get out."

"I'll put de gang on youse."

"Oh, you will? I'll have an officer watching for you fellows, and if I catch any one of you around this corner I'll have an arrest made."

"Go chase yourself."

The urchin made for the front door and reached it about two inches ahead of the grocer's shoe.

Then, one by one all the boys who had been waiting across the street entered the store and applied for the place. They were all impossible—all tough and slangy and all carried the odor of cigarettes.

As the last one entered the grocer asked:

"You boys all go together, eh?"

"Bet your life."

"When one gets a job he helps out the others?"

"Sure."

"Sort of a club?"

"Sure. We is de Steenth Ward Athletic Club."

"Oh, I see. Who is the leader?"

"Kid Hallowell. He can box in de ring. He's goin' to get a bout wid Kid Smith."

"And you are all training for the ring?"

"Not on yer tintype. I'm goin' to be a ball player. They're de stuff."

"Well, you may go. I don't want you."

"Den what's all dis chin about?"

"Get out."

The boy moved sullenly to the door and banged it fit to break the glass.

"Now," said the grocer to his clerk,

"I know the parents of half those boys. They are as a rule fine, respectable people."

"The boys seem to have gone wrong. What's the matter?"

"Too much gang. Everybody seems to have gone crazy on athletics. They have teams in the Sunday schools. Everybody preaches the physical. You don't hear of any contests in learning, do you?"

"Not exactly," laughed the clerk.

"Well," continued the grocer, "these boys tell their parents that they go out in the evening to practice their athletic stunts. Instead they play poker and smoke cigarettes. If there is one tough proposition in the neighborhood he will be made the leader, and what he can't think of the others will. Where do you suppose the boys got that slang?"

"Why, they pick it up in pool rooms."

"I guess that must be it."

"And they take pride in it."

"I noticed that," said the grocer, thoughtfully. "I presume they practice it. It's the gang that makes the mischief. Athletics are not so bad if they do not lead to the formation of gangs. Why, this gang includes half the boys in the ward. In a way they are loyal to each other, and that holds them together. If this gang business is not broken up it will be hard to find a modest or a truthful boy in ten years."

The clerk laughed and took a newspaper from the showcase.

"Look here," he said.

The article referred to was an account of an address delivered in Detroit by Dr. A. G. Studer, General Secretary of the Y. M. C. A. He was quoted as saying:

"Boys in gangs will do things that are not taught in the home, the church or the school. The gang is of major importance in the formation of the boy's character. I say organize the gang, develop it, bring its leaders into the church and the others will follow. Develop the gang spirit, but bring it within the sphere of the church."

"I wish that speaker could go out and live in a tough ward, where the real gangs exist," said the grocer. "He would soon quit talking of bringing the leaders into the church. The gang spirit is the very thing that keeps the boys away from the church. The only way to get the boys into the church, or into the Sunday school, is to break up the gangs."

"If a member of the gang that just did us the honor to apply for a position should go to church just once he would be blackguarded until his life was a burden," said the clerk. "Talk about getting the leaders into the church. This man Studer may be all right, but he won't do. Little he knows about the gangs."

"All the deviltry of the most vicious is imparted to the innocent," said the grocer. "If there is a good boy, he is not regarded as of any account. The hero of the gang is the thief and the liar and the runaway. Get the leaders into the church! What is the Y. M. C. A. paying that man a salary for, I'd like to know."

"That's a question," said the clerk.

"He would know more if he would get out and try to win over some of the gangs. Then he would under-

stand that the only thing to do with a gang of boys is to break it up. The parents will learn that in time, after a few thousand boys have been ruined."

Alfred B. Tozer.

## Be Careful Not To Offend.

One effect of the revival of ethical considerations which must be given due consideration by the retail merchant in any and every line is the aroused spirit of resentment to imposition. This is a matter which the average merchant would probably say off-hand that he was not guilty of and therefore did not need to give it consideration. But minor matters which have gradually worked into use, and from long usage have become generally accepted as a matter of course, sometimes include things which will not bear analysis ethically. These matters have not been taken seriously, but with the revival of a higher ethical view they may be.

The little trick which has been done and accepted by the public with a laugh, of marking an extravagant value upon goods and placing on them an apparent cut price, when the cut price is in reality about a normal figure, is something which will not be accepted so easily as it has been. Already we hear of the purchasing public holding that sort of action against a merchant and making it a breach of ethics in a stronger manner than was formerly the case.

Find the weak spot in your man, then attack it.

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.

## Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

## Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

## Standard Oil Co.

Grand Rapids, Mich.

Delicious

Buckwheat  
Cakes

Are Raised With

Yeast  
Foam

Tell Your Customers



## NOT ON THE SQUARE.

## Why Brown Never Got To Be Superintendent.

"For all that department stores have their own detective forces, it is not unusual for me to receive a call for my services from them. By this I don't mean to boast, nor to depreciate the ability of the department store detective of either sex. But there are times when the house detective, employed week after week, year after year, in the same house, is as helpless on a department store case as a hen in water, and it is in cases like this that I am called in by the manager of a certain department store with whom I have come in contact to act as 'eyes of the boss' for him. Things look different to a man who comes in from the outside than they do to the man who is close to them. This is a thing that is hard to explain, because it would seem that the more experienced a man is in a thing the better he would be to deal with it in any phase and from any angle, but it is true, nevertheless.

"One of these cases that I remember particularly well was that of the young man who was too ambitious. Ambition is a good thing, a great thing. The world could not do without it. But occasionally it overreaches itself, and then it is a dangerous and troublesome thing and the quicker it is squelched the better for everybody concerned. In this case I was the ambition squelcher. As I said, there was a young man who was too ambitious. It wasn't the common, ordinary garden variety of ambition

that he possessed, so he had to be squelched.

"This young fellow in question was private secretary to the superintendent of the store. This in itself was a good position, but the young fellow wasn't half way satisfied with it and looked further. Undoubtedly he would have gone further, much further, if he had waited and taken his time in climbing upwards, but he wouldn't have it that way. He wanted to go up, and go up in a hurry, and the result was that he was thrown down hard.

"His system of climbing was unique—but this is getting ahead of the story.

"To begin right, I was called in by the manager and told that all was not well with the private secretary.

"Either he's a crook or he's the most brilliant man that ever came on to the pay roll," said the manager. "I don't know which category to place him in, but I honestly hope that it's in the latter, because we need brilliant men in the store, and if this fellow's on the square—and I don't see how he can be otherwise—he'll be worth more to us than anybody in the store. That's what I'm hiring you to find out—to discover if he's all right and square. If he is, he'll be superintendent inside of five years. The present incumbent of that position is getting ready to retire in that time, and we're already looking around for new timber to fill his place. This private secretary, Brown, shows all the earmarks of the material for a good superintendent. In fact, he's got the present superintendent beaten on a few things, as it is. If, as I hope to find out, he is brilliant along legitimate

lines, we're going to start in to train him for the big position. He's about 26 now, will be about 31 when the superintendent's position is open to him—and now you go right ahead and investigate him and see if he's all right. And here's hoping that your findings are favorable to him."

"I found Brown to be a smart young fellow, neat, clean cut, energetic, and attractive in every way. There was a certain force about his face, particularly about his eyes, as he looked squarely at you, as he always did when speaking to you, that is found only in the faces of great men, leaders of men; but there was a point to the jaw that was just a little too sharp and peaked to give the face a complete look of strength and character. It was the face of the lion, all right, but the jaw belonged to the fox.

"So far as I could learn from talking with the superintendent and his assistants and a few others who had come into direct contact with the fellow, there was nothing on earth the matter with him or his record of employment in the store. He was the hardest working man in the superintendent's office with the exception of the superintendent himself, who worked night and day. He was the most reliable man, except on matters where his own judgment conflicted with an order given him by a superior. Then his own judgment was followed, and often as not his judgment was the better.

"His record for honesty was first class. Nobody had ever found anything dishonorable in any of his dealings, nobody had a word of suspicion to

breath against him. He had been in the superintendent's office for three years. In this time he had not made a single friend, but not a man in the department but respected him for his ability and business qualifications. To all intents and purposes he was the cast-iron, rock bottom young man who wants to succeed by hard work.

"The more I investigated him and the more I found out about him, the more I was convinced that he was the real thing—the legitimate successor of the superintendent's position.

"After two weeks of watching him as a clerk in the superintendent's office I went to the manager and told him just what I had discovered.

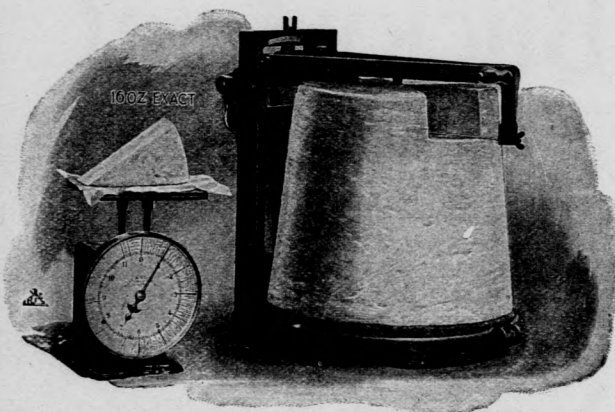
"Tell me some more about him," I said. "You surely know something about him that I don't, or you would never have expressed the possibility that he was a crook."

"For answer he pulled a report out of a pigeon hole in his desk and began to read. It isn't necessary to bore you with an account of what he read. It is sufficient to say that it was a long list of the irregularities that Brown had discovered all alone in the store and reported to the superintendent.

"The things he'd discovered weren't things that anybody might have discovered. They were things that surprised the superintendent when they were shown up—bad conduct on the part of clerks, partiality on the part of floorwalkers, and even larceny and flagrant dishonesty on the part of cashiers and other employees. There were things that had been going on for years, things that had just started, and things that

# 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 Butter Will Do the Work

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

CUT OUT. MAIL AT ONCE.

Name .....

Street .....

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

General Agents in Your Territory

C. D. Crittenden, Grand Rapids, Michigan

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

Saginaw Produce & Cold Storage Co., Saginaw, Michigan

KUTTOWAIT BUTTER CUTTER CO.

UNITY BLDG., CHICAGO



were so well hidden that it was marvelous for any one to find them. It was a wonderful showing.

"It would have been a wonderful showing for a house detective to have such a report of discoveries, and it was more wonderful in the case of Brown, for the only chance that he had to discover such things was in the morning when for two hours he walked around the store with the superintendent, taking notes of the latter's observations. But, evidently he was gifted with sharper eyes, and used them to more advantage than any one else in the store, for he saw in two hours what others couldn't see in a whole day. It would seem that he was on intimate terms with every department in the house.

"As the superintendent showed me this report he said: 'This is what made me call you in. If Brown does this work on the square he'll be our next superintendent. Get busy and investigate this.'

"It was an interesting problem. I didn't know just how to go about getting at the bottom of it, but, after having tried in two or three ways to discover Brown's system of getting information, I asked the superintendent to pick out a department in which Brown had never discovered anything upon which to report. He picked out a certain department in which there were only old employees. I looked it over well, then I had him put one new salesman in the department. I specified that the salesman should be a new, inexperienced man, and this is the kind of a man that went to work there. It was an elaborate system of hunting one man, but it worked—worked to perfection.

"Two weeks went along. Then something happened, and it was something that counted, too. Brown found a chance to 'see' the new man. He took him out to luncheon in order to see him all alone, and what he told the new man there told in a nutshell the story of his success in discovering things about the store.

"By using his position as private secretary to the superintendent as an influence he managed to make the new man promise to reveal to him, and to him only, any irregularities that came to his notice in the department. It didn't matter what it was, nor whom the irregularity concerned, he should write a letter and mail it to Brown's house address as soon as he saw anything wrong. And he was not to say a word to anybody else about it. If he did he would be fired by the department manager; if he did not, and the information that he gave was of any use to the superintendent, who was to get it through Brown, he would be placed on the list of favored employees and advanced more rapidly than any one else. But on no account must he say a word to any one about Brown speaking to him.

"Unfortunately for Brown, the new man had been primed by myself and the manager before Brown came on the scene, so the first thing he did upon returning to the store was to come to us with his tale. We then investigated. We found that Brown had gone all through the store in this manner. He had got into every department that he

possibly could get into in this fashion. He had fifty people, principally new help, on his list of tipsters; and in this way he had managed to hear of things in the store which were hidden from the ears and eyes of the superintendent.

"It was a wonderful idea. It was the idea of a genius and it was executed with the brilliance of a born executive. It proved beyond a question that Brown was a brilliant man. But it wasn't on the square; so Brown never got to be superintendent. James Kells.

#### Her Piano.

A little girl, at a recent Christmas entertainment in one of the college settlements, talked grandly to visitors about "our piano." Pieces played on the piano to amuse the children evidently brought the subject to her mind.

One very practical woman who contributed much to the support of the settlement, heard the child's remarks.

"It seems to me," she said, rather censoriously to the head worker, "that a child whose family owns a piano isn't really suffering for need of help. There are plenty who are really in need, and I don't think it right to exclude them in favor of one who owns a piano."

Seeking out the child, the head worker questioned her closely.

"Did you say you had a piano at your house?" she asked.

"Yes, indeed," responded the child, cheerfully.

"Is it yours or your mother's?"

"It's mine; Santa Claus brought it to me last year."

Light began to dawn on the settlement worker's brain.

"And how large is your piano—as big as that?" pointing to the upright in the room.

"Oh, no, mine is a teeny weenty

bit of a one, just about so high," and the little girl leaned down and measured a distance of between twelve and fifteen inches from the floor.

It turned out to be a child's piano, presented by the settlement itself a year previously.—New York Sun.

#### Practice Makes Perfect.

The daughter of Bret Harte, with the aid of a number of her father's English friends, has opened a typewriting office in London.

She is a proficient typewriter, and an American journalist, calling to have some copying done, complimented her on her skill.

"My skill, such as it is, is due to practice," said Miss Harte. "It was acquired very painfully, like the marksmanship of one of my father's Western friends.

"My father used to tell of a man called Redwood James, a character of California. James, in a bar one night, drew a revolver and shot the ashes from the cigar of a friend on the other side of the room.

"The friend laughed, and calmly drank off the remainder of his cocktail. My father said to Redwood James:

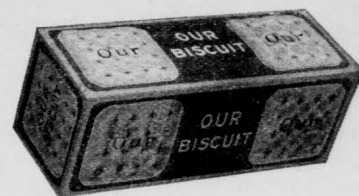
"That must have required considerable practice."

"Practice!" Redwood replied, "I should say so, young man. I guess I sp'iled more'n three dozen Chinamen a-learnin' that there trick."

#### What a Birdless World Would Be.

If the world were birdless, a naturalist declares, man could not inhabit it after nine years' time in spite of all the sprays and poisons that could be manufactured for the destruction of insects. The insects and slugs would simply eat all the orchards and crops in that time.

## Just Out



Guaranteed the best 5c package soda wafer made.

Manufactured by

**Aikman Bakery Co.**  
Port Huron, Mich.

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

**Walter Baker & Co.'s  
Chocolate  
& Cocoa**

Grocers will find them in the long run the most profitable to handle. They are absolutely pure; therefore, in conformity to the pure food laws of all the States.

45 Highest Awards in Europe and America

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

You have had calls for

# HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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

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





### What Man May Give Woman as Gift.

Social etiquette prescribes rigidly the sort of gifts which may pass between men and women who are not related to each other. Even at Christmas tide the code changes not; it is merely relaxed in that a comparative stranger from whom an offering would be an impertinence at any other season is allowed to lay his flowers at the feet of the woman whom he admires from a distance.

Flowers, candies, books, music, a subscription to a favorite periodical—all these are approved by Mrs. Grundy and her following. Christmas cards, also, may be sent in greeting to anybody who is upon one's calling list. These useful and pretty souvenirs are once more fully established in fashionable favor. Why they lost it for a time is among "the things which no fellow can find out." From king to costermonger everybody in England has used them all along, and in France and Germany the custom of sending them for the New Year is universal. People who desire to be exclusive design, or cause to be designed, their own private and personal cards, which thus come under the famous definition of Emerson, who says that "The only gift is a portion of thyself." There is a difference in everything, and cards are no exception to the rule, not only in price, which affords considerable range, but in selection, as when one orders them by the dozens, and sends them indiscriminately, without considering whether the sentiment conveyed by the card is in sympathy with the temperament and circumstances of the recipient.

A gift becomes "a necktie or a halter," according to the spirit in which it is given, and that in which it is received. "Except thou love the giver, accept not the gift," was the quaint maxim of ancient times. Kindness may well be oppressive when not accompanied by tact, and when all affection is lacking between benefactor and beneficiary. Love gives to love whatsoever he pleases, or can obtain, "flower leaves" or "kingdoms," and glorifies the gift, be it what it may.

Take, for example, flowers, which come first on the list of the conventional Christmas gifts which any man may make to any woman. A single bud, a tiny bunch of violets, or a dozen superb roses, worth their weight, or more, in coin of the realm—the card of the donor settles the value of the blossoms to the recipient, without reference to the price paid for them, or ought to do so; the significance of the gift being, in most cases, far more important than the gift itself. Nor can it be said too often, since, however strange it may be, there frequently are those who offend in this particular: that the card of the giver always should accompany the gift. An anonymous present, like an anonymous letter, is in all cases annoying and impolite, in some an actual insult.

The first requisite of a gift is good

will; the Christmas gift paid as a debt deserves to rank with the counterfeit coin dropped in the collection basket at church. And next to this comes suitability; the gift should be appropriate, something suggestive of the giver, and in harmony with the character of the person to whom it is given; what shall be said of him who offers gorgeous flowers which are scentless to the blind, or mignonette to one who has no sense of smell? Also with candies, one needs discretion in his choice, since it may be safely said that every flavoring used by confectioners is disagreeable to someone. Therefore, for those unfamiliar with individual tastes, it is wise to select mixed candies—"In multitude there is safety."

As for books, it is scarcely necessary to suggest that they especially ought to be chosen with due regard to the manner of person to whom they are given; there is nothing in which the delicate understanding of a friend's tastes and idiosyncrasies may be so well shown; a subtle flattery which can hardly fail to be agreeable to any. Also, let no one send a book without first perusing it carefully; advice which none should fail to heed in these days of erotic novels. It is more than easy to make a mistaken selection, and awful examples might be adduced in proof thereof.

There are few things in which the occasional absurdity of social conventions is more strikingly made manifest than in the proprieties of gifts from men to women. For example, no man must offer jewelry to any woman to whom he is not nearly related. Yet it is quite correct that bonbons, which he is free to send, shall be contained in a bonbonniere costing much more than the sweets, and good form does not forbid that a precious vase shall accompany flowers, although such vase may by no means be sent empty to any but an intimate friend or relative.

When people are engaged, the list of possible and proper presents is greatly enlarged. Nevertheless there are some which are prohibited. A man may give his fiancée diamonds, but he must not present her with furs. He offends against good taste if he offers her any article of wearing apparel, to which rule gloves are the sole exception; a survival of the importance which attached to gloves in the middle ages, as gages d'amour and of battle. Moreover, it is bad taste for a wealthy man to spend money too lavishly upon an impecunious lady-love. In spite of the fact that it is natural and praiseworthy that he shall desire to give her the earth, or all that he can of it, it shows more delicacy of feeling upon his part to wait until she is his wife before he pours out his wealth at her feet. Careful attention to the tastes of the beloved, and thoughtful anticipation of her wishes, are many times stronger proof of tender love than the reckless expenditure of money in which blundering affection sometimes indulges.

From time immemorial "something fashioned by her own fair hands" has been the prescribed gift from a woman to her men relatives and friends—handkerchiefs, mufflers, neckties, sofa pillows, anything which a woman can make and a man may wear openly.

This, also, is a survival of the custom of the days of chivalry, when knights wore the colors of their lady-loves, wrought in needlework by the damsels themselves. But no well bred girl will make a gift to men with whom she is not upon terms of friendship. Christmas cards are the correct remembrance for all others who are upon her list of callers, and not even cards must be sent to the strangers whom she has met outside of her gates.

Dorothy Dix.

### Why the Heiress Should Go To Work.

The best preparation a young woman who is to have the control of money possibly can get is a year or two of hard, practical, common work in business offices. She will be surprised at the workings of law and justice as she sees them from the inside of a law office. She may be shocked to discover that money, money, money is the entering wedge that divides families and friends against themselves. She will be that much nearer to an understanding of that most complex of complexities, the human soul.

Seeing these things she certainly will have more respect and awe for the sternness of legality and will be less likely to be caught up on some small technical oversight. Seeing how fortunes vanish in a day she will be less likely to allow her own to vanish. She will learn what steps to take and how to take them to protect her own rights. She will learn how to open suit, how to close it. She will be able to discriminate between natural delays and delays due to negligence or incompetency, between reasonable and

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exorbitant charges, between responsible and shyster lawyers.

In a banking office she will see the care and system with which every penny is accounted for, every receipt and expenditure recorded, every accident of carelessness or dishonesty checkmated. She will learn who the responsible firms are; she will learn the methods of investigating a firm's responsibility.

In a real estate office, perhaps more than in any other, the heiress will gain knowledge which cannot but prove of practical assistance. She will see how estates are managed, how rents are collected, repairs provided for, transfers of property made. She will gain an invaluable knowledge of profit and loss; she will see where the little leaks that quickly cause the dike to burst occur.

As a stenographer in any office, the young heiress will gain invaluable insight into every cranny and crevice of business transactions. As a bookkeeper in any office, she will gain invaluable knowledge about the investing, collecting, banking, and securing of money. She will be out in the world and will see how the world's work is done.

"Out in the world," says the fond father, "that is the objection. I do not want my daughter to come in contact with the sordidness and hardships of the world—the business world." He fears it will take the bloom off her innocence, destroy her faith in men, make her hard and unwomanly.

It may be that the business woman sees a harder side of life than the more protected home and society woman. It may be that she sees fraud, selfishness, deceit. She may even hear gross or violent language occasionally. Judging from my own experience in business offices, these things are not common. The average man we meet in business offices is just the same man we meet in our homes, our churches, our social life. He is, perhaps, a little sterner, a trifle more abrupt. He makes less effort to conceal irritability. There is more to irritate him. But still he is the same man, at heart kind and chivalrous. As a father, husband, or brother the average business man holds certain sacred images in his heart, which even without his innate goodness would be sufficient protection for the girl whom necessity puts in his office.

But even if a business woman did see vulgarity or evil, the mere recognition of evil could not make an evil mind. The sight of wrong doing will not harden a woman to wrong. Rather will she view it with the more horror as something to be avoided and guarded against. By losing childish ignorance she may obtain a closer, more precious hold on girlish and womanly innocence. That this is not mere theory is proved a thousandfold by that great class of noble hearted, pure minded American girls who go forth daily to meet the world, and merge from the battle finer, sweeter, better women, happy in the consciousness of "something accomplished, something done."

It will not be as easy as it may seem for a young woman to obtain a position of such trust as will enable her to gain the most valuable knowledge. This fact will help her to realize the true worth of brains, character, principle. The trying, the failing, the succeeding

will all do their share in building a stronger, broader mentality. Faithful, loyal, dependable, high principle will become more than vague terms.

A short experience in a business office could not but give an heiress a clearer perception of the true and the false. She would lose that false self-value which is bred by flattering teachers, foolish companions, and toadying servants. Beauty, wealth, family, all those things that count for so much elsewhere, are naught here. It is the girl herself, her own power to think, to act, to prove her worth, to accept responsibility, that counts. There is work to do; she must do it. Something must be done at a certain time; she must see that it is done. Other people's comfort, other people's happiness, other people's affairs must come before her own. A woman comes out of such experience with all that selfishness which a life of pleasure genders blended in a great and serious desire to do that which will accomplish the greatest good for the greatest number.

It never has been the doll faced, doll brained woman who ruled the hearts of men. But more than ever before, in these days when woman has attained to a high plane of intellectual grace, it is the clever woman, the woman who can do things, who can make things go, who is the social success. The business woman meets men and talks to them, listens to them. She hears their views on broad subjects; her mind becomes broader. She learns to listen understandingly, to answer intelligently.

Sympathy always has been acknowledged to be one of the most charming of womanly graces. The truest, deepest sympathy is that which comes of interest and understanding. And these are something the business woman, the successful business woman, must possess or acquire—sympathy, interest, understanding. With these to help her she may obtain an influence over the minds of men such as her sister of more narrow experience never can hope to obtain.

Helen Byron.

#### Johnny-on-the-Spot.

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

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

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

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

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

As a matter of fact, by the time the enquired is seen again, he probably has either seen something else

where that has taken his fancy and bought it or has decided to postpone his purchase indefinitely. In either case, the sale is lost, and the dealer has only himself to blame. Thorough preparation for selling is the first necessary step; taking prompt and decisive advantage of every opportunity to effect a sale is next.

These two points are the secret of success in salesmanship.

"He who hesitates is lost."

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

This is mighty poor policy.

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

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

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

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

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

The rightness of a thing does not depend on its wryness.

The peroration of a sermon often prevents its application.

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### Evil Which Has Grown To Gigantic Proportions.

Boston, Mass., Feb. 23.—So far this week I have only looked at six cars of creamery because it was to be had at 18 cents. All the goods are of the combination hand separator concern's goods. Every one of them I felt sure was over the limit and I made arrangements with the owners to have it analyzed, and in the event of its proving all right I was to pay the chemist's charges, and if it exceeded 16 per cent. they were to pay. Your Uncle Dudley did not have to pay a penny for the analysis, for they ran from 18.28 to 21.88 per cent. One very large concern here who owned two of the cars that tested 18.28 per cent. told me that it was his intention to make a demand on the parties who sold him the goods in this market to take them back, although they were bought and paid for some four months ago, and if they do not, he intends to hand the case to the Government, because the house the goods were bought from is able to stand the 10 per cent. tax if it is imposed, and I imagine we shall have something interesting out of this. I do not think people who have this sort of slush know exactly where they do stand, and how they are going to come out of it. I must say if I owned any I should not sleep very comfortably. It looks to me as if a great deal of it will have to be carried over or renovated.

Geo. A. Cochrane.

This is a new proposition, and yet I am inclined to think that there is a responsibility in connection with the sale of illegal goods that the merchant must bear. He doubtless has his recourse, but the law provides that the wholesale dealer who handles adulterated butter without a license is liable to heavy penalty. It seems to me that the loss must eventually come back upon the manufacturer, and the attitude of our Government official indicates that the maker of the goods will be held strictly to account.

Beside the more energetic steps that the Internal Revenue Department are planning to detect the makers of butter who incorporate into their product an excessive amount of moisture, there are likely to be some trade rules passed that will bear strongly upon the sale of these goods in the Eastern markets. So before the opening of the new season I want to suggest that plans be laid for the making of strictly honest butter. The other day I was told by the member of a large centralizing creamery concern that they had sent out word to their factories to cut down the overrun and make the finest quality that it was possible for them to turn out.

I want to say another word about the quality of butter, and the prospect that the maker of fancy goods will receive a relatively better price for his product this year than for

several years past. This subject is being talked about a good deal by our merchants, and there is an overwhelming sentiment in favor of exacting full value for high quality, and let the other grades find their own level. This feeling is now finding expression in the official quotations that are being established in New York and elsewhere. The Quotation Committee of the New York Mercantile Exchange have been instructed by the Executive Committee of the Exchange to base quotations on the actual selling value of all qualities, and while there is no disposition to strain the position it is quite clear that fancy butter—93 points and better—will receive more recognition than heretofore. There are certain buyers who are willing to pay good prices for high quality, and those figures should be recognized. It will do more to stimulate the making of a first class article than anything that I know of. For several years the average quality of our product has been running down, and it is quite time that some step should be taken that will turn the tide in the other direction. To accomplish this it has been suggested that a distinction be made between whole milk and hand separator creamery. I have no sympathy with this. It matters little under what system the butter is made if fancy quality is produced. If a company operating under the hand separator system can so educate its patrons as to get the cream to the plant sweet and fresh, and the process of manufacture is on lines that will give good body, fine flavor, etc., without in some skillful manner covering up some inherent defects that will develop by the time they reach the consumer's table, they are entitled to the best price the market affords. The test should be quality alone, and those who do not reach the standard must either improve their product, or be prepared to take a lower price.—N. Y. Produce Review.

### To Transport Fresh Fish.

Consul General Guenther, of Frankfurt, writes to the Department of Commerce and Labor that it is reported from Paris that the experiments made by Professor Gruvel, of the University of Bordeaux, who is also chief of the Fishery Commission for the western coast of Africa, with reference to keeping fish in refrigerators or upon snow, have been closed after twenty-three days.

They have proven that it is possible to ship fresh fish, as sole, etc., in perfect condition from the African coast to France. Lobsters which had been boiled at once and kept in refrigerator chambers arrived in Paris from West Africa perfect in freshness and flavor. The sampling occurred at a Paris restaurant under the chairmanship of Mr. Dybowski, Inspector General of Colonial Agriculture, in presence of numerous merchants and manufacturers. It has already been decided to establish a regular steamship service for the purpose of supplying fresh salt water fish from the western coast of Africa.

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

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

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

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

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

**Empire Produce Company**

Port Huron, Mich.



**Grease Proof Paper for Use of Meat Dealers.**

A new factory has been opened for the manufacture of grease proof paper, especially for the use of butchers and packers. The new paper is practically impervious to all greases except petroleum and lard in large quantities. The ordinary fat of meat or fowls or butter can not get through it, and for wrapping goods of this character it has no equal. It is also chemically pure and contains no substance that is in any way injurious to food products. It is of a pleasing color, and certain to be in demand by progressive butchers everywhere.

The most successful meat dealers are those who are alert to the value of so-called little things. They know that what may seem comparatively insignificant may have a marked effect on both their trade and their profits. Among the things which come under this head is wrapping paper. Very few butchers now use the old fashioned coarse yellow paper that was once about the only kind used for wrapping meats, it being the aim of progressive dealers to make their parcels as attractive as possible. Probably everybody recognizes that such packages give a reputation for neatness and cleanliness to a market, but it is doubtful if the great majority of the trade has considered how proper paper may increase profits. Yet that it can do so is far from impossible. Women naturally hesitate to carry home a parcel if it is not neat, or if there is any danger of the contents leaking through. But once let them become assured that meat can be as safely carried as dry goods and they will often take with them small parcels which they now order delivered. It is evident that the more bundles carried away by customers the less the expense of the delivery department, and every saving in expense is of course an addition to the profits. There are several varieties of paper made especially for butchers' use, some of them very good indeed. Among them is newspaper which meat, poultry or butter can be carried safely any distance by even the most fastidious. An interesting test of this new paper, which has recently been patented, is to lay a sheet of tea paper, which shows grease spots very quickly and plainly. Upon the sheet of grease proof paper was placed a lump of butter, which was mashed and rubbed into the paper thoroughly for several minutes. After letting it stand a while the upper paper and butter were raised, and the white tea paper underneath showed not the slightest trace of grease. As the paper described is waterproof as well as grease proof, it will be readily seen how well

adapted it is for wrapping meats. It comes both in sheets and in rolls, and is undoubtedly a decided improvement in the wrapping paper line.

**Street Food Display.**

In busy and crowded thoroughfares the practice of exposing food for sale is open to the greatest objection. The air of such places presents a terrible bacteriological history, and the contamination of food sold in open places becomes an easy possibility. Street dust is full of tubercle bacilli; it also may contain the microbes of malignant tetanus. The taint deposited on food exposed for sale may be purged in the process of cooking and micro-organisms may be destroyed. Milk is peculiarly liable to take up unpleasant odors, and so also is fish. The former is employed, exposed in shallow trays, to reduce the smell of paint in a house. Fish can not be placed in the same parcel as coffee or other pungent smelling articles of food, as it so rapidly absorbs the odoriferous principle. Busy streets are seldom free from offensive effluvia, and it is reasonable to conclude that these would easily affect many articles of food exposed to them.

Butchers' meat might easily get tainted. It has been recorded that meat exposed to a current of tobacco smoke has proved powerfully toxic, and this again affords a further illustration of the dangers involved when food is indiscriminately left in contact with air of doubtful purity. It is not desirable that food offered for sale should be exposed to the free influx of air from the streets. If it must be presented to view to attract customers it should be exhibited behind a glass screen and adequate provision should be made for ventilation with pure air.

**John's Observation.**

John was home from college for the holidays, and one of the things that struck the impressionable young man was that Dora Mason, the daughter of a near neighbor, had, during his absence, changed from a Tomboyish school girl into a very beautiful young woman. His father had also noticed it.

"Have ye noticed how old Joe Mason's daughter shot up, John?" he asked his son. "Seem's to me she's getting quite a handsome young critter!"

"Father," said John, enthusiastically, "she is as beautiful as Hebe!"

"She's a jolly sight purtier than he be!" objected the old man. "Where's your eyes, boy? Joe's got a face like an old barn door. It's her mother she gets her looks from!"

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## THE UNION LABOR PROBLEM.

## Some Fundamental Legal Principles Which Apply To Controversies With Labor Combinations.

The present labor problem legally is largely a study of labor in combination, its purposes and its methods. Owing to the great growth of labor combinations in this country in recent years, both in the point of numbers and in the development of efficient organization, this problem has come more and more into prominence and the courts have been called upon to a greater and greater extent to lay down the rights, limitations and liabilities pertaining to such combinations. It happens, therefore, that a branch of the law which has heretofore received comparatively slight attention from the judiciary has suddenly become most important and the issues which are to be decided in great labor controversies are, perhaps, the most vital issues of the present day. Industrial stability, equilibrium and progress depend upon their correct solution by our courts.

## Conspiracy Defined.

Excepting for statutes in several of the States which are mainly declaratory of the common law, the principles involved in labor controversies are those of the old common law of conspiracy. A conspiracy at common law has come to be generally defined as a combination to do an unlawful act or to do any act by unlawful means. Time was when mere combination on the part of the laboring men to secure an increase in wages was a criminal conspiracy at common law. Mr. Justice Grose, in England, as early as 1796, said, "As in the case of the journeymen conspiring to raise their wages, each may insist on raising his wages if he can, but if several meet for the same purpose, it is illegal and the parties may be indicted for a conspiracy." Both the English and American courts now fully recognize the right of workmen to combine for any proper and legitimate purpose and to further such purpose by any proper and legitimate means. To become a conspiracy, such a combination need not contemplate or do a criminal act. If its purposes immediate or remote are unlawful, or if it use any unlawful means, it is now stamped by the great weight of authority as a criminal conspiracy. The same rule applies to combinations or associations of employers and the courts now make no distinction between the two as to the principles which govern them. It may also be said that the so-called distinction between a civil and a criminal conspiracy has no real foundation. A conspiracy is criminal. Third parties who are injured and suffer substantial damage from a conspiracy have a civil action against the conspirators. The first question before the courts in any action, whether civil or criminal, arising out of a labor controversy, is this: Is there a combination which has an unlawful purpose or which is using or is threatening to use unlawful means?

## Purposes of Combinations.

Every purpose is lawful which is not unlawful. The increase of wages, the lessening of hours of labor, the bettering of conditions of labor, the prohibition of the employment of child labor, the aid of members or their families in case of sickness, strike, accident or death, the elevation of the standards of morality and workmanship and other kindred purposes are not only lawful but praiseworthy.

Men may combine, however, to quit their employment in a body—that is, to strike—or to cease to deal with some person—that is to boycott—with no other purpose or object than from mere whim or caprice. To hold otherwise would be to infringe personal liberty, the bulwark of our institutions. The refusal to work in company with non-members of their association or to handle material which has been handled by objectionable parties or to refuse to labor because new improvements in machinery have been introduced are examples of unfair and uneconomic uses to which combinations may put their rights. Other innumerable cases where industries have been ruined for the most whimsical and petty reasons by the exercise of labor unions of their lawful rights are of common knowledge.

Certain clearly defined limitations, however, have come to be recognized in regard to the purposes for which an industrial combination may use the mighty force of its concerted action and certain purposes on the part of such a combination have been defined as unlawful. We shall briefly consider some of these purposes.

## Monopoly.

The purpose of establishing or fostering a monopoly of the labor market on the part of a combination is unlawful, and a combination with such a purpose is a conspiracy. Such a purpose is held to be contrary to public policy. In a leading case, the Court of Appeals of New York said with reference to a closed shop contract, "Public policy and the interests of society favor the utmost freedom in the citizen to pursue his lawful trade or calling, and if the purpose of an organization or combination of workmen be to hamper or to restrict that freedom, and through contracts and arrangements with employers to coerce other workmen to become members of the organization and to come under its rules and conditions, under the penalty of the loss of their position, and of deprivation of employment, then that purpose seems clearly unlawful and militates against the spirit of our government and the nature of our institutions. The effectuation of such a purpose would rather conflict with that principle of public policy which prohibits monopolies and exclusive privileges. It would tend to deprive the public of the services of men in useful employments and capacities." In a recent case, Judge Adams, of the Illinois Appellate Court, referring to a closed shop contract, said, "The agreements in question would, if executed, tend to create a monopoly in favor of the members of

the different unions to the exclusion of workmen not members of such unions, and are in this respect unlawful. Contracts tending to create a monopoly are void."

## Compulsion of Membership.

The purpose of compelling non-members to join a combination against their will is unlawful. Said the Attorney General of Pennsylvania in an early case, "If the purpose of the association is well understood, it will be found that they leave no individual at liberty to join the society or to reject it. They compel him to become a member. Is there any reason to suppose that the laws are not competent to redress an evil of this magnitude?"

On this point, Mr. Justice Hammond delivering the opinion of the Supreme Court of Massachusetts, said, "The purpose of these demands was to force the plaintiff to join the defendants' association, and to that end they injured the plaintiffs in their business and molested and disturbed them in their effort to work at their trade. The defendants might make such lawful rules as they please for the regulation of their own conduct, but they had no right to force other persons to join them."

## Malice.

We come now to a most important proposition relating to the purposes of combinations. It has always been a principle of law that an individual incurred no liability because of his motive in performing a certain act, if that act were fully within his legal rights. His motive might be malicious and the act intended to annoy or injure, and yet no liability be incurred if the act in itself were lawful. There has been some difference of authority as to whether a similar rule applied to the acts of a combination. Owing partly perhaps to a recognition of the stupendous power wielded by the great industrial combinations of the present day, it has come to be settled by the great weight of authority that malice on the part of a combination—the intent wantonly to inflict injury upon others—is unlawful, and that a combination with such a motive is a conspiracy. It does not follow that the mere infliction of injury by a combination is unlawful, for many cases will arise where a combination acting from motives that are perfectly proper and lawful will nevertheless cause great damage to others. This damage must be borne without redress. But the infliction of injury by a combination must be shown to have some proper justification or excuse. Otherwise its conduct will be deemed malicious in law and unlawful, and the combination itself a conspiracy. And in defining what constitutes malicious purpose or motive, the courts do not seek for malice in fact. A combination, like an individual, is deemed to foresee and intend the logical and necessary consequence of its actions, and if injury be inflicted upon others, and no proper justification or excuse be found, malice in law will be presumed. The language of the courts will make this proposition more clear, and its importance justifies a citation of some of the authorities.

The leading English authority is the recent case of *Quinn vs. Leatham*. The case arose out of the refusal of the plaintiffs to discharge a non-union workman at the request of the union. Thereupon his union workmen were called out and a systematic campaign was organized to induce other workmen not to enter his employ and to induce third parties not to deal with him.

Lord Lindley said: "My Lords, it is said that conduct which is not actionable on the part of one person can not be actionable if it is that of several acting in concert. This may be so where many do no more than one is supposed to do. But numbers may annoy and coerce where one may not. Annoyance and coercion by many may be so intolerable as to become actionable, and produce a result which one alone could not produce."

Speaking of a labor union, Judge Taft, our present Secretary of War, said: "Ordinarily when such a combination of persons does not use violence, actual or threatened, to accomplish their purpose, it is difficult to point out with clearness the illegal means or end which makes the combination an unlawful conspiracy; for it is generally lawful for the combiners to withdraw their intercourse and its benefits from any person and to announce their intention of doing so, and it is generally lawful for the others, of their own motion, to do that which the combiners seek to compel them to do. Such combinations are said to be unlawful conspiracies though the acts in themselves and considered singly are innocent, when the acts are done with malice, i. e., with the intention to injure another without lawful excuse."

In a Massachusetts case in which an injunction was issued against peaceful picketing, Mr. Justice Holmes, now on the Supreme Bench of the United States, said, "I agree, whatever may be the law in the case of a single defendant, that when a plaintiff proves that several persons have combined and conspired to injure his business, and have done acts producing that effect, he shows temporal damage and a cause of action, unless the facts disclose, or the defendants prove, some ground of excuse or justification. And I take it to be settled and rightly settled, that doing that damage by combined persuasion is actionable, as well as doing it by falsehood or by force."

There are many other authorities to like effect. It must be taken as settled, that when a combination of capital or labor pursues a course naturally and inevitably resulting in injury to others, it must show some legal justification or excuse. If its conduct lacks such justification, it is deemed malicious in law, and the combination becomes a conspiracy. Once the unlawful purpose is established, all the acts done by the combination or its individual members in furtherance of such purpose become unlawful, even though such acts, if done by an individual, would ordinarily be within his legal rights. This doctrine is most important. If applied with intelligence and courage, it furnishes a most necessary check upon the great combi-



nations of workmen and employers, which have unmeasured opportunity for good, or if perverted, an unmeasured power for oppression and evil.

#### What Justifies Injury by a Combination.

As has been said, a combination is not unlawful merely because it damages third parties. If it can show the justification of a proper and legitimate motive, the party injured has no redress. The usual motive relied upon to justify such injury is that of trade competition.

Confining ourselves strictly to the labor problem, the question which most often arises is this: Is a union or its members who have quit their employment and gone on strike engaged in such a contest or competition with their former employer as justifies a combined and concerted course of action, the purpose of which is to so cripple and obstruct his business as to make it necessary for him to receive back into his employ his former workmen under conditions dictated by them? The weight of authority is to the effect that no such competition or contest exists, in a case like the one supposed, which will justify or excuse a combined effort to injure the employer's business, even though no violence or unlawful means is used.

In a recent case arising out of the present printers' strike in Chicago, Judge Holdom, of the Superior Court, said, "Can the acts of defendants be justified on the ground of fair business competition? Can the defendant union or its officers or members consistently be said to be competitors of the complainants? In what sense are they competitors? The union can not be said to be engaged in either the printing or binding business; neither are its officers or members, except when they are working for complainants or others who are engaged in that business."

Perhaps the most thorough discussion of this question is found in a case decided in the Supreme Court of Massachusetts in June of the present year. Plaintiff refused to join the union and defendant, a business agent of the union, thereupon notified plaintiff's employer that plaintiff was objectionable to the union and he was discharged. The defendant claimed that the procurement of plaintiff's discharge was justified on the ground of fair competition. The Court considers this claim under the head of Competition of Workmen Among Themselves, and also under the head of Competition Between Employers and Employed.

Chief Justice Knowlton said, "It is difficult to see how the object to be gained can come within the field of fair competition. If we consider it in reference to the right of employees to compete with one another, inducing a person to join a union has no tendency to aid them in such competition. Indeed, the object of organizations of this kind is not to make competition of employees with one another more easy or successful. It is rather, by association, to prevent such competition, to bring all to equality and to make them act together in a common interest. Plainly, then, interference with one working under a contract, with a view to compel him to join a union, can not be justified as a part of the competition of workmen with one another."

We understand that the attempted justification rests entirely upon another kind of so-called competition, namely, competition between employers and the employed, in the attempt of each class to obtain as large a share as possible of the income from their combined efforts in the industrial field. In a strict sense, this is hardly competition. It is a struggle or contention of interests of different kinds, which are in opposition, so far as the division of profits is concerned. In a broad sense, perhaps, the contending forces may be called competitors. \* \* \* The gain which a labor union may expect to derive from inducing others to join it is not an improvement to be obtained directly in the conditions under which the men are working, but only added strength for such contests with employers as may arise in the future. An object of this kind is too remote to be considered a benefit in business, such as to justify the infliction of intentional injury upon a third person for the purpose of obtaining it."

It would seem to be clear from these cases and others, that the weight of authority is against the contention that the employee or a union of employees is engaged in such a competition with the employer as would furnish an excuse for a combined attempt to injure and cripple the business of the employer, even though the means used were in themselves entirely peaceful and lawful. Having severed their relations with their employer, the former employees cease to have any right, title, or interest in the business. It is the employer's privilege to conduct that business without their aid and unmolested, if he can do so. If he is unable to supply their places in the open labor market, he must of necessity re-employ them upon their own conditions or go out of business. A man who is not a member of the union has a right to be employed, and the employer has a right to employ him. Public policy and the right of private contract require that they should be unmolested in the exercise of these rights.

The discussion of the purposes of industrial combinations has been thus extended because this branch of the subject seems to the writer to be not only the most important, but also the least clearly defined or understood in the minds of the bench and bar. It is natural to look at the overt act rather than to the purposes behind it, and if there is nothing unlawful or criminal in the particular act, to reach the conclusion that no cause of action exists. The writer believes that a thorough investigation of the purposes and objects of combinations, immediate or remote, and a correct understanding of the legal rules and limitations which apply to them will solve the great majority of legal questions arising out of the labor problem.

#### The Means Employed by Combinations.

If an unlawful purpose on the part of a combination has been estab-

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lished, any means used in furtherance of such purpose would be unlawful. This follows from the previous discussion. Aside, however, from any consideration of purpose, if the particular acts and conduct of a combination are unlawful in and of themselves, the combination is a conspiracy. As to what particular acts are lawful or unlawful on the part of combinations, there is very little of peculiar or special interest to warrant any extended treatment in this paper. The ordinary rules of law govern such acts, and not only the judiciary, but even the general public are fairly well informed as to what acts are lawful or unlawful. Violence or threats of violence to person or property, fraud, falsehood, and misrepresentation, and the intimidation, oppression or coercion of an individual or his employees or those who deal with him, are all acts generally understood to be unlawful on the part of a combination. The Courts are taking into account more and more the power of a great combination for injury and evil, when it is used for purposes of intimidation, oppression or coercion. Thus it is held that following a workman upon the streets in a body is a form of intimidation although no violence is offered. The courts hold that there may be a form of intimidation entirely disconnected from fear of personal violence. Likewise, such epithets as "rat," "scab," "enemy to organized labor," and the like, applied to workmen, are held to be forms of unlawful intimidation and coercion. Judge McPherson, of the U. S. District Court of the Southern District of Iowa, said in a very recent case, "One man can be intimidated only when knocked down. But the peaceful law-abiding man can be and is intimidated by gesticulations, by menaces, by being called harsh names, and by being followed, or compelled to pass men known to be unfriendly. Perhaps such a man may not be a bully, but is frail in size and strength, or he may be a timid man. But such a man is just as much entitled to go and come in quiet, without even mental disturbance, as is the man afraid of no one and able with or without weapons to cope with all comers. The frail man, or the man who shuns disturbances, or the timid man, must be protected, and the company has the right to employ such."

Similar language was used by Mr. Justice Allen of Massachusetts. He said, "Intimidation is not limited to threats of violence or of physical injury to person or property. It has a broader signification and there also may be a moral intimidation which is illegal."

Further discussion of specific unlawful acts would serve no useful purpose in this paper. There is little conflict among the authorities as to the principles of law which apply, and little difficulty will be experienced in applying the law to the circumstances in any given case.

#### Coercion Within a Combination.

The application of the law of conspiracy to the industrial combinations of the present day leads to many most interesting and sometimes surprising results. It is the present tendency of the courts to seek the real, rather than the apparent facts in each case; to search out in every instance the primary and moving cause, and the true motive and purposes of the actors. This tendency is perhaps the most important and interesting phase of the present judicial opinion in labor questions, and warrants a brief statement of the results in some of the cases in which it appears.

While it is true that men may combine lawfully for many purposes, and by their concert of action may cause great injury to others, a close study of any given case often reveals the fact that the apparent combination is not the real combination which causes the injury. This grows out of the form which industrial combinations usually take. These combinations are almost universally voluntary, unincorporated associations. They have a constitution, rules and by-laws. They have officers and agents, and a majority vote is generally sufficient to direct the policy of the association. Fines and penalties are provided to punish the individual member who does not obey the orders of his superior officer, or who breaks the rules or by-laws, or who refuses to act in accordance with the opinion of the majority.

It thus happens that the action of the association in any particular case, while seemingly unanimous, may be the voluntary action only of a bare majority. Concert of action on the part of the minority is assured and compelled by the fines and penalties provided in the by-laws. In other cases where authority is vested in the officers, board of trustees, or executive committee of an association, it happens that the whole association at the order or dictation of these officers or leaders, which dictation is enforced by the fear of fines or penalties, may be compelled to take some action contrary to the real wishes of a great majority of the association. Men who desire to work and have no grievance will be ordered to go on strike to secure some object entirely disconnected with local conditions. Concert of action thus obtained is a mere misnomer, and third parties often suffer serious injury by the conduct of combinations in which only a few joining in the supposed concert of action have any real sympathy.

To allow cases of this kind to go without remedy would be productive of evil results which could not be estimated. It would mean that the rules and by-laws of these combinations, or the decrees and orders of their officers, would become the supreme law of their members, and that by becoming a member, the individual would surrender his right thereafter to act in accordance with his own conscience, judgment and self interest. This would result in placing into the hands of a few the power to do untold injury to others through their control of these powerful associations. While it may be true in a general sense that men may, if they choose, join an association and by joining, surrender a portion of their individual initiative, and that as among the members themselves and for causes not affecting the rights of third parties, fines and penalties may be provided for violation of

the rules and by-laws, yet the courts have established a distinctly different rule in cases where third parties are affected. In these cases, when the concert of action of an association which injures a third party is not voluntary on the part of the members of the association, but is secured at the dictation of a portion only, and is compelled by the fear of fines and penalties, it is held that the third party thus injured has legal redress. The parties who formed the purpose and directed the action of the association are considered as the real combination, and the fear of fines, penalties, or other forms of punishment on the part of the individual members is considered as unlawful coercion.

The Supreme Court of Vermont said in a late case, "Without undertaking to designate with precision the lawful limit of organized effort, it may safely be affirmed that when the will of the majority of an organized body, in matters involving the rights of outside parties, is enforced upon its members by means of fines and penalties, the situation is essentially the same as when unity of action is secured among unorganized individuals by threats or intimidation. The withdrawal of patronage by concerted action, if legal in itself, becomes illegal when the concert of action is produced by coercion. The fact that the members of the association voluntarily assumed its obligations in the first instance, so far as it be a fact, is not controlling. The law sees in the membership of an association of this character both the authors of its coercive system and the victims of its unlawful pressure."

A most interesting case in this connection is that of Norcross Bros. Co. vs. the Bricklayers' Union, decided by the Supreme Court of Massachusetts, October 30th, of the present year. Plaintiffs were engaged in erecting a power house for the Harvard Medical School. They sought to use arches made of brick and shaped in a machine. The business agent of the bricklayers' union, one Driscoll, insisted that making and setting the arches was bricklayers' work. He threatened that unless the arches should be taken out and new ones made by the members of the union, a strike would be called on other buildings which plaintiffs had in process of construction. Plaintiffs refused and strike was ordered by Driscoll, acting under authority conferred upon him by the unions.

Mr. Justice Morton said, "The men were willing to continue at work. They had personally and individually nothing to complain of. The number of men who were thus ordered out and who quit work was not large, but the action of the defendant Driscoll in ordering the men out and of the men in quitting work has resulted in great loss, damage and delay to the plaintiff. I find that this result was contemplated and intended by the defendant Driscoll and the officers and members of the union, for the purpose of coercing and intimidating the plaintiff into compliance with their demands. The unions are voluntary organizations with a large membership, and the members are liable to fines and penalties and forfeitures if they fail to comply with the rules and regulations of the unions. In this case, if the men had refused to quit work as ordered by the business agent he could have reported their conduct to the unions and they would have been liable to fine and expulsion and a forfeiture of all benefits accruing to them by virtue of their membership in the funds and property of the association and otherwise. I find that the men would not have quit work but for the coercion to which they were thus subject, and to which they had voluntarily submitted themselves. I think that the members of the unions have the right to combine to protect and further their interests in all lawful and proper ways, but I think that what has been done in this case goes beyond lawful and proper limits and that the plaintiff is entitled to an injunction restraining the defendant Driscoll and other officers and members of the unions from calling or combining and conspiring to call a strike of members of the unions at work on buildings in the process of construction by the plaintiff in Boston and vicinity for the purpose of compelling them to give up the use of labor-saving machinery or to take out and remove any arches, or from interfering by force, threats or intimidation with men desiring to continue in the service of the complainant, or from interfering or combining and conspiring to interfere by force, threats or intimidations with the management of the plaintiff's business by its officers and agents."

In a recent case in Pennsylvania, in which the discharge of non-union men was secured by threat of strike, the court uses the following language pertinent to this question. "And so, as already intimated, it comes simply to the question, shall the law of an irresponsible trades union, or, shall the organic law of a free commonwealth prevail? We answer every court of the commonwealth is bound to maintain the latter in letter and spirit."

Further comment or citation of authority along this line is unnecessary. These cases show that the courts are going to the heart of things. If members of the public at large are compelled to boycott a man by means of the intimidation and coercion of some combination, there is no question about his legal remedy. He is equally damaged if those who are coerced into ceasing to deal with, or to work for him, and those who do the coercing all belong to the same association. The only difference between the two cases is that in the one the individuals have agreed that they would submit to the coercion, and in the other, they have not. The courts, then, in holding the two cases similar in principle, hold in effect that the contracts of individual members of an association submitting themselves to the fines and penalties of its rules and by-laws are void and of no effect when the rights of third parties are involved.

#### The Strike.

Reduced to simplest terms, a strike is the simultaneous action of a body



of workmen acting in concert in quitting their employment. As thus defined, strikes are entirely lawful. Men who are not under contract for a certain period have a right to leave their work at any time, singly or collectively, and ordinarily their reason for leaving is of no consequence as far as the legality of their action is concerned.

Behind a strike thus simply defined, there may, however, be forces and purposes which entirely change the situation, and which may stamp the concerted action as a conspiracy. If the strike, although lawful in itself, is instituted for an unlawful purpose, it becomes a mere part of a larger movement. The strike would thus become an instrument or means in the carrying out of a conspiracy. Inasmuch as every act in the conduct of a conspiracy tending to carry out its unlawful purposes becomes unlawful, a strike in such a case would be unlawful.

Likewise, a strike must not be brought about by the use of any unlawful means, such as coercion or intimidation. What has already been said about coercion within a combination by means of fines, penalties, etc., applies here. The strike must be the voluntary and free action of all those participating in it. If a large number of those who strike are coerced or intimidated into doing so by fines, penalties, forfeitures, or other forms of unlawful coercion, the action of those instituting such a strike becomes an unlawful conspiracy. Thus, in several late cases, although it is the general understanding that strikes are entirely lawful, yet we find injunctions issued against the union or its officers restraining them from instituting strikes.

#### The Boycott.

There are two ways to define the word "boycott." Originally, the term "boycott" meant the voluntary action of a number of persons in ceasing to deal with or have business relations with some other person. There is nothing unlawful in such a procedure. As in the case of strikes, men individually or collectively may lawfully cease to deal with other men.

One of the greatest weapons of organized labor in its conflicts with the employer has been the boycott. Its original character has been so extended and developed that the word has taken on a new meaning. If only the members of a particular combination ceased to deal with an objectionable person, he might suffer little or no injury. If, however, the combination can persuade, induce or compel others besides its own members to cease to deal with any person, he may be entirely ruined if the boycott can be made extensive enough. The difference between the original boycott and the modern boycott lies in persuading or compelling those outside of the particular combination to adopt the policy of non-dealing with the person under boycott. This modern form of the boycott is unlawful. A combination, whether of employers or employees, has no right to use its strength for the injury of some third person, by inducing, persuading or compelling third parties not to deal with him. A boycott, like the strike, must be the voluntary action of all those who participate in it. The movement that the element of coercion or intimidation or of malicious persuasion enters into it, it comes within our definition of a conspiracy.

#### The Closed Shop Contract.

A closed shop is a shop in which only members of a particular union or unions are employed. The shop is closed to all non-members. A closed shop contract, as here spoken of, is a contract between the employer upon the one part and the union upon the other, in which it is provided that the employer will hire only the members of the particular union. Closed shop contracts may be divided into two classes, public and private. A public closed shop contract is a contract one of the parties to which is a public corporation, such as a county, city, or board of education. A private closed shop contract is one all of the parties to which are private persons or associations.

All the authorities agree that a public closed shop contract is unlawful and void. It is our theory of government that it shall be absolutely impartial as between all classes of citizens. A public or governmental body has no right to discriminate between different classes of workmen. Public building contracts providing that none but union labor shall be used, public printing contracts providing that the printing must bear the union label, resolutions and ordinances of city councils and other public bodies to the effect that none but union labor shall be employed on public work—all these have been condemned and held unlawful and void in every case in which they have arisen, without a single exception.

The private closed shop contract is subject to different considerations. The private employer owes no such duty as does the public employer not to discriminate. The private employer may employ all Catholics or all Protestants, all union or all non-union men, as he sees fit. If he may do this lawfully, the question becomes, why can he not make a contract with some particular association to do it?

The moment he makes a contract, the matter ceases to be within his voluntary, individual choice. There is another party which has secured rights under the contract, and that party is a combination. The contract, therefore, at once becomes subject to the principles of law which govern combinations, and if there can be found in the contract any unlawful purpose, or if the contract has been secured by the use of any unlawful means, then it would be unlawful and void. A closed shop contract by which the union which is a party to it seeks to secure a monopoly or seeks to compel non-union men to join its ranks, or to prevent non-union men from securing employment, is unlawful because it is merely a part of an unlawful conspiracy. Likewise, a contract which the employer has been coerced or intimidated into signing against his will is unlawful. It follows that it

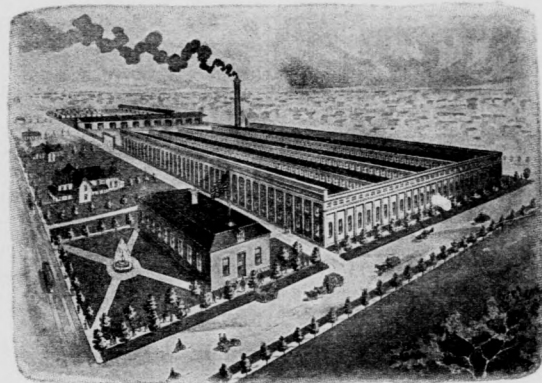
can not be said that a private closed shop contract in and of itself is unlawful. The circumstances of each case must be examined in the light of the principles of the law of conspiracy, in order to determine the validity of any particular contract.

The closed shop contract thus far discussed has been one to which a combination or association was a party. Contracts between the individual employer upon the one hand and his workmen individually upon the other may rest upon a different footing. The workman who sells his labor has a right to sell it under certain conditions and restrictions, if he can find any one willing to buy it on those terms. A union workman may be averse to working in company with non-members of his union and may stipulate as one of the conditions of his employment that no non-members shall be employed in that shop or department. If the employer is willing to sign such a contract voluntarily, it is difficult to point out any illegality, and if the employer signs a contract of this kind with each of his workmen individually, there will result a closed shop secured by contract. In like manner, of course, an employer may make contracts with his individual men by which they agree not to join a union, and thus will be secured a non-union shop based upon contract. The one would be a closed shop just as much as the other. The right to make such individual contracts in each of these cases, that is, to secure a closed union shop and to secure a closed non-union shop, has been upheld in the highest court of two different States, Pennsylvania and New York. It is probable, however, that even conceding the right of the individual contract, it will be true that wherever these contracts can be shown to be really part of the concerted movement of a combination, they will be held to be subject to the principles of the law of conspiracy, in like manner as the other acts and conduct of a combination.

#### Conclusion.

An attempt has been made in this article to deal only in fundamental principles, and to deal with a few such principles thoroughly and well, rather than to cover a wide field more superficially. It has been hard to refrain from mention of many interesting facts and conditions relating to this subject. In so many ways do the facts present themselves in the different cases that oftentimes they resemble the labyrinth of old, and once lost in their mazes without any key or guide, escape seems hopeless. The purpose of this article will have been fully accomplished if it shall have woven any new strands into the cord which shall lead any of its hearers out of the complexities and difficulties of any case into the light of truth and justice.

Walter Drew,  
Attorney for Citizens' Alliance.



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## DOPE SPRINGS.

## Legend of a Line Shoot That Ended a Career.

Any town that hasn't a legend or two among its visible assets is indeed a wretched community far removed from the limelight. I wouldn't abide in such a place myself. The inmates might as well seek to win a spot on the map without the aid of souvenir postal cards and the baseball team. Life must be a dreary job in a legendless town—something like living in Brooklyn, I imagine.

Now, the salt sea air of Dope Springs is full of legendary lore, and some of the tales are almost as weird as the kind that made Milwaukee—I mean the Catskills—famous. The big wind in Ireland was only a puff to the gale that tore our drawbridge down and carried Mr. Joe Tondy's fiddle into the gulf stream. And the dirges of the Lost Elaine were ragtime alongside the wails the wind dragged from the strings of the departing fiddle.

I might go on and relate the legend of the Wyandotte hen, subject to nightmare, who roosted in a tall tree, and the doings of a northern pilgrim, who tried to raise ducks in an alligator pond. Not less exciting is the romantic deed of a humble shrimp fisher who ate nine pounds of dry soda crackers while sailing from Sacramento to Round Island, a distance of three miles. But what's the use? I lack the nerve to put Sleepy Hollow out of business as the boss legend center of the United States.

Therefore, I will note the severely simple proceedings of Mr. Squirrel Jordan, long since passed away. He left behind him the Legend of the Live Shoot and a buffaloe target club to mourn his loss. His misdirected endeavor was intended to improve the zeal and aim of a hardy race of nimrods beyond the blue rock belt, and that the live shoot failed was no fault of the promoter. It is said he pined away and died of a broken heart. Be that as it may, the legend of the live shoot is freighted with woe and sadness long before the end.

Squirrels were Mr. Jordan's Prince Albert, or long suit, in the earlier stages of his career. He made those alert little creatures hard to find. It was his habit to prowl the woods from daylight till dark with his glistening eyeballs fixed on the tree tops. If a squirrel so much as showed a head Mr. Jordan fixed its clock right then and there.

The gaze of the hunter was ever directed aloft. That was his business. While thus preoccupied his tender shin-bones blazed a trail through the trackless jungle. He bumped shins on stumps, fallen timber, and protruding roots. The cuss words Mr. Jordan emitted while blazing new trails are said to have made the welkin ring and withered some wild flowers blooming in the bosky dells. How many of these flowers died under the blighting influence of Mr. Jordan's vocabulary I have no means of knowing. However, that portion of the legend is immaterial.

At night by the fireside the wicked squirrel hunter applied pungent herbs to his bumped shins and blasphemed more and worse, if anything than during business hours. He failed to see why the soft part of a gentleman's

shanks should go to waste on the hind side of his legs, where the fleshy cushions did no good. Why in the name of sulphur and molasses, Mr. Jordan loudly asked, did not the Creator locate the calves of the legs in front, so as to soften the pathway of squirrel hunters in the forest primeval? That was the burden of his blasphemous complaint. Before he left this misfit world he hoped to see at least one human being who was built according to Hoyle.

No answer came to this uncouth wish until the advent of the Jordan first born. The boy had a pair of fat and pink calves on the front side of his little legs midway between the hock joints and the fetlocks. Otherwise the child was all right. The offside calves, the natives said, were a curse upon Squirrel Jordan for critising his own shape in a loud and profane manner; and a new and more agonizing problem confronted the parent and made wretched his sleeping and waking hours. He didn't know whether to educate his son for the squirrel hunting or football industry. Nature had designed Little Squirrel to shine in either line, provided he got the right start.

At any rate, so the legend runs, Mr. Jordan forsook the woods and sat in a boat with his legs under the seat, shooting an occasional isolated sporadic duck. On account of his family he would take no more chances among the squirrels in the forest. He subscribed for the Ladies' Home Journal and a magazine devoted to outdoor sports, and sought to live down the past.

This brief excerpt from Mr. Jordan's history tends to show what kind of a man he was. Old Squirrel meant well, but he grew pensive and inert drifting around in a duck boat. His sporting blood got thick and dopy. In an evil moment he read a couple of paragraphs about trap shooting, in the outdoor sports magazine, and the paragraphs awoke a subtle idea. So Mr. Jordan assembled a dozen proprietors of shot-guns in an oyster shanty on the beach and outlined his scheme for an Animated Target club. They could meet once a month, improve marksmanship, and have a lot of fun besides. The sportsmen warmed to the proposition until Mr. Tony Fligg, who was young and frivolous in those days, wanted to know the meaning of animated target.

"Something alive—a worthless critter what moves," Mr. Jordan explained.

His fellow citizens looked at the organizer, thinking it might be a joke; then they consulted in whispers, and Mr. Fligg again addressed the chair.

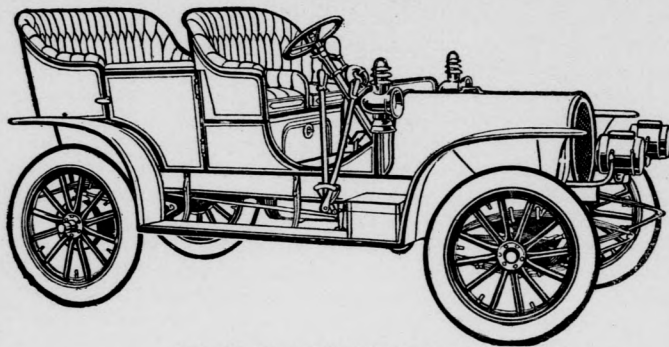
"Coons is easy, we all know, but will they stand for this here kind of sport?"

For the first time since the reformation the reformed squirrel hunter was moved to swear, but he choked back the desire, and kindly enlightened the doubtful ones.

"Pigeons is mostly what they use at the traps, but we-all can't get none in these parts. We might set on the beach and shoot sea gulls and pelicans, but they won't come close enough. Therefore, I move we-all use bull bats. I know an old Spanish cathedral in the city that has thousands of 'em whizzing round in the attic. S'pose we-all get some bats and let 'em aloose."

"Who will turn 'em go with us fellows shooting?" asked a timid member.

## FRANKLIN



Type D. Four-Cylinder Touring Car

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 &amp; HART

GRAND RAPIDS, MICH.



"Leave that to me," said Squirrel Jordan.

"A collection will now be took up to de-fray costs."

With a fund made up by the club Old Squirrel journeyed to the city. Several days later he returned on a way freight. His face and hands showed signs of conflict, but he had five barrels of fuzzy bats—about 1,200 all told. The church authorities aided in the capture, being glad to get ride of the pests.

The inaugural shoot was held on Saturday afternoon at the foot of Main street. It was the sporting event par excellence. Laymen and professors, women and children, and the village band assembled for the slaughter of the bats. Mr. Jordan wore a large spangled rosette on his bosom and bossed the show. He placed the five barrels in barricade formation on the sand, close to the water's edge, and stationed a negro behind each barrel. These were the traps. All a negro had to do was grab a bat, hurl it aloft, and duck behind his barrel.

About thirty yards away, on the shoreward side of the traps, Mr. Jordan ranged the Target club in battle array, with himself at the head of the line. The band played "Soldiers in the Park," at the conclusion of which inspiring melody Mr. Jordan stepped one pace to rear and yelled, "Let 'em aloo!" The women and children stuck their fingers in their ears and the gunners made ready to blow some bats into eternity.

The real article in Africans may ever be depended upon to do the wrong thing at the right time, and it was only

natural the traps should get fatally twisted in the more important lines. Instead of releasing one bat at a time for the shooters in rotation, as arranged by Mr. Jordan, the five negroes rose up from ambush, threw the covers off the barrels, tossed up double handfuls of bats and dodged out of sight again. The black man's love of the spectacular inspired them to boom the show right from the jump, and Squirrel Jordan's sporting prestige was dented to a finish.

Nothing, unless it be a Prof. Langley airship, can approach the erratic flight of the bull bat, propelled from a dark recess into the broad glare of day. The fantastic gyrations of those little fuzzy creatures paralyzed the Dope Springs Animated Target club. A few guns exploded at random, but without damage. Reared as they were in the gloom and sanctity of a century old church, the racket stampeded the bats remaining in the barrels. The blinded, terrified things swooped, and swirled, and darted in a hundred directions.

Panic followed the first stampede. The five negroes plunged into the bay, and the cloud of bats charged over and among the crowd. They burrowed into the raiment and pockets of the company, fluttered in their faces, and buzzed in hair and whiskers. But one bat is known to have perished in the regular shoot and that one tried to crawl down the muzzle of Mr. Jordan's gun just as his wife fainted on his trigger arm. Old Squirrel carried off all the honors of that remarkable live shoot, and likewise all the condemnation. The busy knockers at once got after the sporting

promoter. They didn't begrudge Mr. Jordan the one bat he killed, but he had stocked the town at the ratio of two or more bats to each inhabitant at a time when there was no urgent demand for imported bats. Hence those peevish murmurings which the knocker so freely passes out.

Poor Squirrel lost his standing, his appetite, and his zest for sport except in a sordid and solitary manner. He promulgated a notice to the effect that any man who said bull bats in his presence would have a cortege of bareheaded friends walking slowly behind him next day. So the citizens fought bats in the privacy of their own chimneys and shunned Mr. Jordan in public. That morose and gloomy sporting character sought to drown his mental anguish in jambalaya a la solo—that is, by his lonely. Once each week, starting about 2 a. m., Mr. Jordan sailed down the coast in a catboat to Point Auchoine so as to be on the hunting grounds before daylight.

He carried his gun, an iron pot, the jam-bone of a ham, some rice, and chili peppers, head of garlic, two dozen raw oysters, can of tomatoes, a pound of lard, and a bottle of red ink, thought to be wine. When day dawned Old Squirrel ranged along the sands, shooting plover, snipe, marsh hens, and other items with which to promulgate the jambalaya. Chopping up the jambone of the ham and the garlic, he fried them down in fat at the bottom of the pot and introduced a bunch of lurid peppers. Next he added water and the birds, cut into small pieces.

When the game exhibits had stewed

sufficient in this gravy the rice went into the pot, and later the oysters and canned tomatoes. The jambalaya, red and inflammatory, was then complete. A gallon or so of this compound, which the wine aided and abetted, eaten in utter solitude, steered our hero's thoughts into different channels for the time being. Even the devil himself would esteem a writ of habeas corpus following a dose of jambalaya like Mr. Jordan used to make. Too much hot stuff, they say, but the chili pepper was in harmony with Mr. Jordan's mood.

One cold morning an hour before day a hunting party landed at the Point to huddle round a deserted campfire. A hunter trod on something that emitted a snarl of annoyance, and Mr. Jordan sat up in a nest of steaming moss and seaweed. He had dug a shallow grave in the sand, built a fire therein and when the coals died down laid a bed of moss and covered himself. In that steam oven Old Squirrel kept warm until daybreak, and attuned his system to the jambalaya pitch. The amazed hunters begged pardon and sought another stretch of woods.

At length, one day, the outcast sportsman failed to return from a trip to Point Auchoine. The rescue party found him dead in his warming nest by the camp blaze. Some said heart disease, others aver the fire in the sand pit was too hot. That is the answer. The damp moss and seaweed generated too much steam, and Mr. Squirrel Jordan perished like a clam at a Coney Island bake.

Charles Dryden.

## \$2000 Lost

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

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

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

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

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

Tear off here and mail to us today

Name

Address

No. of men

came and disappeared a mile walk to Broadway.

### A SURPRISING FIND

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

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

THREE NEW ORANGE 1000000





### Sane View of the Mail Order Problem.

Don't make faces at the farmer who is buying his goods from the mail order houses. He has just as much right to buy his goods where he pleases and just as much right to buy goods where he can get them cheaper as you have or as any merchant has.

Don't make faces at the mail order house. The mail order houses as a rule, the large ones at least, are an honorable body of men. Each and every one of the mail order houses is an immense commercial institution, and if the mail order houses were not doing a square business they would not succeed. The very fact that their success is unquestioned demonstrates to any sensible man that they must be doing a square business. That they are selling goods at the right price is demonstrated by the fact that their business is increasing.

There is only one proposition today that can be accomplished and can be carried out by the retail merchants for their own protection against the mail order houses and that is organization. I do not expect nor ask any special compensation for the interest I am taking in this matter, nor do I claim that I am the only one that can carry out this proposition that I will outline, but I will say most emphatically, organize. Each and every line of business must organize, either as a state body or as a national body. The hardware men of Wisconsin are organized, as we understand it, thoroughly, and through this organization they can apply common sense methods that will give them back at least the lion's share of the mail order business in a very simple and inexpensive manner.

Now then, to get right down to the proposition, what must be done? Each and every line of business must organize. The first proposition we must come to in the mail order business is that in each department they have special bargains. They cannot sell all goods without a profit, nor can they sell all goods at a profit of 10 per cent or 5 per cent. They must make on an average 15 to 20 per cent. on their sales. We find, as

no doubt you have, in every first class catalogue that is being published by the leading mail order houses of Chicago and other cities, every department has a number of "leaders." To illustrate the hardware line you will find that Rogers teaspoons are sold at 50 cents a set, or even a little less than that. Now there is not a single hardware man of the association but what wants to get 65 or 70 cents for this set. Rogers teaspoons can be bought all the way from \$10 per gross up to \$12 a gross. Let us state now, for argument's sake, that every retail hardware man of Wisconsin, organized as a body as you are now organized, will contribute even as little as \$1 per month, or you might make it \$2 per month, which would be \$24 tax on every retail hardware man of Wisconsin a year for the purpose of promoting a special publicity department. The special publicity department can be located either in Milwaukee or Chicago, or any other city that is centrally located. Each and every month there will be an income of not less than \$800 a month. This will be sufficient to pay the expenses of the organization and to pay for the printing, electrotyping, etc., of the special bulletin which will be published monthly for each and every member of the association.

Let us illustrate our point. Suppose you get out a four page bulletin, a sample of which we can submit to you at any time, and which we have used with first-class effect wherever we have had the support of the merchants. These bulletins would not cost to exceed \$3 per thousand, including printing, paper and labor. Each and every member of the association, let us state four hundred in number, would receive one thousand of these bulletins on the first of every month. These bulletins will have listed therein the name of every merchant as a member of the association. Each and every merchant should send out these bulletins and mail them to the farmers in his territory, the bulletins to have a complete list of bargains taken from the catalogues of the mail order houses, such as Rogers silverware, a special price on a range and so on, as low as they can be bought from the mail order houses, to be shipped direct from the manufacturer through the association headquarters. In fact, take twenty-five or fifty or even more of the leading bargains that are listed in the hardware department of the mail order houses and make these

same prices, only that you will offer to ship the large articles direct from the factory, such as ranges, churns, washing machines, etc. There is not a single article but what four hundred merchants, such as the Hardware Association of Wisconsin, reputable merchants, each and every one having a first class credit, can buy just as cheaply as the mail order houses.

If you as a body will contract for four thousand ranges it would make only ten ranges for each and every one of your association to dispose of. Now if you will buy a range at \$16 apiece and have them shipped direct from the factory to the farmer at the same price that the mail order house is shipping, in every case cash must accompany the order. The general manager at your association headquarters will be in a position to combat any influence the mail order houses may have on the hardware business. You can not buy these goods as individuals; it is absolutely impossible. You can not buy Rogers silverware in a small way for less than \$2.25 a set, but you can buy them as an association of four hundred or more of the best merchants in Wisconsin at \$2 a set, and you can sell them, if you must, to the farmer trade just as cheap as the mail order houses are selling them, viz.: \$2.45 a set. I might go on and write pages or talk to you for hours, but I am willing to demonstrate my ability to carry out this proposition without a single penny of compensation if I fail.

We are willing to prove that there is only one way to combat this mail order proposition, and that is by organization

## Used Motor Cars

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

**ADAMS & HART**

47-49 North Division St.  
GRAND RAPIDS, MICH.

## THE TOTALGRAPH



Unquestionably the best, simplest, yet most inexpensive Automatic Account Keeper for a retail grocer or provision dealer. Send for new pamphlet and prices.  
**W. R. ADAMS & CO., DETROIT**

## THE FRAZER

Always Uniform  
Often Imitated  
Never Equaled  
Known Everywhere  
No Talk Required to Sell It  
Good Grease  
Makes Trade  
Cheap Grease  
Kills Trade



FRAZER  
Axle Grease  
FRAZER  
Axle Oil  
FRAZER  
Harness Soap  
FRAZER  
Harness Oil  
FRAZER  
Hoof Oil  
FRAZER  
Stock Food



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

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



along the lines mentioned. You must know that eight hundred dollars a month will go a great way towards keeping up a strong organization, and I can assure you that I can get the very best talent to conduct an advertising campaign all over the state of Wisconsin. By your example you will be able to demonstrate to the other lines of goods that they must also do the same, but for the present all it is necessary for you, as an association of hardware men, is to protect yourselves, and you can readily do it with a strong organization. Every retail hardware man of Wisconsin should belong to your association. If he does not belong to the association, he is certainly very derelict in his responsibilities to the rest of the hardware men as a business man. Each and every hardware man of the state of Wisconsin and other states should belong to an association, and each and every association of the states should be federated and have representatives in a national hardware association.

The mail order houses are doing a square business; they are selling goods at a low price or they could not succeed. The farmers have a right to have rural delivery if the majority of the farmers want it. The farmers have a right to have parcels post delivery, if they want it. No merchant or body of merchants in the United States can combat any legislation which is just in principle, and that is to allow every man to work out his own destiny, but the Hardware Association of Wisconsin has a right, in fact has a duty, to organize as it is, and to make its organization even still stronger and to continue to organize for the purpose of creating and sustaining a central organization along the lines outlined in my article above, viz.: of issuing monthly bulletins to the farmers. Let each and every hardware man mail one thousand or more bulletins to his customers, giving an outline of the proposition, showing that they can buy ranges, stoves and other hardware fully as cheap from the retail hardware merchants if they will pay cash for the same and pay the freight on the heavy goods, the same as the mail order houses compel them to do. Under such an organization no mail order house on God's spinning footstool can or would at any time be able to take away the bread and butter from the merchants of the United States.

M. Kavin.

#### Movements of Michigan Manufacturers.

Detroit—The Detroit Creamery Co. has increased its capital stock from \$160,000 to \$200,000.

Detroit—The capital stock of the McKinley Remedy Co. has been increased from \$5,000 to \$25,000.

Detroit—The Trussed Concrete Steel Co. has increased its capital stock from \$200,000 to \$1,000,000.

Harbor Springs—W. A. Jecks is succeeded in the general merchandise and sawmill business by J. H. Elliott.

Battle Creek—E. C. Fisher & Co. have assumed the active management of the Verona Ribbon Co., Inc., which manufactures typewriter ribbons.

Zeeland—The clock manufacturing business conducted by the Colonial Manufacturing Co. has been merged

into a stock company with an authorized capital stock of \$35,000.

Portland—The E. D. Verity Manufacturing Co., which manufactures furniture, has changed its name to the Verity-Caswell Table Co. and increased its capital stock from \$8,000 to \$20,000.

Detroit—A new corporation has been formed under the style of the McLennan Paint Co. to manufacture paints with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and paid in in cash.

Remus—A new creamery company has been formed under the style of the Remus Co-Operative Association, which has an authorized capital stock of \$7,500, of which amount \$3,800 has been subscribed and \$3,750 paid in in cash.

Detroit—The Arthur Colton Co. has filed articles of association with the county clerk. Capital stock, \$100,000; incorporators, Arthur Colton, Mabel F. Colton, Frank X. Roellinger; purposes, manufacture and sale of tools and machinery.

Ontonagon — The Ontonagon & Brule River Railroad Co. has sold its timber holdings lying east of this place, consisting of 20,000 acres, to southern Michigan capitalists. The railroad company originally owned seventy-six sections in that district, deeded to it by the state.

Cadillac—Smith & Staples have acquired title to sunken logs in the Tittabawassee River and will build a saw mill near Midland. They estimate something like 25,000,000 feet of timber available and have some timber in the vicinity they purchased, so that the mill will have a long run.

Bay City—The Campbell-Brown Lumber Co. has been overhauling its saw mill at this place and getting it in condition for operation. It will begin sawing this week, logs having been coming in by the trainload daily for some time. The company calculates to manufacture 10,000,000 feet of lumber this year.

Saginaw—The planing mill plant operated by Avery & Co. and which went out of commission with the close of 1905 is to be operated again, the company having been reorganized under the name of Cooper & Co. A portion of the equipment has been disposed of, but a new engine and boilers have been installed and several new machines, including ripping tables, molders, etc., have been ordered. The company will employ forty men.

Marquette—The Michigan Iron, Land & Timber Co. and the Northern Peninsula Lumber Co. have been incorporated in Indiana at a capitalization of \$15,000,000 to do business in the Upper Peninsula. The two companies control over 400,000 acres of land in Marquette, Iron, Baraga and Dickinson counties and a systematic development of the timber and mineral resources of these properties is planned, including the building of a railroad sixty miles long to connect with the Chicago, Milwaukee & St. Paul at Republic. Large saw mills will be erected along the line, which will open up a country now entirely unsettled.

Sherwood Hall Co., Ltd.

## Iron and Steel

Horseshoers' and Blacksmiths' supplies at lowest market prices

26 North Ionia St., Grand Rapids, Mich.

## Valley City Glass and Paint Co.

30 and 32 Ellsworth Ave. Corner Island St.

Successors to G. R. Glass & Bending Co.

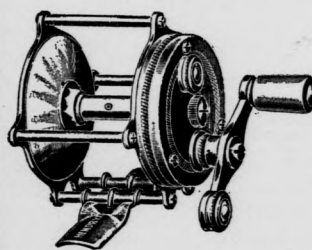
Note change of Firm Name and our new and permanent location

The jobbing of Sash and Doors for the Contract and Dealers' trade will be an important feature in the future.

We are now Western Michigan distributors for the justly famous Acme White Glass & Color Works, paints, varnishes, brushes and painters' supplies.

A cordial invitation is extended to our friends, patrons and general trade to inspect our new quarters.

## Fishing Tackle and Fishermen's Supplies



Complete Line  
of  
Up-to-Date Goods

Guns and Ammunition

Base Ball Goods

FOSTER STEVENS & CO.

Grand Rapids, Michigan



## EARLY RISING.

## The Whole Idea Claimed To Be a Mistake.

One morning last week I got up early. The baby howled and refused to go to sleep again, so I got up at 4:45 a. m. for the first time since the circus came into our town and somebody persuaded me to get up and meet it.

For fifteen minutes I was busy getting the baby dressed over the radiator, while my vertebrae acted as a ladder for chills to run up and down, and when my wife got up at 7:30 I was meditating whether to strangle the baby or drop it into boiling water.

Some one may assert that I am not an authority on getting up early. The charge is untrue. Once I got up at 5 a. m. to go hunting, once the house caught fire at 4:45, twice my wife has thought baby was going to have croup and routed me out to go for the doctor, and one time I worked for a firm that required me to reach the office at 7:30 a. m.—which meant that I must arise at 6:15—so I speak not as the scribes and pharisees.

Long ago some one wrote:

"Early to bed, early to rise, makes a man healthy, wealthy, and wise."

The farmer is the type of man who lives exactly according to that rule.

Census returns show that the farmer is not healthy.

Statistical reports on mortgages show that the farmer is not wealthy.

Every circus grafter, patent medicine faker, get rich quick advertiser and green goods man in the country will testify that the farmer is not wise.

"The early bird catches the worm," says the old proverb.

Job xxv., 6, says, "Man, that is a worm, and the son of man, which is a worm."

Those old proverb makers overlooked the fact that the earlier cat catches the early bird and gets the benefit of bird, worm, and all, and that the dog that prowls all night probably eats the cat before going to breakfast.

I remember well the first time I ever tried getting up early as a regular thing. It was on a farm. We got up about 4:30 in summer and had done a day's work by breakfast time. By 10 a. m. I was so sleepy I was worthless. At any time during the afternoon, any one could have beaten me in a bargain. I have wondered since if gold brick men don't sleep until about 9:30, eat good breakfasts, and then catch the farmers who got up at 5 a. m. half asleep and sell them the goods.

As a business principle it seems to me a bad thing for any man to get up early. The man who gets up at 5 a. m. so as to get to work downtown by 6:30 or 7 gets a bad start.

That is the worst time of the day to get up. Even in hot weather the rooms are chilly and have that damp dawn feeling. In winter a man huddles close to the radiator or stove and suffers tortures. He creeps downstairs in his stocking feet so as not to awaken his wife. He pokes up the fire a bit, shuts himself in the kitchen, and warms up the coffee left from the night before, eats a saucer full of cold breakfast food with half frozen cream, thaws out a bit of butter to spread on cold bread, and

starts out, half frozen and half nourished.

He waits on the corner twenty-three minutes in a howling blizzard for a car, and then has a long, dismal ride downtown. By the time he reaches the office he is in a mood for murder. He never gets cheerful or in a proper frame of mind for good work until after luncheon.

The only consolation that I ever derived from getting up early was to tell the night workers of the beauties of day work and the evenings at home.

Those cozy evenings at home are among the worst frauds and delusions ever perpetrated. The man who gets up at 6 a. m. is ready by 8 in the evening to dismember the children and kick his wife. He turns in at 9 o'clock mad at the whole world.

No one ever heard of a millionaire getting up at 6 a. m.—except in their biographies. As a matter of fact, they sleep until 9, get to the office at 10:30, fresh, clear headed, and ready to make another million or two.

The only reason that no farmer ever got rich bucking the stock market or the board of trade is that the boards and exchanges, being controlled by city men, do not open until 10 a. m. If the markets opened at 10 a. m. the farmers would all be millionaires and heads of trusts.

The railroads have for years tried in vain to train American travelers to early rising. The exact object of this is uncertain, but the fact remains that every train that carries a sleeping car arrives at its important stops exactly at 7 a. m.—which means that the porter wakes every traveler at 6, so as to be sure to get a chance to brush a quarter out of him. Possibly the object of the railroads in rousing people at that time in the morning is to make them so stupid by 10 a. m. that they can do no good on a stock exchange.

In salesmanship, especially, early rising has serious drawbacks. The salesman who gets up at 6 to reach the store at 7 or 7:30 is not fit for good work. He is grouchy, slow to think and move, and he lacks brightness. He works half mechanically; half asleep, as it were.

The wise merchant of the future will be the one who opens his store at 10 a. m. and gives his clerks a chance to sleep until 9. Ten men who have slept until 9 o'clock can outsell and outwork twenty who are forced to get up at a. m. Besides that, the wise merchant who tries the plan will have his pick of the best salesmen in the world.

The more advanced and cultured nation become the later their workers arise in the morning and the later they stay up at night.

To sum up, the whole idea of early rising is a mistake. For poets and painters it may be good, also for hunters and fishermen. But for workers it is wrong, dulling their brains, restricting their activities and destroying their vigor and their tempers.

Hugh S. Fullerton.

Talk courage, act courage and give courage. Remember that after failure in battle the Indians kept up a pow-wow of triumph to make the enemy believe they were invincible and to restore their own courage.

## When it Comes Right Down to Business

It's profitable results you are looking for. You want shoes that have the right material in them, made right and that will sell at a profit. That's exactly our proposition.



### Hard-Pan Shoes

"For Men, Boys and Youths"

wear like iron. They are made over foot-easy lasts—one pair sold will sell another. A good dealer wanted in every town to sell Hard-Pans.

Shoes will be shipped same day order is received.

Samples for inspection by prepaid express. See that **our name** is on the strap.

Hard-Pan shoes are made only by the

**The Herold-Bertsch Shoe Co.,** Makers of Shoes  
Grand Rapids, Mich.

## The PROOF of the RUBBER is in the WEARING

Here's what one of Michigan's leading General Merchants voluntarily wrote us February 6th, 1906:

"I have handled the **Lycoming** rubber goods for five (5) seasons and same have given very good satisfaction; my bills for this season amounted to about \$700, and have had only **two (2) pair** go wrong."

(Name supplied upon request.)

**WHAT MORE CAN WE SAY? ONLY THIS:**

Send your orders for rubbers to

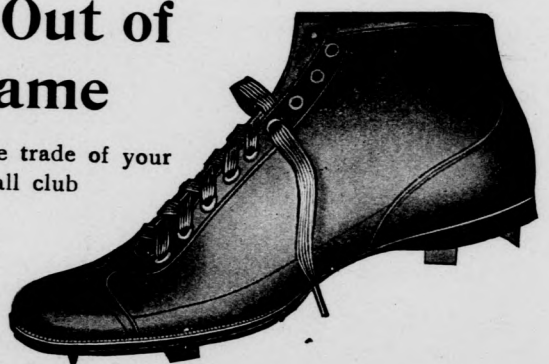
**Waldron, Alderton & Melze, Saginaw, Mich.**  
Wholesale Shoes and Rubbers. **State Ag'ts Lyco. R. Co.**

## 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



### The Desirability of Shoe Dealers Getting Together.

It seems to me that a shoe buyer has more problems to contend with than almost any buyer of merchandise. To begin with the modern methods of the shoe manufacturer have attained perfection in the art of making a cheap shoe that has every appearance of the high grade article. In putting on the finishing touches the shoes go to a skillful individual who irons and polishes the uppers so they shine like a mirror. The soles, edges and heels are stained, waxed and burnished, in fact, all the natural material is covered up. Some manufacturers will show you samples at \$2 a pair. Others will come along with an equally good sample and their price is \$1.50. Some salesmen will show their \$3 samples and price them at \$2.25. Who can know, with these problems confronting him, where to buy and where not to buy in order to get a square deal?

It has been my experience that it is very important to have personal knowledge of the individual concerns that you are doing business with as to their fairness in dealing, their capacity for quick delivery and their ability to produce in case lots the best values for the least money. It is more important to know the manufacturer than to see the sample.

I can remember very well the first time I visited the Boston market. It was two years after I opened my department. During that time I had been buying my goods from the traveling salesmen. I have in mind one particular shoe that I had been buying at \$1.50 a pair. In looking over a new line of samples of a certain wholesaler in Boston who was a stranger to me, I discovered from the looks of his samples and prices that I had been paying 15 cents a pair more for my \$1.50 shoes than was necessary. This stranger got my order for the coming season, and I went out of his sample room patting myself on the back and saying I had made a splendid deal. Two months thereafter his first shipment arrived and much to my surprise they were at least 35 cents a pair poorer than the shoes I had been buying formerly at \$1.50. This taught me the lesson that it was not seeing fine samples at small prices that brought the result. I found it was absolutely necessary to have personal knowledge of whom I was doing business with.

To judge values of high grade shoes is not always to consider material alone. Style is a big factor and we must not lose sight of the fact that shoes must be full of fits. When it comes to cheap shoes we find there are two classes: A shoddy shoe with all style and a solid shoe with practically no style. Does it pay to buy the stylish, beautiful, cheap shoe, or the solid, substantial shoe? It has been my experience that for cheap shoes it is more profitable to buy the solid shoe that has little style, as the wearers of the cheaper shoes we sell are the ones that must have value and service. They use their shoes much harder than those wearing the better grades and for that reason they should contain all the service that is possible, especially if you are building a business on a good solid foundation. If

the low grade article has too much style it largely interferes with the sale of your better shoes, and, besides this, disappoints your customer. I believe a buyer should select lines where the style is consistent with the price, and avoid having a \$1.50 shoe that looks equally as good as the one he is offering for \$2. It pays to buy a solid, good shoe. Let style be secondary. Fit is essential.


It has been my experience that it is largely to the interest of the buyer to centralize purchases as much as possible, buying of few wholesalers, giving them a sufficient amount of business to make his business profitable to them. Then, too, when the buyer goes to the manufacturer or wholesaler with complaints he will receive more consideration if his business is large enough to amount to something.

Many buyers show a lack of courtesy to the traveling shoe salesmen. To my way of thinking the best asset a buyer can have is the good will of the traveling salesmen. They form a very important link between the wholesaler and buyer and are traveling encyclopedias. They can benefit you by their observation and experience; they can save you money on your purchases; they can give you the first opportunity of getting the many bargains which they have to offer. Courtesy to the salesman is not necessary from the entertaining point of view or because you ought to be a good fellow, but to gather actual experience it is one of the most important opportunities to take advantage of that I know. Keep your appointments with the traveling salesmen promptly and treat them with courtesy and consideration.

The old saying is that "shoes well bought are half sold." There is no doubt in my mind but that to have shoes well bought is a big factor in disposing of them, but we are prone to pay more attention to the buying of shoes than to selling them. The selling is often neglected, while all the attention and care are placed upon the buying end.

One of the most important factors in shoe selling is advertising and display. One of the best advertising mediums a merchant has is his display window, and as a rule there is not a sufficient amount of attention and money spent to make the display window attractive and appealing to the public. Of course, the display should be changed at least once a week or oftener and should be kept clean. Every shoe placed in a display window should have a price ticket artistically arranged. A good way in which to display shoes in the window to the best advantage is to stuff them with tissue paper, closing the vamps with a button hook so as to give them a snappy, stylish appearance. It is not necessary to spend a large amount of money on brass fixtures—a large amount of labor will produce the results.

I believe that one of the most effective methods of advertising is a trade mark of an exclusive design. This trade mark should appear on every advertisement written, whether newspaper or circulars. It should also be printed on all stationery and envelopes so as to familiarize the public with it as much as possible.



**Mayer**  
**School Shoes**

are everything school shoes should be. You know the troubles you have with children's shoes. We offer you a line of Custom Made shoes that cannot be equaled for wear and lasting qualities. **Mayer School Shoes**

**Wear Like Iron**

If you wish to avoid kicks and improve your trade on children's shoes put in the reliable and extensively advertised Mayer line. Particulars and samples on request.

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

MILWAUKEE  
F. MAYER & SONS  
CUSTOM MADE

**MICHIGAN  
SHOE CO  
DETROIT**

**Idle Stock**



Is a bad thing to have around. It lessens your income by tying up your capital. The longer you keep it the more you lose.

We have often told you, and if you are a customer proved it, that the shoes we make are the kind you have to re-order constantly.

Every pair sold not only means a profit but also a satisfied customer—the best advertisement for building up a paying business.

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



Bargain counters in a shoe store, I believe, are absolutely necessary for the purpose of disposing of old lots, which accumulate in any stock. It has been my experience that it is nowhere near as effective to cut prices, say 25 cents, 50 cents or a dollar a pair as it is to pay your salesmen a premium of 10, 20 or 25 cents a pair for disposing of these odd lots. This method will sell the shoes quicker and save you money. If the shoes were worth the first price you put on them the chances are they are worth it when you are trying to close them out, that is as far as value is concerned. It is better to "grease" the salesman a little than to cut the price.

All merchants are striving to satisfy their customers, but they very often lose sight of the most important part, and that is to teach their salesmen to fit shoes properly. Illfitting shoes are never satisfactory. Even though you may sell a customer a \$3 shoe for \$1.50, if it does not fit he is not satisfied.

To my mind the most important part of shoe selling in this modern age is system, organization, unity of action and control. The great merchants of our age are organized. They invariably take into their confidence their employees and in connection with them work out great problems. Do not lose sight of the fact, gentlemen, that every employee of your establishment is a factor in your business. The great merchants of today do not reach their position by working singlehanded. It is invariably accomplished through organization. The men in business these days are a good deal like the judges of our court, assembling as much of the brain power as possible from the various associates and then making a decision—and a force of action must follow such decisions.

Occasionally we see certain ambitious business people, from all outward appearance struggling and working hard for the success of their venture, but making no progress. This, I believe, is due to the fact that they have no specific purpose and lack centralization of action and harmony.

I don't believe there is any line of

business in which there is so much capital and brain power employed as there is in the shoe business and from which there is so little revenue in profit. We see from the newspapers and trade journals that all lines of business and labor are organizing and centralizing their strength. I believe the time is right for the retail merchants of this country to get together and have a thorough understanding as to business abuses and profits. C. Grimsrud.

#### How Some Shoe Dealers Push Trade.

The fact that January 30th was McKinley Day was remembered by an enterprising Brooklyn shoe dealer. He had read of the late President's love for carnations, and he made this fact the basis for a store advertisement. During the week preceding, he advertised that every man, woman or child who entered the store on that day would receive a carnation whether they made a purchase or not. When the day arrived he had a fine display of pink carnations in his window. Nearly one hundred cut flowers were bunched in a handsome cut glass bowl in the center. His window has no rear partition and on this occasion he had twenty or more streamers of broad ribbon branching out from a support behind the bowl to points at regular intervals along the top and side walls. Blue and white ribbons alternated, and they had the effect of a sunburst, having for its center that handsome collection of carnations.

A card in the window invited ladies to enter the store and receive a carnation. Scores of women who had never been inside of the establishment before took advantage of the invitation, and it is quite probable that many of them will buy shoes there in the future.

The season for spring openings is approaching, and nothing is more appropriate as a souvenir on this occasion than a carnation. Moreover, the flowers are inexpensive when purchased in quantity. The shoe retailer who advertises that he will give a carnation to every person attending his opening will attract hundreds of customers, particularly women, to his store, who never would have gone

there otherwise. And women are the best class of patrons to have, since they not only buy shoes for themselves but also for their children.

A shoe dealer in Cleveland, Ohio, is using a large aquarium to good purpose. It is nearly three feet long, and stands in the rear of his window, where it can be seen by people in the store as well as by those on the pavement. An interesting little iron castle, with several towers surmounted by turrets, rises from the water in an artistic manner. The dozen or more of large gold fish, however, are the main attraction for the public. Many people take a delight in watching these pretty animals swim slowly back and forth, and it is certain that this shoe window receives more attention than others on the same thoroughfare. An aquarium furnishes an interesting centerpiece for any shoe window.

Washington's Birthday is over and enterprising retailers did not let it pass without having a window display that added to the attractiveness and popularity of their establishment. The dealer who has electricity at his disposal will find the following window piece to be a store advertisement of incalculable value. In the rear center of the window erect an artificial cherry tree, about three feet in height. The trunk and branches can be stripped from a natural tree, as these have a permanent color and freshness of appearance. Have a dozen or more small electric globes wired on the branches, and partly concealed by the leaves. Each globe will contain an incandescent light, and as the globes are red in color they will resemble cherries when illuminated. Half way up the trunk of the tree insert a fancy pasteboard hatchet, such as can be readily obtained in any large city, this hatchet resting in a deep gash in the bark in much the same manner as George Washington's hatchet pierced the cherry tree nearly two centuries ago.

A Baltimore retailer last year placed a large engraving of Washington against the rear wall of his window. Red, white and blue bunting was draped

## 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.

**TRACE** YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how. **BARLOW BROS.,** 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

ASK YOUR  
JOBBER  
FOR THESE  
"SELLERS"



THE BEST  
GLAZE COLT  
DULL GOAT  
AND  
KANGAROO  
CALF

POPULAR  
"COMFORT COLLECTION"  
**FARGO SHOE MFG. CO., BELDING, MICH.**



around the picture, forming an oval frame. The rear and side walls of his window were remarkable as they were covered with paper, deep blue in color, and dotted with white stars, resembling the corner of the American flag. Against this starry background were tacked numerous fancy pasteboard hatchets. The display attracted widespread attention.

An interesting window display for a children's shoe store consists of a Washington's tableau, upon a low platform in the rear. Use two dolls for this display, dressing one to represent the Father of His Country in a long skirted black satin coat, black satin knee trousers, black stockings, and patent leather pumps. This, with a powdered wig, would be an excellent reproduction of Washington's dress on state occasions. The other doll should be dressed to represent Martha Washington. Her hair must be powdered. The two would prove interesting to the public, particularly to women and children.

Anything suggestive of George Washington, whether it be a portrait, a picture of him on the battlefield, or a picture of Mt Vernon, his home, is appropriate for the window at this season. A woman in Philadelphia has a copy of one of Pennsylvania's oldest newspapers containing a description of Washington's funeral. That description would interest the public if it was placed in a shoe window, where they could read it. In like manner, any other document relating to Washington or his times will have an advertising value.

A Newark, N. J., retailer has hit upon a clever method of displaying a special shoe, which he is advertising extensively. In the center of his window is a globe, thirty inches in diameter, apparently hanging in mid-air, without any support. It is supported upon a bar extending from the rear partition of the window, but this bar cannot be seen from the pavement. The globe is covered with a map of the world. It is hollow, and an oval piece is cut out of its front surface, giving the pedestrian a glimpse of the interior. Inside against a background of pleated white satin, is one of the special shoes the retailer is advertising. Concealed incandescents bring out its graceful outlines and stylish appearance in strong contrast against the white satin background. A window card gives the public the following information:

#### THE BEST SHOE IN THE WORLD

This idea is one of the cleverest advertising hits ever exploited by a shoe dealer in Newark and it has given the shoe a large amount of publicity.

There is a shoe man in Harrisburg, Pa., who understands the value of advertising. He has adopted a method which some of his competitors regard as ridiculous, but he knows more about advertising than they do. No matter what space his advertisement covers, it merely contains a repetition of the following announcement:

#### BROWN'S SHOES ARE THE BEST

This statement is printed in small type and repeated twenty, forty, fifty, or one hundred times, according to the amount of space. A competitor recently asked the advertiser why he continued using a style of publicity that

contained no display features, and was so monotonous as to be almost unattractive.

"Well, I will tell you," replied the advertiser. "That style, unattractive as it is, catches people's attention. Take your own case, for instance. Jones, Smith, Williams, and you have more attractive advertisements for your stores, according to your thinking, but it appears that my ad has interested you so much that you have come to see me about it. That is just the effect the advertisement has on the public. It is different from other shoe ads, and for that reason challenges attention. If I displayed the statement, 'Brown's Shoes Are The Best,' in 36-point type in an advertisement, few or none would be impressed by the information. But when I repeat that statement twenty or twenty-five times in the same amount of space it catches the eye because my method is different from that employed by other retailers."

A Memphis, Tenn., retailer frequently devotes a corner of his advertising space in the newspapers to some novel fact pertaining to shoes and slippers. Two weeks ago, when all the country was talking about Benjamin Franklin, on the 200th anniversary of his birth, this dealer published the following:

It is not generally known that Franklin used a copper bath tub, shaped like a slipper. He sat in the heel and stretched his limbs beneath the vamp. Franklin was a man who employed every hour profitably; therefore, he read a book while he bathed, resting the volume upon a bracket in front of him.

Information of this kind frequently appears, and it is of such an odd nature that many people have got in the habit of reading this dealer's advertisement regularly. The idea is a good one, and could be employed by others. —A. B. Northfield in Boot and Shoe Recorder.

#### New Fence Factory Inaugurated.

Adrian, Feb. 27—Business is flourishing with the Adrian Steel Casting Co. and it is expected the force of thirty men will be doubled in the next few weeks. The company has abandoned the use of coke for fuel and substituted oil.

The change makes it possible for the company to take off eight heats a day, whereas only two heats could be taken off previously. The company is away behind on its orders and will install four more furnaces as soon as possible, which will greatly increase the capacity of the plant.

The Adrian Fence Co. is figuring on erecting a new office building.

A new fence company was organized this week, but the details are being suppressed for a few days until some minor details have been arranged.

The Schwartz Electric Co., which makes a specialty of electric bells for railroad crossings, has closed a contract with the Government for a number of large bells to be used in experimental purposes in submarine boats.

Jump at conclusions only when the conclusion is in sight.

## Reeder's of Grand Rapids

have fully demonstrated to the best merchants in this section of country that

They get prompt shipments.

They get the goods they order.

They get a rubber that is thoroughly up-to-date in every respect.

They get the best rubber at the smallest cost

## The Hood Rubber

The combined knowledge of the greatest rubber experts is embodied in these goods. They are made in the largest rubber boot and shoe factory in the world, equipped with the very latest lasts and machinery that money can buy and genius produce.

The quality of Hood Rubber Co. is equal to the very best standard of first grade rubber boots and shoes made by any company.

When you buy your season's rubbers, look well to your own interest—which simmered down is your pocketbook.

**Geo. H. Reeder & Co.**

State Agents Hood Rubbers

Grand Rapids, Mich.

## Has it Occurred to You That There Is a Difference



### In Rubbers?

Some are good, others are better.

## The "Glove" Brand Is the Best

both in fit and wearing qualities. If you haven't placed your order for fall delivery write us for catalogue and discount sheet.

**Hirth, Krause & Co.**

Shoe Manufacturers

Grand Rapids, Michigan



## BOARDS OF TRADE.

## Sober Consideration of the Whole Subject.

Written for the Tradesman.

Organizations having for their aim and object the betterment of individual and community interests—commercial, social and political—have existed so long that history does not record their beginning. The spirit of "getting together" for the common good is the foundation rock of civilization. This principle is so well understood that it needs no supporting logic here.

These organizations are successful in exact proportion to opportunity, the business intelligence under which they are conducted and the degree of energy and enthusiasm with which they are carried on. The old adage, "In union there is strength," can not be denied; it is equally true that "In a steam boiler at 200 pounds pressure there is force." The strength of the one and the force of the other are admitted without argument, but the benefits which may result therefrom depend wholly upon opportunity and the degree of skill and intelligence with which they are directed.

The tremendous store of natural resources, the unsurpassed fertility of our soil, the wonderful and constantly increasing rate of our population have in their combined influence contributed more to the present commercial greatness of America than its people. These exceptional opportunities still exist, but conditions are rapidly changing, making their wasteful and unintelligent exploitation more difficult as time goes on, emphasizing the necessity for a stricter observance of economic laws in future and the gradual but certain abandonment of wastefulness in the methods employed for the utilization of our substantial resources.

The forces of civilization, in the aggregate, follow the lines of least resistance. With the greater mass of humanity, life is a mere question of existence, and the law of the survival of the fittest is still doing business at the old stand. When water can be had at the spring, no one feels the need of well and pump and some people have no use for water at all.

In dealing with the question of co-operative industrial organizations, human nature and human desires should be given the fullest consideration. The first essentials are a pursuit of definite, logical and readily obtainable objects. These should be few and simple, at least until an organization has by repeated success and accomplishment qualified itself in numbers, experience and discipline to deal successfully with larger and more complex problems. While "nothing succeeds like success," it is equally true that "nothing fails like failure," and the failures are more in evidence. Like poor relation, they are always with us.

With Uncle Sam's commercial family, trade bureaus have heretofore been more of a luxury than a necessity, and more of a habit than a science. Our wonderful prosperity resulting from conditions which we did not create, but which have resulted, in a large measure, from the wasteful exploitation of our natural resources, has, in a sense, en-

abled us to indulge in Boards of Trade, as in almost everything else we wanted, that money could buy. We simply have not been obliged to have these organizations, but being abundantly able to afford them, we have not hesitated to add them to our collection of things, because they are fashionable. Nevertheless, we see here and there unmistakable signs of a changing sentiment in these respects, doubtless born of necessity. We also find many instances of conspicuous accomplishments, sometimes the result of well-organized plans; at other times, from a mere outburst of temporary enthusiasm.

A more or less active association with numerous commercial bodies in various cities leads the writer to conclude that the time is ripe for a more sober consideration of the whole subject, with a view to increasing the average efficiency

doing is worth doing well. If it is worth having, pay the price. If you don't feel that it's a good investment, leave it alone, don't waste energy on it, but go after something that is worth having at the price.

One of the worst features of such organizations is that most of them try to get something for nothing—sneak in under the canvas, as it were. They start out with much red fire and little cash to do those large things for a city which individuals can not so well do for themselves. Their presidents, chairmen of committees, etc., are all unpaid, and for the most part render service accordingly. At stated periods meetings are called to discuss weighty problems and sometimes dinners are given on such occasions, and after the usual speeches, resolutions are adopted, committees appointed and everybody goes

general membership should not be employed to conserve particular interests, but it is possible and desirable to provide special facilities for those who feel in need of aid from the organization, and such matters can be treated by experts under the auspices of the organization upon payment of certain fees by such of its members as may be interested therein.

There is no limit to the profitable results which can be obtained for a community by proper organization and intelligent effort, but you must load your gun with ammunition suited to the game you are after. You can't often kill bear with bird shot, but you can make the bear awfully mad.

O. H. L. Wernicke.

## The Ability To Make Good Use of Qualifications.

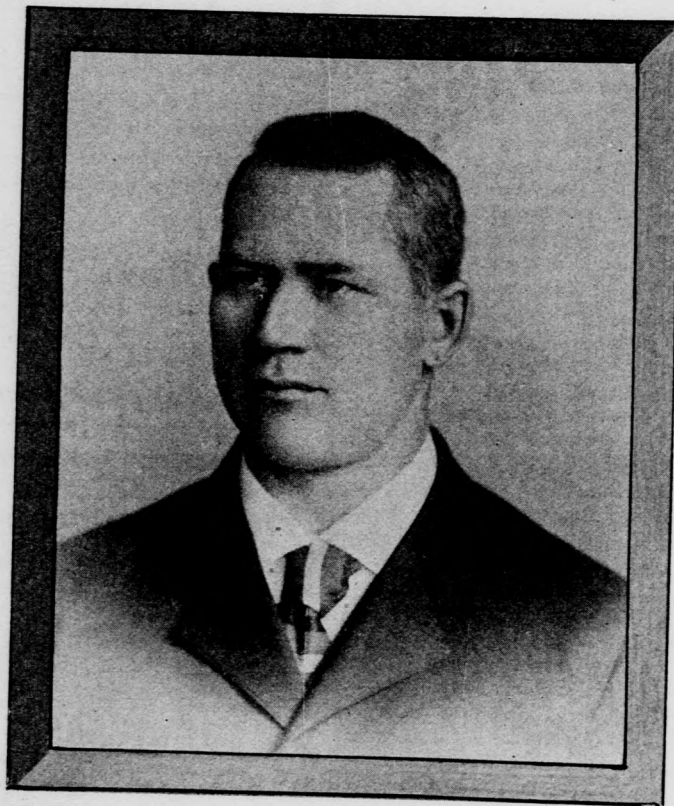
Toby is forty-five years old. He is a butcher. At the age of twelve he started out in a butcher shop running errand and incidentally cutting the vitals out of beef. How he did envy the proprietor! His boss was a god in Toby's eyes. He watched the dextrous hands as they molded a roast beef and soon discovered how to "french" chops. Not long afterwards he learned that dark red beef is usually the best beef. At the age of eighteen after hard work and undivided attention Toby was regarded as a trusted employee. When he was twenty-five Toby bought out the boss' interest.

For twenty years Toby has conducted his butcher shop at the same establishment. For twenty years he has been honest, industrious and courteous. He is known as the best judge of meat in a section including seventy-five thousand people. The other day I dropped in to see Toby and I found him working just as hard as when he was eighteen. Every morning at seven o'clock Toby opens the front door, takes down the shutters and strews sawdust. At nine o'clock in the evening Toby is still working and if he is in bed at ten he feels that life is worth living. He still employs an assistant, an errand boy and his wife, who helps him on the books. His pay roll has neither increased nor decreased during twenty years.

I asked Toby how he liked his business. He answered neither optimistically, nor pessimistically, saying there were many disadvantages, stating that he fought hard for every penny and still harder to keep it. Life offered no luminous prospects. Toby enjoyed his work but did regret that competition made him work hard and long and that small profits forced him to keep grinding away.

Here, then, we have a case of honesty, shrewdness, industry, courtesy, concentration and knowledge combined, and absolutely no sign of progress in twenty years. Toby is working just as hard today as he was twenty years ago, his income is no greater and his prospects less bright.

Let me cite a second example greatly similar. Oscar is an interior finish artist. He goes to the houses of the well-to-do and does the more delicate stenciling work, producing a certain effect in the shading of molding, paints flowers on walls and so on. Oscar is a solid, thrifty German. He knows what



O. H. L. Wernicke

of such organizations. If a thing is worth doing at all, it is worth doing well; what is everybody's business is nobody's business, is an old saying but a true one.

It has invariably devolved upon a few, a very few, to assume the burdens and hard work incident to the conduct of such organizations, and more often without pay. This is unnatural, unjust and illogical, and too often ends in failure or indifferent success. Your self-sacrificing citizen gets tired and thinks he has done his share, receives some adverse criticism, perhaps unjustly, becomes disgusted, and quits; so that in the course of time a community, by riding its most willing horses to death, beggars itself in civic spirit to its own detriment and thereby defeats the very objects it sought to accomplish.

As before stated, whatever is worth

away feeling first rate, but too often the matter begins and ends right there. Occasionally some young and inexperienced member, with a noble desire to do or die, absorbed under the stimulating influence of the speeches, and good things to eat or drink, goes so far as to report progress at the next meeting, and ask for further time. This does not occur often, however, in the older cities.

The writer feels that every city should have one first-class vigorous organization, which shall stand for the best interests of the whole community and which, by its accomplishments, deserves and has the moral and financial support of the people, officered by the ablest men, whose services are worthy of reasonable, even liberal compensation. The cost is no object when desirable results are arrived at. The expenditure of funds derived from a



he wants and says what he means. He knows how to do some things and does not pretend that he knows how to do others.

In his own trade Oscar is absolutely without a peer. He draws as a salary fifteen per cent. more than the labor union scale. Oscar has worked at his craft for from twenty to thirty years. He is paid the same today as he was when he started with the exception of the fifteen per cent difference. Oscar knows how to do one thing and how to do it mighty well. It would probably be impossible to get a more faithful employe, a better artist in his line or a faster worker. Why did not Oscar's work result in the princely salary that his business virtues should bring, according to the dictum of sapients?

The cases of Oscar and Toby are parallel. Both were brought up in comparative poverty. Neither received an exceptionally good education. The ideas of neither were raised to a zenith by the wonderful example of a father's industry or wealthier companions. At the start both felt the positions they now hold contained all the desirable qualities that men could expect. A salary of \$25 a week in the one case and an income of perhaps \$40 a week in the other, were considered fabulous incomes to be hoped for but not realized. Consequently when their energies made these ideals an actuality their efforts toward improvement stopped. They had reached their goal and their goal was not pushed forward.

In both cases the original ideals were not high enough and divine discontent not sufficiently alive. A youth with Toby's characteristics plus divine discontent would have followed the example of P. D. Armour or the other great packers of the country. A youth of Oscar's attainments and higher ideals would have advanced correspondingly in that field.

Lots and lots of people have all the necessary qualifications for success except the most important qualification of all—the ability to make good use of these qualifications.

American Artisan.

### Kicking Customers.

The dealer who does business on the assumption that every one who comes into his store is ready to beat him if the chance offers is making a serious mistake. It pays to trust people. When a man comes in with a complaint, take it for granted that he has a just grievance. If he is manifestly mistaken and you can show him to his satisfaction that he is, then you will lose nothing by differing with him, but if he thinks he is right and insists upon thinking so, yield as gracefully as you can, even to your own disadvantage. You can not afford to let a customer go away feeling that he has been treated unfairly, even if it costs you something to keep his good will. Never get angry over the discussion of the adjustment of a complaint. If you can not keep your temper in such cases leave that sort of thing to a diplomatic clerk. To settle a claim ungraciously is to lose the cost of settling without gaining the customer's good will.

## Hardware Price Current

AMMUNITION					
Caps					
G. D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 60				
No. 2 Winchester, boxes 250, per m.	1 60				
Gun Wads					
Black Edge, Nos. 11 & 12 U. M. C.	60				
Black Edge, Nos. 9 & 10, per m.	70				
Black Edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60				
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	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.	50				
Chain					
Common, 7 c.	6 c.	6 c.	6 c.	4 c.	
BB, 8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.	6 c.	
BBB, 8 c.	7 c.	6 c.	6 c.	6 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.	75				
Corrugated, per doz.	1 25				
Adjustable	40 & 10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps.	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28					
List 12 13 14 15 16 17					
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	dis. 90				
Double Strength, by box	dis. 90				
By the light	dis. 90				
Hammers					
Maydole & Co.'s new list.	dis. 33 1/2				
Yerkes & Plumb's	dis. 40 & 10				
Mason's Solid Cast Steel	30c list 70				
Hinges					
Gate, Clark's 1, 2, 3.	dis 60 & 10				
Hollow Ware					
Pots.	50 & 10				
Kettles.	50 & 10				
Spiders.	50 & 10				
Horse Nails					
Au Sable.	dis. 40 & 10				
House Furnishing Goods					
Stamped Towels, new list.	70				
Stamped Towels, new list.	70				

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	15
Fine 3 advance	25
Casing 10 advance	35
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	35
Rivets	
Iron and tinued	50
Copper Rivets and Burs	4
Roofing Plates	
14x20 IC, Charcoal, Dean	7 60
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Sole	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Steel and Iron	
Tin—1/2 in Grade	60-10-5
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12
Each additional X on this grade, 1	
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
Onida Community, Newhouse's	40 & 10
Onida Com'y, Hawley & Norton's	65
Mouse, choker, er doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright.	80-10
Screw Eyes.	80-10
Hooks.	80-10
Gate Hooks and Eyes.	80-10
Wrenches	
Baxter's Adjustable, Michals.	80
Dee's	40
Dee's Patent Adjustable, Wagon.	70 & 10

## Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	40
1 gal. per doz.	6
1 1/2 gal. per doz.	56
1 1/2 gal. per doz.	70
1 1/2 gal. per doz.	84
1 1/2 gal. per doz.	1 20
20 gal. tubs, each	1 60
25 gal. tubs, each	2 25
30 gal. n. tubs, each	2 70
Churns	
2 to 6 gal. p. gal.	6 1/2
Churn Dash, a, per doz	34
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz	85
1 gal. fireproof ball, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/2 gal. per doz.	7 1/2
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	56
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon.	5 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, CVrimp top.	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 30
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 50
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltling cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 100.	50
No. 0 Tub., cases 2 doz. each, bx. 150.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll.	25
No. 1 1/2 in. wide, per gross or roll.	30
No. 2 1 in. wide, per gross or roll	45
No. 3 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
5000, any one denomination	5 00
10000, any one denomination	8 00





### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 24—There are great numbers of merchants here now and they come as buyers from every section of the country. It has been a long time when so many were in the city at this season. The weather all over the nation appears to wear a spring-like aspect, and this is, perhaps, the main cause of the tide of travel New Yorkward. Business—if one can judge from the few short sentences he can get from those most interested, and from the big piles of cases on the walks and the aggregation of trucks at the ferries, each with a big load—must be at a record-breaking period. Rush, rush, rush everywhere, not only in the line of food products, but in dry goods, hardware—everything.

Coffee has taken on renewed strength and in the way of options there has been a decided advance. Spot stock, too, has been in good request and sellers appear to have things decidedly their own way. At the close Rio No. 7 is held at  $8\frac{3}{4}$ @  $8\frac{1}{4}$ c, with a still further advance almost a certainty. In store and afloat there are 4,131,981 bags, against 4,303,967 bags at the same time last year. Mild grades are steady, but there is no very great animation. The rate for good Cucuta is  $9\frac{3}{4}$ c. East India shows very little, if any, change.

There is a better feeling in the tea trade and dealers look forward with a good degree of confidence. Prices are well sustained and holders are unwilling to make any concession.

Not an item of interest can be picked up in the refined sugar market. The same report of an average trade is heard everywhere, but no noticeable enlargement of business is anticipated for some little time. As usual, the bulk of orders this week has been of withdrawals under old contracts.

While the retail trade is said to be but lightly supplied with rice, the dealers here are well stocked up and would like to see some greater activity in the business than has prevailed since the turn of the year. Quotations are without change and are on a rather low level. However, with the return of spring we shall doubtless have another rice story to tell.

Quietude everywhere prevails in the spice market and dealers are simply waiting. While buyers are making no protest against current quotations, they are not buying ahead of current requirements and appear to think there may be a lower trend to the market later on—not a very likely condition, however.

Molasses is well sustained, but the week has brought only an average enquiry. Stocks are not very large, but there is enough of the grocery grades of New Orleans to apparently meet the wants of the trade. Black-

strap is in light supply and well held. Syrups are firm and unchanged.

As the season advances there appears to be a little easier feeling among the holders of tomatoes outside the "trust" and 3-pound standards are said to be easily picked up at  $\$1.07\frac{1}{2}$  f. o. b. There is little doing and these prices do not appear to "cut any ice." There is nothing doing in futures. Corn rules very low, but there has been rather more business than prevailed last week. Salmon is quiet, but higher prices are looked for in the not far distant future.

There is a better feeling in the butter market and quotations show some slight advance. Extra creamery, 28@ $28\frac{1}{2}$ c; seconds to thirds, 24@ $27\frac{1}{2}$ c; held stock, 19@ $23$ c; imita-

tion creamery, 18@ $21$ c; renovated, 18@ $20$ c; packing stock, 15@ $16\frac{1}{2}$ c.

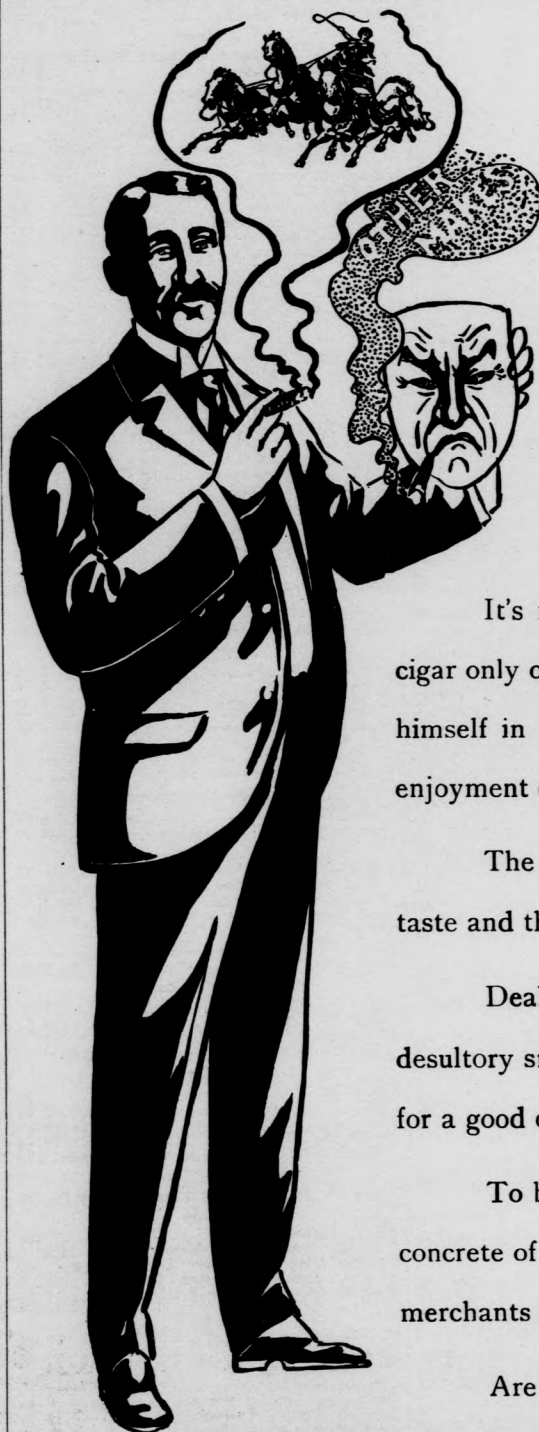
There has been a fair amount of business done in cheese and, as stocks become more and more depleted, the feeling is more and more toward a higher basis. Still, if the weather really determines to be spring, it will not be long before new stocks will be here. Full cream N. Y. State cheese is worth  $14\frac{1}{2}$ c.

Eggs have within a day taken a turn for the better. The low prices of the past few days have vastly increased consumption and this has relieved the market to quite an extent. Not over  $14\frac{1}{2}$ c can be safely quoted for best Western stock; seconds,  $13\frac{1}{2}$ @ $14$ c.

### Will Build a New Lime Kiln.

Port Huron, Feb. 27—An up-to-date lime kiln with large capacity is to be one of a list of new industries to be located in this city. The industry was attracted to this place solely by the business advantages offered by this city, those interested asking for no bonuses, stock subscriptions or other inducements. The venture is backed by Harrison Butler and Rudolph Decker, of Marine City, the latter a widely known brick manufacturer. They have acquired an option on property along Black River, near the fibre works, where both water shipment and railroad facilities are close at hand.

It is probable that brick manufacture may also be added as part of the plant.



## Many a Smoker Has Put Away the Mask of Dissatisfaction And Found Gratification in the BEN-HUR Cigar

It's nine chances to one that the man who buys a cigar only occasionally from your case is smoking more to put himself in social touch with his fellows than because real enjoyment comes to him.

The question of truly enjoying a smoke is all in the taste and the aroma of the cigar.

Dealers who stock the Ben-Hur open up to the desultory smoker a rich, satisfying treat, and end their search for a good cigar which they can tie to.

To be able to put out the very best nickel cigar is the concrete of all the business sagacity the most successful of merchants possess.

Are you getting Ben-Hur-ward?

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

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



# THE GRAND RIVER LINE.

## A Time Schedule That Can Handle Business.

The Grand Rapids and Lake Michigan Transportation Co., or "The Grand River Line" for short, is ready for the spring opening of navigation with two staunch new steamboats. Each boat can carry 100 tons of freight and 500 passengers on a 36 inch draft of water. The time schedule as arranged contemplates running a boat each way every day during the season between Grand Rapids and Grand Haven, as follows: The steamer Grand, for example, will leave Grand Haven about 7 o'clock in the morning, or as soon as freight billed for Grand Rapids by lake to Grand Haven can be transferred to the river boat. This boat, arriving at Grand Rapids about noon, will be immediately unloaded at the Fulton street landing.

About 1 o'clock of the same day the steamer Rapids, loaded with freight, will leave Grand Rapids, arriving at Grand Haven about 5:30 p. m. and in time to transfer to the Chicago and Milwaukee boats freight billed for those ports and points farther west.

Meanwhile the steamer Grand will be swept and washed off and about 2 o'clock in the afternoon of the same day—or about one hour after the Rapids has started for Grand Haven—will start for an excursion ride eight or ten miles down the river to picnic grounds which are to be established. Returning to this port about 6 o'clock, she will discharge her pleasure seekers and about 7:30 in the evening she will make another excursion trip down the river, reaching the home port and ending one day's work about midnight.

The next day the Rapids will repeat the service done by the Grand and the Rapids will only make its afternoon run to Grand Haven.

The schedule is a good one from various view points. Freight shipped from Chicago at night is delivered in Grand Rapids at noon next day; freight delivered at the Fulton street landing up to 1 o'clock p. m. is delivered in Chicago by daylight next morning. As the through boat down and up the river each day will stop at the picnic grounds, there will thus be three boats daily landing at that point on the down trip and three boats daily from that point to Grand Rapids.

Now all that remains to be done to perfect the plan is to provide a spacious, well-built and well-equipped warehouse at the Fulton street landing so that when freight begins to come it can be satisfactorily and economically handled.

There is yet another work to be performed, and that is the putting in of the spring pile protection at the three bridges at this end of the route and the fourth bridge at Grand Haven. Without this piling, in case of a windy day, much damage may be done to both boats and bridges. And there is not any too much time before the opening of navigation in

which to complete the equipment so much needed.

## Interchange of Pharmacy Certificates.

Battle Creek, Feb. 20—Sid A. Erwin, Treasurer of the Michigan Board of Pharmacy, has returned from Minneapolis, where he was in attendance as the representative of the Board at a meeting called to consider arrangements for an interchange of pharmacy certificates.

The States represented were North and South Dakota, Minnesota, Illinois, Indiana, Ohio, Wisconsin and Michigan. The object is to adopt a uniform system of examination for registered pharmacists so that a certificate issued in one state can be readily accepted in any of the other states as evidence of qualifications under the local laws. Mr. Erwin looks forward to success for the movement, although to meet all requirements it will make the examination in all the states much broader than at present, and as a consequence a more competent army of pharmacists.

As to the local situation in the drug line, Mr. Erwin states that the inspector, M. L. Campbell, who works in this district, finds the drug stores in this place much better equipped and following the law more closely than in any other city in the district except one. Here he has but two complaints, both of these being on account of the unlawful sale of cocaine, morphine, etc. This is positively forbidden, except it be upon the prescription of a duly licensed physician, dentist or veterinary, a clause in the new law which the Board has a special determination to enforce.

## Alleges Unjust Prejudice.

Gobleville, Feb. 20—Ed Young, druggist at this place, feels so urgently the necessity of his being permitted to sell liquor for "medicinal, mechanical and sacramental purposes," that he has carried to the Supreme Court his case to compel the village Council to accept his bond.

In May the Council rejected his bond and he alleges that it was for no lawful reason, being told by members that the Council was determined that no liquor should be sold in Gobleville. He claims that the action in rejecting his bond was capricious. He began a case in the Circuit Court to compel the acceptance of the bond, but Judge Des Voignes has declined to frame an issue. On his application the Supreme Court has granted an order requiring Judge Des Voignes to show cause why he should not do this.

Van Buren is a local option county.

## Enjoying Prosperous Season.

Monroe, Feb. 27—The Monroe Stone Co. has commenced erecting a building for its new air compressor which was shipped from Pennsylvania. The company has been enjoying a very prosperous season, this being the first year it has been obliged to run all winter in order to meet the demand for its product.

A clean, vigorous, healthy life is a mighty good side line to carry.

# ALABASTINE

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

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

## ALABASTINE COMPANY

Grand Rapids, Mich. New York City

## 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.

# "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.

## FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS' JAXON Highest Grade Extracts.

Foot & Jenks JACKSON, MICH.

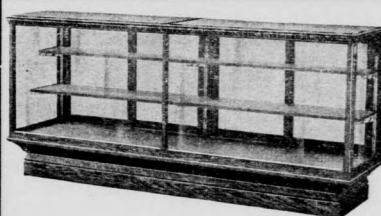


# The Original Holland Rusk

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

Holland Rusk Co.,

Holland, Mich.



## Wolverine Show Case & Fixture Co.

Grand Rapids, Michigan

Bank, Office, Store and Special Fixtures.

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

# 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







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

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

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

#### Severe Blow To the Community.

"I happened to be present at a junction point in Northern Michigan some fourteen or fifteen years ago when one of its leading industries was put out of commission," said Dave Smith recently. "About that time all the excuse that place had for occupying a position on the map was that it was a junction. The railroad connections were such that, no matter in which direction you wanted to travel, you were sure of a wait of at least two or three hours. As the 'city' consisted of two hotels, two saloons, one store and a couple of dwellings the unfortunate travelers who had occasion to stop over there were hard put to while away their time. Eventually a one-legged man came there and opened up a shell game. Whenever a train deposited a few passengers he would be at his stand near an upturned barrel ready to do business. Traveling men and others who knew better used frequently to play the game for small amounts, not with any hope of winning, but to kill time and to get the one-legged son of the Emerald Isle into a good humor, for he was a capital story teller. In this way he picked up enough to pay his board, take an occasional drink to jar the stillness of his surroundings and accumulate a few dollars to the good. As the money he spent for board and drinks was no inconsiderable portion of the entire circulating medium of the community and as he was wise enough not to separate the natives from any of their coin, no objection was raised to his doing business there. Occasionally a bunch of lumber manufacturers would get stranded there while on their way to conventions and would go up against the game for larger amounts. As the operator had no chance to lose, he placed no limit on the game.

"One morning when the game was going good one of the on-lookers seemed to have a hunch, for he stepped up and said:

"I'll bet you \$25 the pea is under this shell," he said, placing his finger upon the top of one of the three shells.

"Put your money down on the barrel," said the operator.

"The young fello wdid so, and the one-legged man asked him why he did not make it \$25 more as long as he was so sure. He said he would if allowed to lift the shell himself and being told that this was his privilege another \$25 went down on the barrel, the operator laying \$50 on top of the two bets.

"On lifting the shell he had chosen,

the pea was exposed to view. The operator gasped, the young fellow grabbed the money and asked that the game proceed, but the operator shook his head, said he was out of luck, gathered up his shells and went over to the saloon.

"Later I learned that the lucky winner was a tin-horn gambler and thimble rigger and being supplied with a little rubber squeeze ball of his own, had worked it under the shell while lifting it. As the regular operator had his 'pea,' which is in reality a small rubber ball in the palm of his hand, and was not contemplating the possibility of an assault from that direction he felt perfectly safe to let the stranger lift the shell. Although he knew how he had been done, he was not in a position to make a protest. "That day he told his landlord that the snares and wickedness of civilization were beginning to pollute that section and he was going farther west, which he did that night, and to this day has never been heard from. It was a severe blow to the community."

#### Raised His Pay To Fire Him.

Yes, it is true that I'm out of a job. It is funny that a salesman who can sell goods as I can should get "canned," but that isn't half as funny as the way I got it.

When I was with Smithson, Lytle & Co. I was considered their star man and got the biggest salary they paid. I was worth it, too, for I got results. For a year or more Harris & Kauffman tried to get me, and they finally made me an offer that I simply couldn't turn down. It was away and beyond what I was getting, and I took the bait. I was foxy enough to insist upon a contract for five years, but I wasn't foxy enough, for we all know that old Kauffman has a reputation as a cold proposition.

I was up against tough luck from the start. Everything seemed to go against me my first trip. I never before had made such a miserable showing. I was almost afraid to show up at the house. You may imagine my surprise and gratification when I got a greeting that was rapturously effusive. I expressed my chagrin at my poor success, but old Kauffman didn't seem to be worried a bit about it.

"O, I know how that is," he said. "Things will go that way sometimes in spite of everything. We're perfectly satisfied with your efforts, so don't be worried."

Then they sent me on a long trip into new territory. It hardly seemed possible, but that trip was worse than the first one. I didn't make expenses, to say nothing of salary. When I got back I expected a good calling down. I felt that only that contract stood between me and getting fired, and I was truly ashamed to fact the "Old Man." When I went into the office I was more surprised than ever to be told that the firm had no kick coming.

"You're doing well enough under the circumstances," said the boss. "You didn't get many orders, to be sure, but we appreciate the energy you have shown. We've talked the matter over and decided to give you a substantial proof of our appreciation. We have raised your salary \$500 a year. Hereaf-

ter you will be paid weekly at that rate. Have your samples ready to start west Monday."

That almost took my breath away. I was too dazed to think. It's a wonder I didn't faint. Had I been half as foxy as the boss I would have known something was going to happen.

At the end of the next week I got a draft for my salary, computed at the increased rate, and wrote the firm acknowledging its receipt. Then—and not till then—I really believed that I hadn't been dreaming.

Three days later I got another letter from the house. It was brief and to the point, and the burden of it was that my services were no longer required.

I was thunderstruck. I was also mad—and mad a-plenty. I hastened back to the city, and, flourishing my contract under the noses of Harris and his partner, demanded an explanation.

They gave me the laugh. "That contract isn't worth the paper it's written on," sneered old Kauffman. "You broke it when you accepted an increase of salary."

"That's why I'm temporarily disengaged," continued the drummer. What I want to know at present writing is whether that is good law or not. Now, is it?

None of my fellow laborers can tell me. As soon as I recover from the shock I am going to ask a lawyer about it. And in the future I will look with eyes of suspicion upon any raise of salary that comes unsolicited.

Alfred J. Thomas.

#### Kind To His Feelings.

"It happened in a little town up in the Northwest, the last time I was up there," remarked Arthur Cunningham. "A lady came down from upstairs and asked the manager of the hotel if she could get a glass of water."

"Why, certainly, madam," said the manager, filling up a glass from the water cooler.

"Two minutes later she was back in the office again.

"I don't like to trouble you," she said, 'but could I get another glass of water?"

"No trouble at all, madam," said the manager, in reply to her request, 'but could I enquire what you are doing with so much water?"

"Two minutes later she appeared again.

"Certainly, madam," said the affable manager, 'but could I enquire what you are doing with so much water?"

"I know you'll just scream when I tell you," said the lady; 'I'm trying to put out a fire in my room."

## 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



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

## Winter Goods

Now is the time to place your order for

Blankets, Robes,  
Fur Coats, Duck Coats,  
Gloves and Mittens

Our Line Sells Itself

It will pay you to see it

Brown & Sehler Co.

Grand Rapids, Mich.

Wholesale Only

## 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.)

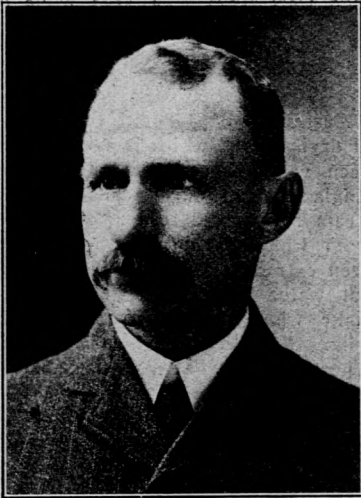
For further information call on or address the company at its office in Grand Rapids  
E. B. FISHER, SECRETARY



SUCCESSFUL SALESMEN.

Val. Cryder, District Agent International Harvester Co.

Val. Cryder was born on a farm about two miles from Chillicothe, Ohio, Jan. 19, 1863, his antecedents being German on both sides. He attended the country school of his neighborhood, supplementing the education thus obtained by taking a commercial course in the high school at Chillicothe. For the next six years he tried his hand at farming, but being offered a position as salesman in the implement house of M. V. Briggs & Co., at Chillicothe, he gladly embraced the opportunity to espouse a commercial career. He remained with Briggs & Co. five years, when he was induced to come to Grand Rapids by a gentleman who



became familiar with his methods and with the success he had acquired as an implement salesman. He became salesman for the McCormick Harvesting Machine Co. here and, four months later, was given the management of the Grand Rapids district, which position he still retains with the International Harvester Co., which came into existence some years ago through the consolidation of the various harvesting machinery concerns.

Mr. Cryder was married Nov. 7, 1883, to Miss Alice Haynes, of Chillicothe. They have five children, two boys and three girls, and reside on Allen Park street.

Mr. Cryder is a member of the Knights of the Grip and Royal Arcanum. Aside from these two organizations, he has no fraternal or secret society affiliations.

Mr. Cryder attributes his success to all-round hustling and a disposition to treat his trade fairly.

Gripsack Brigade.

T. C. Peguim, of Canajoharie, N. Y., has taken a position as assistant to B. M. Handy in the representation of the Beech Nut Packing Co. in this State.

Ionia Sentinel: G. F. Faude has decided to go on the road for a well-known Detroit jobbing house. Mr. Faude has for eighteen years operated a cigar factory here, and by hustling business qualifications has been a large employer of labor and a producer of goods that have given

Ionia a wide reputation as a business center in the cigar trade.

Charlotte Republican: Wm. Spera, who has been the manager of the John Tripp clothing store for the past year, shipped his household goods to Toledo last week. He will be on the road several weeks each year as traveling salesman and when not thus engaged will have a position in a clothing store of that city. James Greenman, whose many years' experience in the clothing business of this city entitles him to the position, will take the management of the Tripp store.

Cadillac News: H. W. Bross has resigned his position in the Rice & Cassler shoe store to accept a position as traveling salesman for Hirth, Krause & Co., shoe manufacturers of Grand Rapids. Mr. Bross left Monday for Grand Rapids to spend a few days in the wholesale house, after which he will be assigned territory in Wisconsin. For the present, at least, Mrs. Bross and family will remain here, and it is hoped that their stay will be permanent and that Mr. Bross can arrange his duties so as to retain Cadillac as his home.

The United Commercial Travelers of Grand Rapids are looking forward to a very enjoyable time at their annual meeting on March 3. The business meeting will be held at their hall in the Herald building at 1:30 p. m., at which time a class of about ten traveling men will be made acquainted with the meaning of the little button the boys all wear on the lapel of their coat. The Executive Committee will let the boys know how they have conducted the business affairs of the Council and the Secretary and Treasurer will tell them how much money he has received during the year and what he has done with the cash which is not in his possession at the present time. In the evening at 8 o'clock the members of the Council will cast aside the cares of business and gather around the banquet tables to partake not only of the good things prepared for the inner man, but to enjoy a feast of reason and flow of soul, as the officers will give a review of the order during the year just closing. Mr. W. F. Blake, of the Judson Grocer Co., will respond to the toast, "The traveling man as I know him," and Mr. E. A. Stowe, of the Michigan Tradesman, will discuss the mileage book situation in the light of recent developments. A musical programme will be furnished by the Payton trio and, if the boys do not have a jolly good time, it will be no fault of the committee having the matter in charge.

Within His Rights.

"I can not understand," says the earnest youth, "why you refuse to permit me to kiss you, when you allow old Colonel Grimmer that privilege."

"Colonel Grimmer!" replies the fair young thing. "Why, Colonel Grimmer knew my grandmamma."

"So did I. I remember her distinctly. When I was a little boy she gave me peppermint lozenges in church."

Savings Boxes an Encourager of Thrift.

Written for the Tradesman.

The home that is without its encourager of the savings habit, sent around by one or another of the banks, is becoming an exception. All the banks now have their little boxes for the home, into which the children can drop their nickels, pennies and dimes. They are in about as many different varieties and styles as there are banks, and some of them are highly ingenious. One is a neat little box of gun metal or nickel, with a handle. Another is divided into compartments, each of a size to accommodate a particular coin from a penny to a half dollar, and there are holes in the sides so that the depositor can take stock at any time. Then there is the box that registers the coins as they are dropped in, and in this way informs the depositor how much he or she has saved. There are boxes that fit into the coat pocket, others the size of a pill box that can be carried in the trousers pocket. The aim apparently has been to meet every need, whether at home or away from it. One feature these boxes have in common, however, is that the only way their contents can be extracted is to take them to the bank issuing them to be opened. They can be twisted and turned and shaken and will not yield a cent. Operating upon them with jack-knife or hair-pin will produce only disappointment. Attempts with a hatchet, it is stated, have been made, but in vain. The banks must be taken to the bank and then it is easy to get out what has been put in.

Who originated the home savings bank idea, as an adjunct to the banks, is not recorded, but it is believed the Peoples Savings Bank was the first, or at any rate one of the first, to introduce it here. That was eight or ten years ago. Its original bank was of iron or steel, eight or nine inches square and as many high and divided into four compartments to enable as many members of the family to use it and yet keep their accounts separate. These banks weighed so much they could not be brought in to be emptied, and the clerk was sent around once a month to make collections. This added to the expense and was a disadvantage which was afterward avoided by adopting the small bank, which the depositor himself could bring in.

How many of these home banks are now outstanding is not known, but the number runs well up into the thousands, and they are still being called for. Anybody depositing an initial dollar, thereby opening a savings account, can get one, and the banks seem glad to hand them out. That these banks have had an important influence upon the increase in the savings deposits is certain. It should not be imagined that their use is confined to children. Many heads of families keep them on hand and into them drop their spare cash and loose change, which otherwise would be spent. Young men clerks and shop girls have them and by their aid are accumulating tidy little sums for future needs. Some save according to

a system, depositing all the dimes that come their way, while others consult convenience or impulse. But, whatever the method, these little banks are helping to form and confirm habits of economy, frugality and thrift, and, therefore, whoever originated the idea may be set down as a benefactor of his race.

L. G. Stuart.

The branch bank, which was regarded as a somewhat doubtful experiment when the State Bank started its branch on West Bridge street three or four years ago, seems to have come to stay. The other banks were inclined to regard the branch as too limited in profit possibilities to be worth while, but maintained a frame of mind that might be open to conviction when the experiment had demonstrated its practicability. The Commercial was the first to follow the State's example, opening a branch on South Division street in a building which it erected for its own use. The State has since opened a branch on Plainfield avenue and another on Wealthy avenue. The Kent has also opened branches, one on Wealthy avenue and the other on West Leonard street. With the branch banks already established the city is fairly well covered, but there may be openings for additional branches, one on West Fulton street and another in the hill district. There might also be room for one out Cherry street. There may be danger in overdoing the branch business, but the expense of their maintenance is not great and there is incidental advertising in them as well as direct business. Two banks not much more than a block apart on Wealthy avenue may be putting them in pretty thick, but there may be something in the old theory, "The more the merrier." It is certain that the branch banks have a tendency to encourage the saving habit. Many accounts have been opened by persons who never before patronized the banks, and the records show that many of them are doing very well.

Much has been said about the development of German influence in South American countries, particularly Brazil, and it has been predicted that some day the German colonists would be strong enough to gain control of the government there. It now appears the prevailing practice for Germans settling in these countries to dispense as soon as possible with their own patronymic and assume in lieu of it an English, Spanish or Portuguese name. The precise purpose of this seems to be more commercial than anything else, both the English and the Americans being much more kindly regarded than the Teutons; but it is, nevertheless, the fact that many Germans drop their nationality, or, at least, their name, in the South American republics in order to escape the attentions of the army authorities in Berlin. As their identity is thus lost, their influence can not become powerful from a race standpoint.

Hard work is heaven's own balm for broken hearts.





**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.

**Novel Methods of Attracting Trade.**

A Kentucky druggist has taken advantage of the postal-card craze and has had a hundred cards printed with a good half-tone picture of the beautiful new stone library in his town, and instead of selling them gives them away, one with each purchase. The cost of the advertising is only about one-half a cent, or less than that of the cheapest stamp sold.

One druggist, who believes that it pays to serve the public well, when selling any quantity of postage stamps at one time always incloses them in a special stamp envelope with waxed paper. Both sides of the envelope are printed with his advertising, so that stamp buyers, while appreciating his courtesy, carry away at the same time a reminder of his store and his goods.

A cough medicine, in which honey formed one of the principal ingredients, was featured in the show window by a section of a honeycomb, inclosed in a box with a glass front, through which passersby could see the bees at work, and the window was surrounded daily by a large crowd watching the (to most of them) novel spectacle of these wonderful little workers at their tasks.

A hot soda sign that is "hot stuff" is a rather original affair devised by a New York firm. At the top of a sign-board set at right angles to the sidewalk line is a large gilt picture in relief of a hot soda mug. It is apparently full of some tempting concoction, for clouds of steam issue from the top of the mug. The steam is cleverly supplied by a pipe from the building, and on a clear day the clouds of white vapor show up strongly and attract crowds of pedestrians. The remaining space on the sign board is given up by these enterprising druggists to a convincing description of how delicious is the soda which they sell.

Motion in a window always attracts attention. A window trim of spring medicine had the back hung with black velvet, against which the goods, all in yellow cartons, showed up with good effect. A number of bottles fastened to spiral coils attached to cords passed through rings

in the ceiling were suspended midway in the window, and were kept in constant motion by the cord being attached to some mechanism in the rear. The window was an eye-catcher, and brought the passerby to a standstill, giving the forceful placards—"Feeds the nerves," "Tones up the stomach," etc.—a chance to get in their work.

A mechanical display advertising a cure for the liquor habit was the means of gathering crowds in front of a New York store. The mechanism, which is operated by electricity and consists of figures grouped upon a revolving platform, displays two scenes. The first pictures an unfortunate looking individual supposed to be a victim of the drink habit, sitting at a table and in the act of drinking beer. A door in the rear opens mechanically and a woman of kindly mien enters and offers a package of the remedy at hand. The curtain is then drawn and the first scene is completed. After a few seconds elapse, giving an opportunity for the device to revolve, the second scene is brought to view. This represents a brighter side of life, showing a happy couple handsomely dressed, and standing in a room of much more homelike appearance than the one in which the first scene was laid, the change evidently being due to the use of the cure. It is a "before and after" picture quite elaborately worked out. A representative of the company is present in the store and is ready to offer any information or suggestions regarding the remedy and to supply literature on same.

A window in West's drug store, Decatur, Ill., drew a crowd recently and incidentally received a half-column notice in the local paper. The proprietor took eighty-four small glass dishes, and in each of them placed some well-known drug or other article and then displayed all of them in the window. That is all there is to it. People swallow some drugs, have heard of others that the neighbors take, and here was a chance to look at many with the naked eye.

In each dish a card was displayed. This gave the name of the drug and told where it came from. In the instance of a berry, a bean or a leaf the card goes on to say what drugs are got from it.

**Magnesium Sulphate as an Anesthetic.**

For some months past Dr. S. J. Meltzer, of New York City, has investigated a property possessed by magnesium salts and discovered by him six years ago, namely, that of inhibiting the functional activity of nervous tissue. In December, 1899, he announced before the American Physiological Society that the intracerebral injection of magnesium sulphate in the rabbit causes speedy paralysis without antecedent convulsions. In conjunction with Dr. John Auer he has recently studied the effects on the lower animals of subcutaneous injections of small doses of a 25 per cent. solution of magnesium sulphate. He discovered that these produce in a short time a profound anesthesia lasting from one to over

two hours. During this time it is possible to perform various operations. A dose greater than 1.75 grams per kilo weight of the rabbit results fatally. It is the magnesium iron that possesses this anesthetic property, for similar results were obtained with magnesium chloride and bromide. There was noted one marked difference between the magnesium salts and other anesthetics, namely, the narcotic stage in the former is not preceded by a period of excitation.

**Process for Making Fluidextract Condurango.**

Take of condurango bark in No. 40 powder 1,000 gms. and diluted alcohol sufficient to make 1,000 c.c.

Moisten the bark with from 350 to 450 c.c. of diluted alcohol and macerate for twenty-four hours in a covered vessel in a warm place; transfer to the water bath percolator, pack firmly, pour upon it sufficient diluted alcohol to saturate and cover the drug and set in a warm place for two days, then heat moderately and after an hour begin to percolate slowly, adding diluted alcohol to the drug and continuing the heat and percolation until 850 c.c. have passed, which reserve. Turn off the heat and continue the percolation with diluted alcohol until the drug is exhausted. Distil the alcohol (½ the measure) from this last portion, evaporate the residue to a soft extract, which dissolve in the reserved portion and add enough diluted alcohol to make 1,000 c.c. of the fluid extract. The alcohol remaining in the drug after percolation may be recovered by distillation. Thos. Willets.

**Healthiness of the Eskimos.**

Dr. Nicholas Senn, one of the best known physicians in America, spent the past summer visiting among the pure blooded Eskimos of Greenland. His report is an exceedingly interesting one and appears in full in recent issues of the Journal of American Medical Association. These primitive people, who have escaped mixture with the rest of the world of human beings, are without doctors or druggists or medicines, a condition which can not be fully realized until Dr. Senn's article is read and his explanation given consideration. It seems that Greenland, at least the portion where the Eskimos live, is free from disease-producing bacteria, which excludes all diseases depending upon bacteria. The doctor believes that the large amount of iodine in the sea food is responsible for their remarkable freedom from syphilis and allied diseases. In spite of the fact that they are without doctors and that no one serves the function of a doctor or pharmacist, they live to a ripe old age, unless they meet with a tragic death through an accident.

**Little Genuine Indigo Now Produced.**

Consul General Guenther, of Frankfort, writes: "The manufacture of artificial indigo has injured one of the oldest and most important industries of the Indies and of Salvador most severely and will in time probably destroy it. The value of the exports of natural indigo from the Indies has decreased from \$17,000,000 in 1894 to \$2,600,000 in 1904. Of the indigo imported into Japan in 1904 three-quarters was artificial. It is estimated that artificial indigo supplies at present 85 per cent. of the world's demand and the price has declined 50 per cent. Germany is the largest manufacturer of artificial indigo. I find in official statistics that in 1904 Germany imported 260 tons of natural indigo at a value of \$321,400, while her exports of artificial indigo were 8,370 tons, at a value of \$5,160,000. Of this amount the United States took 2,162 tons."

**Dried Milk.**

Australia has adopted the system of drying milk, which is said to have been very successful in London, England. The milk is dried between steam rollers and sold as a powder, from which nothing but water has been extracted and to which nothing but water requires to be added to make wholesome, clean and sterile milk. A leading medical officer is reported to have said that the adoption of dried milk at some of the asylums for consumptive patients and in general hospitals has proved a success.

**Use Care in Guaranteeing Goods.**

Avoid guarantees as much as possible, and when necessary frame them in a careful way. Remember, merchandise out of one's store is subject to any abuse its owner may see fit to give it, and a grumbler never makes allowances for this. In hearing a complaint be patient and quiet, and avoid any argument of any kind, even although you know the complainant asks something morally unfair.

**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.

**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.



## Advanced— Declined—

Liquor Arsen et		Rubia Tinctorum	12@ 14	Vanilla .....	9 00@ 2
Hydrarg Iod ..	@ 25	Saccharum La's.	22@ 25	Zinci Sulph .....	7@ 8
Liq Potass Arsinet	10@ 12	Salacin .....	4 50@ 4 75	Oils	
Magnesia, Sulph.	2@ 3	Sanguis Drac's..	40@ 50		
Magnesia, Sulph bbl	@ 1%	Sapo, W .....	12@ 14	Whale, winter ..	70@ 70
Mannia, S F .....	45@ 50	Sapo, M .....	10@ 12	Lard, extra ....	70@ 80
Menthol .....	3 30@ 3 40	Sapo, G .....	@ 15	Lard, No. 1 .....	60@ 65
Morphia, S P & W2	35@ 2 60	Selditz Mixture	20@ 22	Linseed, pure raw	45@ 48
Morphia, S N Y Q2	35@ 2 60	Sinapis .....	@ 18	Linseed, boiled ..	46@ 49
Morphia, Mal. ..	2 35@ 2 60	Sinapis, opt ..	@ 30	Neat's-foot, w str	65@ 70
Moschus Canton.	@ 40	Snuff, Maccaboy,		Spts. Turpentine ..	Market
Myristica, No. 1	25@ 30	DeVoes .....	@ 51	Paints	
Nux Vomica po 15	@ 10	Snuff, S'h DeVoe's	@ 51	Red Venetian ..	1% 2 @ 3
Ose Sepia .....	25@ 28	Soda, Boras .....	9@ 11	Ochre, yel Mars 1% 2	@ 3
Pepsin Saac, H &		Soda, Boras, po.	9@ 11	Ocre, yel Ber ..	1% 2 @ 3
P D Co .....	@ 1 00	Soda et Pot's Tart	25@ 28	Putty, commor'l 2% 2% 3	@ 3
Picis Liq N N ½		Soda, Carb .....	1½@ 2	Putty, strictly pr2½ 2% 3	@ 3
gal doz .....	@ 2 00	Soda, Bi-Carb ..	3@ 5	Vermillion, Prime	
Picis Liq qts .....	@ 1 00	Soda, Ash .....	3½@ 4	American .....	13@ 15
Picis Liq, pints.	@ 60	Soda, Sulphas ..	@ 2	Vermillion, Eng.	75@ 80
Pil Hydrarg po 80	@ 50	Spts, Cologne ..	@ 2 60	Green, Paris .....	14@ 18
Piper Nigra po 22	@ 18	Spts, Ether Co.	56@ 55	Green, Peninsular	13@ 16
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00	Lead, red .....	7½@ 7% 74
Pix Burgum .....	@ 8	Spts, Vini Rect bbl	@	Lead, white .....	7½@ 7% 74
Plumbi Acet .....	12@ 15	Spts, Vi'i Rect ½ b	@	Whiting, white S'n	@ 90
Pulvis Ip'e et Opil	1 30@ 1 50	Spts, Vi'i R't 10 gl	@	Whiting, Gilders' ..	@ 95
Pyrethrum, bxs H		Spts, Vi'i R't 5 gal	@	White, Paris Am'r	@ 1 25
& P D Co. doz	@ 75	Strychnia, Cryst'l	1 05@ 1 25	Whit'g Paris Eng ..	@ 1 40
Pyrethrum, pv ..	20@ 25	Sulphur Subl .....	2¾@ 4	Universal Prep'd 1 10@ 1 20	
Quassia .....	8@ 10	Sulphur, Roll .....	2½@ 3½	Varnishes	
Quino, S P & W..	20@ 30	Tamarinds .....	8@ 10	No. 1 Turp Coachl	10@ 1 20
Quina, S Ger .....	20@ 30	Terebenth Venice	28@ 30	Extra Turp .....	1 60@ 1 70
Quina, N. Y. ....	20@ 30	Theobromae .....	45@ 50		

**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

		1		2	
		ARCTIC AMMONIA.		Peas	
		12 oz oals 2 doz box. Doz.		Marrowfat 90@1 00	
		AXLE GREASE		Early June 90@1 60	
		Frazer's		Early June Sifted 1 65	
		11lb. wood boxes, 4 dz. 3 00		Pie Peaches 1 00@1 15	
		11lb. tin boxes, 3 doz 2 35		Yellow Pineapple 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 Pumpkin 1 35@2 55	
		15lb. pails, per doz. 7 20		Fair 70	
		25lb. pails, per doz. 12 00		Good 80	
		BAKED BEANS		Fancy 1 00	
		Columbia Brand		Gallon 2 00	
		11lb. can, per doz. 90		Raspberries	
		21lb. can, per doz. 1 40		Standard @	
		31lb. can, per doz. 1 80		Russian Caviar	
		BATH BRICK		1/4 lb. cans 3 75	
		American 75		1/4 lb. cans 7 00	
		English 85		11lb. cans 12 00	
		BLUING		Salmon	
		Arctic Bluing.		Col'a River, talls 1 75@1 80	
		6 oz ovals 3 doz box. 40		Col'a River, flats 1 85@1 90	
		16 oz round 2 doz box. 75		Red Alaska 1 55@1 75	
		BROOMS		Pink Alaska @ 95	
		No. 1 Carpet 2 75		Sardines	
		No. 2 Carpet 2 35		Domestic, 1/4s. 3 @ 3%	
		No. 3 Carpet 2 15		Domestic, Must'd 5 1/2 @ 5	
		No. 4 Carpet 1 75		California, 1/4s. 11 @ 9	
		Parlor Gem 2 40		California, 1/4s. 17 @ 24	
		Common Whisk 85		French, 1/4s. 7 @ 14	
		Fancy Whisk 1 20		French, 1/4s. 18 @ 28	
		Warehouse 3 00		Shrimps	
		BRUSHES		Standard 1 20@1 40	
		Solid Back 8 in. 75		Succotash 85	
		Solid Back 11 in. 85		Fair 1 00	
		Pointed ends. 85		Good 1 00	
		Stove		Fancy 1 25@1 40	
		No. 3 75		Strawberries 1 10	
		No. 2 1 10		Fancy 1 40	
		No. 1 1 75		Tomatoes @ 1 25	
		Shoe		Good @ 1 30	
		No. 8 1 00		Fancy 1 40@1 50	
		No. 7 1 30		Gallons @ 3 65	
		No. 4 1 70		CARBON OILS	
		No. 3 1 90		Barrels	
		BUTTER COLOR		Perfection @ 10 1/4	
		W., R. & Co.'s, 15c size. 1 25		Water White @ 9 1/4	
		W., R. & Co.'s, 25c size. 2 00		D. S. Gasoline @ 12	
		CANDLES		Deodor'd Nap'a @ 12	
		Electric Light, 8s. 9 1/4		Cylinder 23 @ 34 1/2	
		Electric Light, 16s. 10		Engine 16 @ 22	
		Paraffine, 8s. 9		Black, winter 9 @ 10 1/4	
		Paraffine, 12s. 9 1/4		CEREALS	
		Wicking 20		Breakfast Foods	
		CANNED GOODS		Bordeau Flakes, 36 1 lb 2 50	
		Apples		Cream of Wheat, 36 2 lb 4 50	
		3lb. Standards.. 1 00		Crescent Flakes, 36 1 lb 2 50	
		Gallon 3 25@3 50		Egg-O-See, 36 pkgs 2 85	
		Blackberries		Excella Flakes, 36 1 lb 2 75	
		2lb. 90@1 75		Excella, large pkgs 4 50	
		Standards 4 50		Force, 36 2 lb. 4 50	
		Beans		Grape Nuts, 2 doz. 2 70	
		Baked 80@1 30		Malta Ceres, 24 1 lb. 2 40	
		Red Kidney 85@ 95		Malta Vita, 36 1 lb. 2 75	
		String 70@1 15		Mapl-Flake, 36 1 lb. 4 05	
		Wax 75@1 25		Pillsbury's Vitos, 3 doz 4 25	
		Blueberries		Ralston, 36 2 lb. 4 50	
		Standard @ 1 40		Sunlight Flakes, 36 1 lb 2 85	
		Gallon @ 5 75		Sunlight Flakes, 20 lge 4 00	
		Brook Trout		Vigor, 36 pkgs. 2 75	
		2lb. cans, spiced 1 90		Zest, 20 2 lb. 4 10	
		Clams 1 00@1 25		Zest, 36 small pkgs 4 50	
		Clam Bouillon @ 1 50		Rolled Oats	
		Burnham's 1/2 pt. 1 90		Rolled Avenna, bbl. 5 00	
		Burnham's pts. 3 60		Steel Cut, 104 lb. sacks 2 40	
		Burnham's qts. 7 20		Monarch, bbl. 4 70	
		Cherries		Monarch, 100 lb. sacks 2 25	
		Red Standards.. 1 30@1 50		Quaker, cases 3 10	
		White 1 50		Cracked Wheat 3 1/4	
		Corn		Bulk 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	
		Sur Extra Fine 22		Snider's quarts 3 25	
		Extra Fine 19		Snider's pints 2 25	
		Fine 15		Snider's 1/2 pints 1 30	
		Moyen 11		CHEESE	
		Gooseberries 90		Acme @ 14 1/2	
		Hominy 85		Carson City @ 14	
		Lobster 2 15		Peerless @ 14	
		Star, 1/2 lb. 2 15		Elsie @ 14 1/2	
		Star, 1 lb. 3 90		Emblem @ 15	
		Picnic Tails 2 60		Gem @ 14 1/2	
		Mackerel 1 80		Ideal @ 14	
		Mustard, 1 lb. 2 80		Riverside @ 13	
		Mustard, 2 lb. 2 80		Warner's @ 14 1/2	
		Soused, 1 1/2 lb. 1 80		Brick @ 15	
		Soused, 2 lb. 2 80		Edam @ 20	
		Tomato, 1 lb. 1 80		Leiden @ 15	
		Tomato, 2 lb. 2 80		Limburger @ 14 1/2	
		Mushrooms 15@ 20		Sap Sago @ 19	
		Buttons 22@ 25		Swiss, domestic @ 14 1/2	
		Oysters 4 90		Swiss, imported @ 20	
		Cove, 1 lb. @ 1 65		CHEWING GUM	
		Cove, 2 lb. @ 1 00		American Flag Spruce. 50	
		Cove, 1 lb. Oval @ 1 00		Beeman's Peppin 55	
		Plums 85			

3		4		
Best Pepsin	45	Jersey Lunch	8	
Best Pepsin, 5 boxes.	2 00	Jamaica Gingers	10	
Black Jack	50	Kream Klips	20	
Largest Gum Made	55	Lady Fingers	12	
Sen Sen	50	Lem Yen	11	
Sen Sen Breath Perf.	95	Lemonade	11	
Sugar Loaf	50	Lemon Gems	10	
Yucatan	50	Lemon Biscuit Sq.	8	
		Lemon Wafer	16	
CHICORY		Lemon Cookie	8	
Bulk	5	Malaga	11	
Red	7	Mary Ann	8	
Eagle	4	Marshmallow Walnuts	16	
Frank's	7	Marshmallow Creams	16	
Schener's	6	Muskegon Branch, Iced	11	
CHOCOLATE		Moss Jelly Bar	12	
Walter Baker & Co.'s		Molasses Cakes	8	
German Sweet	22	Mixed Picnic	11 1/2	
Premium	25	Mich. Frosted Honey	12	
Vanilla	41	Mich. Coconut Fstd.	12	
Caracas	35	Honey	12	
Eagle	28	Newton	12	
COCOA		Nu Sugar	8	
Baker's	31	Nic Nacs	8	
Cleveland	41	Oatmeal Crackers	8	
Colonial, 1/4s	35	Orange Slices	16	
Colonial, 1/2s	35	Orange Gems	8	
Eppls	42	Penny Cakes, Asst.	8	
Huyler	45	Pineapple Honey	15	
Van Houten, 1/4s	12	Pretzels, Hade Md.	8 1/2	
Van Houten, 1/2s	20	Pretzellettes, Hand Md.	8 1/2	
Van Houten, 1s	40	Pretzellettes, Mac Md.	7 1/2	
Webb	28	Raisin Cookies	8	
Wilbur, 1/2s	41	Revere, Assorted	14	
Wilbur, 1s	42	Richwood	8	
COCOANUT		Richmond	11	
Dunham's 1/4s	26	Rube	8	
Dunham's 1/2s & 1/4s.	26 1/2	Scotch Cookies	10	
Dunham's 1/4s	27	Snowdrop	16	
Dunham's 1/2s	28	Spiced Gingers	9	
Bulk	13	Spiced Gingers, Iced	10	
COCOA SHELLS		Spiced Sugar Tops	9	
20lb. bags	2 1/2	Sultana Fruit	15	
Less quantity	3	Sugar Cakes	8	
Pound packages	4	Sugar Squares, large or small	8	
COFFEE		Superba	8	
	Rio	Spoon Lady Fingers	25	
Common	13 1/2	Urchin	11	
Fair	14 1/2	Vanilla Wafers	16	
Choice	16 1/2	Vienna Crimp	8	
Fancy	20	Whitehall	10	
	Santos	Waverly	8	
Common	13 1/2	Water Crackers (Bent & Co.)	16	
Fair	14 1/2	Zanzibar	9	
Choice	16 1/2	In-er Seal Goods.		
Fancy	19			
Peaberry				
Maracaibo		Almond Bon Bon	1.50	
Fair	16	Albert Biscuit	1.00	
Choice	19	Animals	1.00	
Mexican		Brenner's But. Wafers	1.00	
Choice	16 1/2	Butter Thin Biscuit	1.00	
Fancy	19	Cheese Sandwich	1.00	
Guatemala		Cocoa Nut Macaroons	2.50	
Choice	15	Cracker Meal	.75	
Java		Faust Oyster	1.00	
African	12	Five O'clock Tea	1.00	
Fancy African	17	Frosted Coffee Cake	1.00	
G.	25	Frotana	1.00	
G.	31	Ginger Snaps, N. B. C.	1.00	
Mocha		Graham Crackers	1.00	
Arabian	21	Lemon Snaps	.50	
Package		Marshmallow Dainties	1.00	
New York Basis		Oatmeal Crackers	1.00	
Bruckle	15 00	Oysterettes	.50	
Ilworth	15 00	Pretzellettes, H. M.	1.00	
ersey	15 00	Royal Toast	1.00	
ion	15 00	Saltine	1.00	
McLaughlin's XXXX		Saratoga Flakes	1.50	
McLaughlin's XXXX sold		Seymour Butter	1.00	
retailers only. Mail all		Social Tea	1.00	
orders direct to W. F.		Soda, N. B. C.	1.00	
McLaughlin & Co., Chicag.		Soda, Select	1.00	
Extract		Sponge Lady Fingers	1.00	
olland, 1/2 gro boxes.	95	Sultana Fruit Biscuit	1.00	
elix, 1/2 gross	1 15	Uneda Biscuit	.50	
ummel's Mail, 1/2 gro.	85	Uneda Jinjer Wayfer	1.00	
ummel's tin, 1/2 gro. 1	43	Uneda Milk Biscuit	.50	
CRACKERS		Vanilla Wafers	1.00	
National Biscuit Company		Water Thin	1.00	
Brand		Zu Zu Ginger Snaps	.50	
Butter		Zwieback	1.00	
ymour, Round	6	CREAM TARTER		
ew York, Square	6	Barrels or drums.		29
mily	6	Boxes		30
ited, Hexagon	6	Square cans		32
Soda		Fancy caddies		35
B. C. Soda	6	DRIED FRUITS		
ect Soda	8	Apples		
ocolate Flakes	13	Sundried	7@ 8	
phyrettes	13	Evaporated	10@11	
Oyster		California Prunes		
B. C. Round	6	100-125 25lb boxes		
B. C. Square, Salted	6	90-100 25lb boxes	@ 5	
ust, Shell	7 1/2	80-90 25lb boxes	@ 5 1/2	
Sweet Goods		70-8 25lb boxes	@ 6	
imals	10	60-70 25lb boxes	@ 6 1/2	
antic, Assorted	10	50-60 25lb boxes	@ 7 1/2	
gley Gems	8	40-50 25lb boxes	@ 7 1/2	
le Isle Picnic	11	30-40 25lb boxes	@ 8 1/2	
tle	11	3/4c less in 50lb cases.		
wheels, S & M.	8	Corisian Citron	@18	
rrant Fruit	10	Currants		
ckells	16	Imp'd 1 lb. pkg.	@ 7 1/2	
ee Cake, N. B. C.	8	Imported bulk	@ 7 1/2	
lain or Iced	10	Peel		
eanut Taffy	12	Lemon American	13	
oa Bar	10	Orange American	13	
ocolate Drops	17	Raisins		
oa Drops	12	London Layers, 3 cr		
eanut Macaroons	18	London Layers, 4 cr		
ie Cookie	9	Cluster, 5 crown		
it Honey Squares	12 1/2	Loose Muscatels, 2 cr		
sted Cream	8	Loose Muscatels, 3 cr.	6 1/2	
ted Cocoanut	10	Loose Muscatels, 4 cr.	8 1/2	
Sticks	12	L. M. Seeded, 1 lb. 7 1/2	@ 8 1/2	
ger Gems	8	L. M. Seeded, 3/4 lb.		
ham Crackers	8	Sultanas, bulk		
ger Snaps, N. B. C.	7	Sultanas, package	7 1/2 @ 8	
elnut	11	FARINACEOUS GOODS		
ney Cake, N. B. C.	12	Beans		
ney Fingers As. Ice	12	Dried Lima	6	
ney Jumbles.	12	Med. Hd Pk'd.	1 75 @ 1 85	
sehold Cookies, As	8	Brown Hk'd	2 25	
Honey Crumpets	10	Farina		
erial	8	24 1lb. packages	1 75	



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## HERBS

Sage	15
Hops	15
Laurel	15
Senna Leaves	25

## JELLY

5 lb. pails, per doz.	1.80
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.	8.20
Liebig's, Chicago, 2 oz.	2.75
Liebig's, Chicago, 4 oz.	5.60
Liebig's Imported, 2 oz.	4.65
Liebig's Imported, 4 oz.	8.60

## MOLASSES

Fancy Open Kettle	40
Choice	35
Fair	26
Good	22

## MINCE MEAT

Columbia, per case	2.75
MUSTARD	
Horse Radish, 1 dz	1.75
Horse Radish, 2 dz	3.50

## OLIVES

Bulk, 1 gal. kegs.	1.50
Bulk, 2 gal. kegs.	1.45
Bulk, 5 gal. kegs.	1.40
Manzanilla, 8 oz.	90
Queen, pints	2.50
Queen, 19 oz.	4.50
Queen, 28 oz.	7.00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1.45
Stuffed, 10 oz.	2.40

## PIPES

Clay, No. 216	1.70
Clay, T. D. full count	65
Cob, No. 3	85

## PICKLES

Barrels, 1,200 count	4.75
Half bbls., 600 count	2.88
Small	
Barrels, 2,400 count	7.00
Half bbls., 1,200 count	4.00

## PLAYING CARDS

No. 90 Steamboat	85
No. 15, Rival, assorted	1.20
No. 20, Rover 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

Babbitt's	4.00
Penna Salt Co's	3.00

## PROVISIONS

Barreled Pork	
Mess	
Fat Black	16.00
Short Cut	14.00
Short Cut clear	14.25
Bean	13.00
Pig	20.00
Brisket, clear	15.00
Clear Family	13.00

## Dry Salt Meats

S P Bellies	10.45
Bellies	10.45
Extra Shorts	8.45

## 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 1/4
Pure	8 1/2
80 lb. tubs, advance	3 1/2
60 lb. tubs, advance	3 1/2
50 lb. tubs, advance	3 1/2
20 lb. pails, advance	3 1/2
10 lb. pails, advance	3 1/2
5 lb. pails, advance	3 1/2

## Sausages

Bologna	5
Liver	1 1/4
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
1/4 bbls.	3.75
1 bbl.	7.75

## Tripe

Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1.50
1/4 bbls., 80 lbs.	3.00

## Casings

Hogs, per lb.	28
Beef, round, set	16
Beef, middles, set	45
Sheep, per bundle	7

## Uncolored Butterine

Solid dairy	10
Rolls, dairy	10 1/2 @ 11 1/2

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## Canned Meats

Corned beef, 2	2.50
Corned beef, 14	17.50
Roast beef	2.00 @ 2.50
Potted ham, 1/4	45
Potted ham, 1/2	85
Deviled ham, 1/4	85
Deviled ham, 1/2	85
Potted tongue, 1/4	45

## RICE

Screenings	@ 3 1/2
Fair Japan	@ 5
Choice Japan	@ 5 1/2
Imported Japan	@ 6
Fair La. hd.	@ 6
Choice La. hd.	@ 6 1/2
Fancy La. hd.	@ 6 3/4
Carolina, ex. fancy	@ 7 1/2

## SALAD DRESSING

Columbia, 1/2 pint	2.25
Columbia, 1 pint	4.00
Durkee's, large, 1 doz.	4.50
Durkee's, small, 2 doz.	5.25
Snider's, large, 1 doz.	2.35
Snider's, small, 2 doz.	1.35

## SALERATUS

Packed 60 lbs. in box	
Arm and Hammer	3.15
Deland's	3.00
Dwight's Cow	3.15
Emblem	2.10
L. P.	3.00
Wyandotte, 100 lbs	3.00

## SAL SODA

Granulated, bbls	85
Granulated, 100 lb cases	80
Lump, 145 lb kegs	95

## SALT

Common Grades	
100 3 lb. sacks	2.10
60 5 lb. sacks	2.00
28 10 1/2 lb. sacks	1.90
56 lb. sacks	30
28 lb. sacks	15

## Warsaw

56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56 lb. sacks	20

## Common

Granulated, fine	80
Medium fine	85

## SALT FISH

Cod	
Large whole	@ 7
Small whole	@ 6 1/2
Strips or bricks	7 1/2 @ 10
Pollock	@ 3 1/2

## Haddock

Strips	13 1/2
Chunks	13 1/2

## Herring

White Hoop, bbls	11.50
White Hoop, 1/2 bbls	6.00
White Hoop, keg	@ 75
White Hoop mchs	@ 80
Norwegian	@
Round, 100 lbs	3.75
Round, 40 lbs	1.75
Scaled	14

## Trout

No. 1, 100 lbs	7.50
No. 1, 40 lbs	3.25
No. 1, 10 lbs	90
No. 1, 5 lbs	75

## Mackerel

Mess, 100 lbs	13.50
Mess, 40 lbs	5.90
Mess, 10 lbs	1.40
Mess, 8 lbs	1.40
No. 1, 100 lbs	12.50
No. 1, 4 lbs	5.50
No. 1, 10 lbs	1.55
No. 1, 8 lbs	1.45

## Whitefish

No. 1, No. 2 Fam	
100 lb.	9.50 4.50
50 lb.	5.00 2.40
10 lb.	1.10 60
8 lb.	90 50

## SEEDS

Anise	15
Canary	6
Caraway	8
Cardamom, Malabar	1.00
Celery	15
Hemp, Russian	5
Mixed Bird	4
Mustard, white	8
Poppy	8
Rape	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 Rapple in jars	43

## SOAP

Central City Soap Co.	
Jaxon	2.85
Boro Naphtha	3.85

## J. S. Kirk &amp; Co.

American Family	4.05
Dusky Diamond, 50 doz	2.80
Dusky D'nd, 100 doz	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

## Proctor &amp; Gamble Co.

Lenox	2.85
Ivory, 6 oz.	4.00
Ivory, 10 oz.	6.75
Star	3.10

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## LAUTZ BROS. &amp; CO.

Acme soap, 100 cakes	2.85
Naphtha, 100 cakes	4.00
Big Master, 100 bars	4.06
Marseilles White soap	4.00

## A. B. Wrisley

Good Cheer	4.00
Old Country	3.40
Soap Powders	
Central City Soap Co.	
Jaxon, 16 oz.	2.40

## LAUTZ BROS. &amp; CO.

Snow Boy	4.00
Gold Dust, 24 large	4.50
Gold Dust, 100-5c	4.00
Kirkoline, 24 4lb.	3.80
Pearline	3.75
Babbitt's 1776	3.75
Roseine	3.50
Armour's	3.70
Wisdom	3.80

## Soap Compounds

Johnson's Fine	5.10
Johnson's XXX	4.25
Nine O'clock	3.35
Rub-No-More	3.75

## Scouring

Enoch Morgan's Sons	
Sapallo, gross lots	9.00
Sapallo, half gross lots	4.50
Sapallo, single boxes	2.25
Sapallo, hand	2.25
Scourine Manufacturing Co.	
Scourine, 50 cakes	1.80
Scourine, 100 cakes	3.50

## SODA

Boxes, English	5 1/2
Kegs, English	4 1/2

## SOUPS

Columbia	3.00
Red Letter	90

## SPICES

Allspice	12
Cassia, China in mats	16
Cassia, Canton	16
Cassia, Batavia, bund	28
Cassia, Saigon, broken	40
Cassia, Saigon, in rolls	55
Cloves, Amboyana	22
Cloves, Zanzibar	15
Mace	15
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	15
Pepper, Singp. white	25
Pepper, shot	17

## Pure Ground in Bulk

Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	18
Ginger, African	15
Ginger, Cochon	18
Ginger, Jamaica	25
Mace	15
Mustard	65
Pepper, Singapore, blk.	15
Pepper, Singp. white	28
Pepper, Cayenne	20
Sage	20

## STARCH

Common Gloss	
1 lb packages	4 @ 5
3 lb. packages	5 1/2
6 lb. packages	5 1/2
40 and 50 lb. boxes	2 1/2 @ 3 1/2
Barrels	@ 2 1/2

## Common Corn

20 lb packages	5
40 lb packages	4 @ 7

## SYRUPS

Barrels	23
Half Barrels	25
20 lb cans 1/4 dz in case	1.70
10 lb cans 1/2 dz in case	1.65
5 lb cans 2 dz in case	1.75
2 1/2 lb cans 2 dz in case	1.80

## Pure Cane

Fair	16
Good	20
Choice	25

## TEA

Japan	
Sundried, medium	24
Sundried, choice	32
Sundried, fancy	36
Regular, medium	24
Regular, choice	32
Regular, fancy	36
Basket-fired, medium	31
Basket-fired, choice	38
Basket-fired, fancy	43
Nibs	22 @ 24
Siftings	@ 11
Fannings	12 @ 14

## Gunpowder

Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pinguey, medium	30
Pinguey, choice	30
Pinguey, fancy	40

## Young Hyson

Choice	30
Fancy	36

## Oolong

Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32

## English Breakfast

Medium	20
Choice	30
Fancy	40

## India

Ceylon choice	32
Fancy	42

## TOBACCO

Finest Cut	
Cadillac	54
Sweet Loma	24
Hiawatha, 5 lb pails	55

9

## Telegram

Pay Car	33
Prairie Rose	49
Protection	40
Sweet Burley	44
Tiger	40

## Plug

Red Cross	31
Palo	35
Hiawatha	41
Kylo	37
Battle Ax	37
American Eagle	37
Standard Navy	33
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 Hedsick	66
Boot Jack	80
Honey Dip Twist	40
Black Standard	40
Cadillac	40
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36

## Smoking

Standard Navy	37
Spear Head 7 oz.	47
Spear Head, 14 $\frac{1}{2}$ oz.	44
Nobby Twist.	55
Jolly Tar.	39



## 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  
8lb cans 13 00  
5lb 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.

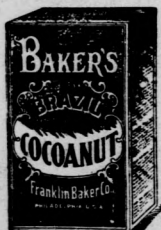
### CIGARS



G. J. Johnson Cigar Co.'s bd  
Less than 500. ....33  
500 or more .....32  
1,000 or more .....31  
Worden Grocer Co. brand  
Ben Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritanes .....35  
Panatellas, Finas .....35  
Panatellas, Book .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60  
35 1/4 lb pkg, per case 2 60  
38 1/4 lb pkg, per case 2 60  
16 1/4 lb pkg, per case 3 60

### FRESH MEATS

**Beef**  
Carcass .....5 @ 7 1/2  
Hindquarters .....6 @ 8 1/2  
Loins .....7 @ 16  
Ribs .....7 @ 13  
Rounds .....5 1/2 @ 6 1/2  
Bricks .....4 @ 5  
Plates .....@ 3  
Livers .....@ 3

**Pork.**  
Loins .....@ 9  
Dressed .....@ 7  
Boston Butts .....@ 8  
Shoulders .....@ 7 1/2  
Leaf Lard .....@ 8 1/2

**Mutton**  
Carcass .....@ 9  
Lambs .....@ 13

**Veal**  
Carcass .....7 @ 9

### CLOTHES LINES

**Sisal**  
60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..1 50

**Jute**  
60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

**Cotton Victor**  
50ft. ....1 10  
60ft. ....1 25  
70ft. ....1 60

**Cotton Windsor**  
50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

**Cotton Braided**  
40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

**Galvanized Wire**  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

Roasted  
Dwinell-Wright Co.'s B'ds.



White House, 1lb .....  
White House, 2lb .....  
Excelsior, M & J, 1lb ..  
Excelsior, M & J, 2lb ..  
Tip Top, M & J, 1lb ..  
Royal Java .....  
Royal Java and Mocha..  
Java and Mocha Blend..  
Boston Combination ....

Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

### CONDENSED MILK



4 doz. in case  
Gall Borden Eagle ....6 40  
Crown .....5 90  
Champion .....4 52  
Daisy .....4 70  
Magnolia .....4 00  
Challenge .....4 40  
Dime .....3 85  
Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/2 to 1 in .....6  
1 1/4 to 2 in .....7  
1 1/2 to 3 in .....9  
1 3/4 to 2 in .....11  
2 in .....15  
3 in .....25

### Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

### Linen Lines

Small .....20  
Medium .....26  
Large .....34

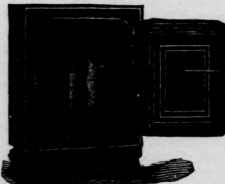
### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size .....1 10  
Cox's 2 qt. size .....1 61  
Knox's Sparkling, doz 1 20  
Knox's Sparkling, gro 14 00  
Knox's Acidu'd. doz ..1 20  
Knox's Acidu'd. gro 14 00  
Nelson's .....1 50  
Oxford .....75  
Plymouth Rock .....1 25

### SAFES



Full line of fire and 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, large .....3 75  
Halford, small .....2 25

## Our Catalogue Or Our Sample Rooms

Both in the market and at home  
we serve you uniquely well—The  
Butler Way.

In the market—you could study  
as many other displays as we have de-  
partments and still be without the  
information you can can in our sample  
rooms alone—for ours is a picked show-  
ing of sellers only.

At home—through the big spring  
number of our monthly catalogue we  
lay before you, complete, the same  
immense and varied line now on dis-  
play in our sample rooms.

In that spring book—we give,  
for every item, a truthful picture, a  
clear, exact description and the same  
net and guaranteed price in plain fig-  
ures with which the sample in our  
sample rooms is tagged right now.

Hence our spring catalogue is a  
practical substitute for a trip to market  
at a cost to you of only the postage on  
your request for it.

Shall we send the market to you?  
Ask for catalogue No J568.

Use  
Tradesman  
Coupon  
Books

## BUTLER BROTHERS

Wholesalers of General Merchandise—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.

Bakery—Machine shop; good business. Will sell cheap for cash or time. Address Hackett & Simmons, Kokomo, Ind. 474

Wanted—Partner, 20 years in business. Seaport city, 35,000 population. \$7,000 stock, general store. Or will sell. Address H, care Michigan Tradesman. 472

If you are interested in making an investment of \$30, and share in the immense profits to be made by a high-class mining and townsite corporation, now being organized to operate in the rich gold mining districts of Nevada, write at once for full information. Nevada Mining & Townsite Co., Oklahoma City, Okla. 471

For Sale—\$1,500 to \$2,000 stock groceries, good location for railroad trade; sugar factory to build here this year. Address Box 118, Las Animas, Colo. 470

Land! Every farm I sell you will pay for itself in from 3 to 5 years if properly handled. We have good land agents here, but I am a little the best. Call and see me before buying, or write Samuel Neff, Harper, Kan. 469

I will sell my bazaar stock for 90c on the dollar. Only store of its kind here. Reason for selling, other business. Lock Box 163, Charlevoix, Mich. 458

For Sale—Stock and fixtures of long established dry goods and carpet business in growing town of 18,000 in Middle West. Modern store. Long lease, best location in city. Good reasons for selling. Splendid opportunity for right party. Address No. 468, care Michigan Tradesman. 468

For Sale—Harness, buggy and implement business. Also building if desired, in one of the best towns in Michigan. Address No. 466, care Michigan Tradesman. 466

For Sale—Drug stock, with or without building. Good location for the right man. Enquire Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 467

For Sale—A thoroughly equipped men's furnishing and notion jobbing business, long established in a rapidly growing western city of over 50,000 inhabitants. This is a splendid opportunity and can be made a first-class paying investment. The reason for selling is the death of the president and general manager, who held the controlling interest in the business, and the necessity of settling his estate. Full particulars, address Chas. F. Woerner, Secretary, 670 Wabash Ave., Terre Haute, Ind. 461

For Sale—Complete box factory on Pacific coast. Large exclusive territory. Big profits. J. E. Horton, No. 426 Lindelle Block, Spokane, Wash. 460

Fortunes have been made in the past, are being made to-day and will be made in the future by men with enough red blood in their veins to permit their buying good, honest mining stock. The American Copper Mines Exploration Company of Oregon is such a company and is managed by business men along business lines. It is a company you can pin your faith to. Write to-day for prospectus and particulars. Address L. A. Foster, Fiscal Agent, La Grange, Ind. 459

For Sale—Only drug store in small thriving town in Oklahoma Territory. Invoices \$1,000 to \$1,800. Best of country trade. Will sell building, 25x50 feet. Address Stone Pharmacy, Box 17, Jones, Okla. Ter. 465

Here Your Are—Would you like to do business in one of the best cities in Northern Colorado? About 40 miles from Denver. Two railroads, sugar factory, canning factory, two large flour mills, with the very best of farming lands all around the city. We have a \$4,000 stock of groceries and about the same amount of shoes; will sell one or both, could reduce the stock materially in 30 days; no commissions. Address Lock Box 644, Longmont, Colo. 473

For Sale—A three thousand dollar stock of crockery and bazaar goods. Located in Flint, Mich. One of the best towns in the State. 15,000 population. Other business is the reason for selling. Address Lock Box 194, Flint, Mich. 476

For Sale or might exchange for farm, store stock and dwelling. Well located in country town. Address No. 477, care Michigan Tradesman. 477

Cheese outfit cheap, consisting of one steel gang press, twelve Fraser hoops, curd sink, one horizontal and one perpendicular curd knife. Goods used only one season. For size write Lock Box 19, Le Roy, Mich. 479

For Sale—On account of continued ill health of one of the partners who is obliged to get out of the store, we will offer for sale our stock of goods, consisting of drugs, groceries and hardware in the liveliest and best town in western part of State. Population about 500, on P. M. R. R. Has good market in best of farming community. Graded schools, churches, etc. Everything to make it an ideal place to live. This place has always been a money-maker. Our lease of store building has four years yet to run. The only hardware in town. Clean up-to-date stock. Will invoice about \$6,000. Double store with two suites living rooms upstairs which are rented. If you are looking for a good thing, this is the one. Address No. 478, care Michigan Tradesman. 478

For Sale—New clean \$3,500 stock staple dry goods, Central Michigan. Best location. Brick store. Splendid chance. Address No. 480, care Michigan Tradesman. 480

For Sale—Four stores, 2 suites living rooms that will pay 10% income on \$8,000—might accept a farm worth \$3,000—and a general stock of merchandise worth \$7,500. Trade \$900 cash per week. Rent \$50 per month. Also 7-chair barber shop with bath parlors, tobacco, cigars and fixtures. Also at bargain, 82 feet on N. Ottawa street, that pays good rent. All above are located in Grand Rapids. Michigan Store & Office Fixtures Co., 519 N. Ottawa St., Citizens, 1846. 450

## L. G. WALBERRY

Dealer in General Merchandise  
Chester, Mich.

Three insertions of an ad. in your paper found a buyer for my stock here in the person of John W. Carskadon, of Muskegon. He will take possession next week, and as I am about to leave here wish to pay you what I owe on subscription. Kindly send statement of amount and oblige.

L. G. WALBERRY.

For Sale—Hotel in Flint, Mich., located on main street; bar in connection; present owner doing big business, but must sell on account of sickness; a bright prospect for someone. Woolfit & Macomber, The Dryden, Flint, Mich. 449

For Sale—My general stock, consisting of groceries, dry goods, shoes, paints, drugs, hardware, hay, grain, feed, some farm implements, store and fixtures, living rooms attached, 22x40 frame barn. About \$4,000 stock. Business about \$10,000 a year. Practically no expense. Reason for selling, wish to engage in business with brother in California. Address C. W. Samis, Chase, Mich. 447

For Rent—Brick store building 44x90, living rooms above, furnace and lighting plant in store. Model front, show windows enclosed, shelving and counters, good cellar, ware room 24x24 feet. See F. H. Bacon, Sunfield, or L. H. Roosa (owner), 609 Chestnut St., South Lansing, Mich. 448

For Sale or exchange for merchandise or farm, a 50bbl. flour mill in Northern Central Indiana, price \$6,000. T. M. Warne, Amboy, Ind. 446

Cash Store. Party with successful experience managing cash store and with capital of \$5,000 or more, can find good opening in the flat belt of North Dakota by addressing No. 445, care Michigan Tradesman. 445

For Rent—Fine store, 20x100. Very best location on Canal street for any business. Enquire at once, James H. Fox Co., 26 Canal St., Grand Rapids, Mich. 442

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

New and effective special sales plan. No newspapers, no long and tiresome circulars. This plan strikes the people with force, brings effective and direct results. Very thing for special sales. Copyright applied for. Will send the plan to any address upon receipt of \$1. In remitting please send postoffice or express money order. Personal check can not be accepted. H. G. Lenhardt, Lamar, Ark. 435

Partner wanted for sheet metal jobbing shop. Established 15 years. Doing a business of \$6,000 to \$7,000 per year. Must be plumber. Steam and hot water. Man a hustler and reliable. Address No. 437, care Michigan Tradesman. 437

A number of improved Manitoba farms for sale, ranging in price from ten to forty per acre. Also wild land with rail facilities from five to fifteen. Easy terms. Apply Hurt's Agency, Carberry, Man. 443

An opportunity to invest \$800 and double your money in 12 months. For particulars and references, address H. E. Thompson, Box 1217, Oklahoma City, Okla. 397

For Sale—Suburban drug store in city. Doing between \$6,000 and \$7,000 business yearly. Invoices \$2,300. Will accept half down. Balance on easy payments. Address "Suburban," care Michigan Tradesman. 444

Wanted—To buy a clean stock of general merchandise. Address Chapin, care Michigan Tradesman. 266

For Sale—Entire creamery outfit. Cheap if sold at once. C. E. Dilts, Thornville, Ohio. 372

For Sale—Drug store in the city. Doing a good paying business. Pleasant location. Reasonable rent. Address No. 363, care Michigan Tradesman. 363

For Sale 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. Mance-lona, Mich., Box 43. 243

For Sale—Well-established shoe business in city in Central Pennsylvania. Sales during 1905, \$54,000. Must be sold to settle estate. Address Central Trust Co., Altoona, Pa. 398

For Sale—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 Kell 15x6 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

For Sale—A good clean stock of hardware, stoves, tinware, queensware and farm implements. Also tinshop in building. Located in a good farming community in Eastern Iowa. Will sell all or retain implement business. Good reason for selling. Address No. 436, care Michigan Tradesman. 436

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

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—Drug store, clean stock and fixtures. Doing good business. Reason for selling, have other business to look after. Address J. E. Bower, Greenland, Mich. Ontonagon Co. 395

For Sale—A clean stock of general merchandise; stock invoices at \$9,000, cash sales \$26,000 for 1905, can be increased to \$40,000 per annum with little effort. Situated in good farming country, eight miles south of Petoskey, Mich., on the Pere Marquette R. R. Store building, 30x100 feet with \$2,000 worth of fixtures that can be rented cheap. The stock of goods can be bought at discount. For full information, enquire of the Elk Cement & Lime Co., Petoskey, Mich. 403

Wanted—General stock of merchandise in exchange for desirable farm property. Box 5, Midland, Mich. 409

For Sale—\$950 stock of gents' furnishings and fixtures in booming town of Muskegon. Enquire Lemire & Co., Muskegon, Mich. 343

Only bakery and restaurant in county seat of 3,000. In good condition. Last year's business, \$7,500. P. H. Likes, Morrison, Ill. 451

Wanted to buy clothing or general merchandise business. Give full details in first letter. Becker, care Wm. Kalb-deisch, Balgonie, Sask, Canada. 425

For Sale—A meat market in a good town. Pictures new and up-to-date. A bargain if taken soon. If interested write Frank G. Simpson, Hartford, Mich. 417

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

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

Store to Rent—27x100 feet, with basement. Best location in town. \$75 per month. The Globe Store, Traverse City, Mich. 456

Best cash prices paid for coffee sacks, sugar sacks, flour sacks, burlap in pieces, etc. William Ross & Co., 59 S Water St., Chicago, Ill. 457



## WOMEN WORKERS.

## Big Stores the Best Place for Them.

In a department store employing 4,000 people there are usually 3,200 positions that are filled by women and girls. So there is no restriction as to lines of vocation when one comes to consider the big store as a place for the members of the supposedly weaker sex.

When a woman says that she works in a department store the custom is to regard her as a saleswoman, which is a mistake, for there are in the neighborhood of one hundred other and different kinds of positions she may fill. There is room for the scrubwoman and room for the woman detective, room for the untrained girl at \$3 a week, and room for the skilled woman buyer at \$10,000 a year. And between these extremes in positions lie, approximately, 100 different positions wherein a woman of almost any grade of ability or experience can find herself if she wills.

But is it desirable for a woman to "find herself" in a large department store? It all depends. Most women who are there find themselves there because they have no choice in the matter. They have to work, they must earn their own livings, and the department store is the only pleasant place that opens its arms to the unskilled woman worker who is without any special talent or demonstrated ability. Despite the frequent assertion that the big stores are full of girls who work merely in order to earn enough to buy themselves "nice clothes," it is a positive fact that this class is infrequent in a big store. The writer during a week of experience hunting talked intimately with over three score saleswomen of ages ranging from 16 to 50, and in that number found just one who did not have to work—with the accent on the "have." This one was married, and her husband's salary did not suffice for the expense of the home and the wife's clothes. As a consequence the wife was earning \$8 a week selling muslin underwear. But the rest, all of them, had to work—with the accent on the "had."

Yet many of them could have secured work in offices or other places had they not secured it in a department store. Should a girl, then, start in a department store if she has to work? She should, if there is nothing better open to her or if she has some specific ability or training which fits her for direct progress toward some position of importance or value. She should if she wants steady work at small wages without going through any protracted course of training.

One of the things that strike the observer when coming into intimate personal touch with the employees of the large department store is the deplorable fact that there are not enough good young men to marry all the good young women in a large city. Of the 3,200 female employees in a large store at least half such a number ought to be married if good looks, good nature, and good common sense are recommendations for a matrimonial career. The spectacle of 1,600 young women who ought to be governing homes of their own, bearing and rearing children, and making a man happy, spending nine hours a day on their feet behind the counter of a

great store is one that is likely to make the observer who stops to think feel that something is wrong with conditions in a big city as they exist today. The 1,600 young women who work in a big store and who ought to be married are compelled to work. The question to be answered is: "Should they work in a department store?" And the only way in which this question may be answered is by a statement of facts and conditions and a drawing of conclusions therefrom.

First and foremost, let it be said that the pay, which is the prime consideration, of the young woman in a large store is, everything considered, as good as, if not better than, that of untrained and uneducated young women in other lines. The average will certainly compare favorably with any large mail order house or similar concern, where a large number of young women are employed.

A few years ago this was not true. Then, before the passing and enforcement of the child labor law, the number of extremely young cash girls employed at low wages kept the average rate of pay much lower than it is at present. Now, when cash girls are few and far between, and are being done away with as rapidly as is possible, and when pay is higher in all grades in a store, the department store woman worker is as well off financially as most of her sister workers.

The lowest rate of pay that now obtains is for the cash girl, who seldom, if ever, receives less than \$3 a week. This is usually, at least in the state of Illinois, paid only to girls under 16, who are not allowed to work more than eight hours a day. The next lowest is that of wrappers or inspectors, who receive a minimum of \$4. This is also the minimum paid saleswomen, but it is on the whole fairer to place their minimum pay at \$5, because few good stores pay less than this to girls who have had a little experience or are of a prepossessing appearance.

From \$5 a week saleswomen earn as high as \$20 a week, which is a fair maximum. This is earned only by expert saleswomen in such lines as millinery, jewelry, or women's gowns. It is hard to arrive at a fair average of pay for saleswomen in the average department store. In the lower class stores the average would undoubtedly be less than \$7. In the medium class it would be possibly this figure, and in the best stores, where more experts are employed than elsewhere, the average could only be set between \$7 and \$10, according to the season of the year, as the rush season, with its influx of new and inexperienced girls at low wages, alters the wage average appreciably.

If a girl begins work in a department store at \$5 a week, she should be earning \$6 within another year, and \$8 or \$9 the year after, according to her ability. After this, unless she is in one of the favored departments and has special ability, she is apt to stand still until the end. There are plenty of good experienced saleswomen to be had for \$9 a week, and few firms pay more for help than the law of supply and demand renders necessary.

If a saleswoman shows that she is capable of filling a better position than

the one she holds she will in time be taken from behind the counter and given a place that carries with it a better salary and better opportunities. Every store has its woman buyers and these invariably come from the ranks of the saleswomen. There is absolutely no discrimination against women in the big stores. Rather, there is a sentiment in their favor. Most of the department store shoppers are women, and it has been found that women know better how to cater to their own sex than men, despite the fact that in some lines that deal with women, men are pre-eminent.

The day in a department store is usually nine hours long. Most offices require but eight hours of their employees. During these nine hours the saleswoman is on her feet most of the time, although opportunities for rest are offered her. If during the day she is fatigued to the point of exhaustion she may be relieved and return when she has recuperated. Each large store has a restroom for its female clerks. One or two have gymnasiums and schools. In the matter of health and general desirability her surroundings are on a par with those of the office stenographer or clerical worker.

In the "way they treat" her she is slightly worse off. The regime of the department store is infinitely more severe than that of the office. The saleswoman works under a floor manager. Expediency demands that their official's manner be firm, and it must be said that at times it is severe, and even heartless. A girl may be ready to drop from a sick headache, and yet the unseeing floor walker may brusquely order her to straighten up things and attend more closely to business. There is less liberty in the store than in other places. Each woman or girl has her station at a counter, and is not permitted to wander therefrom. Gossiping is strictly forbidden, although it is often carried on sub rosa. The employee is always required to be on dress parade. This is perhaps one of the most forbidding things about this employment for the young woman. And yet if a young woman must work, and if she can exist decently and comfortably on the wages that are paid her here, it must be said that the department store, with its many avenues of employment, is a boon to the woman worker. She will be able to earn a living, and, best of all, she has a fairly good chance of there meeting some man who will take her out of the store as his wife.

H. O. Harper.

## The Drug Market.

Opium—Is dull and weak.

Morphine—Is unchanged.

Quinine—Is very firm.

Carbolic Acid—Is scarce and consequently firm in price.

Citric Acid—Has been advanced 3c by the manufacturers and is tending higher on account of scarcity of raw material.

Bromides—Are still unsettled. Representatives of the German syndicate are out of the market.

Oil Peppermint—Advices from the growers state that a large portion of the roots have been killed this winter. Very high prices are looked for

later on. The oil has advanced about 25c per pound owing to their condition.

Gum Camphor—Has again advanced 2c and is tending higher. There is very little Japanese refined in the is very little Japanese refined in the forward for American refiners.

Blue Vitriol—Is very high on account of high price for copper.

## BUSINESS CHANCES.

Patent Business a Specialty—We buy and sell promote and incorporate companies for the inventor; information furnished free of charge; best of reference. Call on or write Lancaster & Seward, Room 13, Chamber of Commerce Bldg., Richmond, Va. 484

For Sale—A first-class 10 syrup American soda fountain, dispensing counter, tools, silverware, tumbler washer, 3 steel 10 gal. founts. Liquid gas outfit. All in first-class condition. Will sell cheap for cash or on contract. J. H. Edsall, Greenville, Mich. 482

Business Opportunity—Building for rent. Port Huron, Michigan, ground and first floor and finished basement, each 22x100 feet, third floor 44x100 feet. Arranged for factory using light machinery like sewing machines making corsets, underwear, overalls, pantaloons, etc. Equipped with electric elevator, toilet rooms, and all modern conveniences. Double third floor with large sky-lights and block has daylight on four sides. W. F. Davidson, Port Huron, Mich. 483

There is still fine opening for clothing or shoe store at Mendon, Mich. Address No. 481 care Michigan Tradesman.

For Sale—Clean stock of drugs and fixtures. Centrally located in hustling town Southern Michigan. Cheap rent, doing good business. Reason for selling, ill health. Will sell at a bargain. Address No. 438, care Michigan Tradesman. 438

For Sale—Clean stock dry goods, men's furnishings, groceries, crockery and fixtures. Will invoice \$4,000. No dead stock, every day selling goods. Modern brick store, plate glass fronts, electric or gas lights. Rent reasonable, best location in town of 800, Southern Michigan. Good town to live and do business in. Trade well established. Stock will stand investigating. Address No. 452, care Tradesman. 452

For Sale—Nice clean stock of hardware in good Michigan town. Will inventory about \$5,000. Tinshop and plumbing in connection. Address No. 453, care Michigan Tradesman. 453

California Lumber Company, owning saw mill in redwoods, capacity 30,000 feet daily, steam donkey, logging outfit, lumber yard in county seat town (all running), wants party with \$25,000 to \$150,000 to join them, purchase land, add box factory, another mill in sugar pine belt and enlarge business. Address C. A. Macomber, 916 Market St., San Francisco, California. 455

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

## POSITIONS WANTED

Wanted Situation—Registered pharmacist, 16 years' experience. Married. Can furnish references. Address Salol, care Michigan Tradesman. 462

Wanted—Position in general store or with produce company. Several years experience, age 35, married, can give reference. Address No. 440, care Michigan Tradesman. 440

## HELP WANTED.

Wanted—Salesman calling on clothing and furnishing trade in Upper Peninsula and Northern Wisconsin, to handle as side line, first-class line suspenders and men's belts. Commission only. References required. Novelty Leather Works, Jackson, Mich. 463

Wanted—Druggist. Must be registered in Indiana. Good place for good steady man. Address H. & E., care Michigan Tradesman. 464

## AUCTIONEERS AND TRADERS.

W. A. Anning—The hustling salesman, conducts "special sales" of any kind of merchandise stocks. Clean legitimate methods that bring quick results. If you, Mr. Merchant, are anticipating a sale, get the "best." "Anning" knows how to draw the crowds. Terms, salary or commission. Address W. A. Anning, Aurora, Ill. 475

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490



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are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again.

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**Grand Rapids, Mich.**

## Do you have any Trouble with Your Accounts?

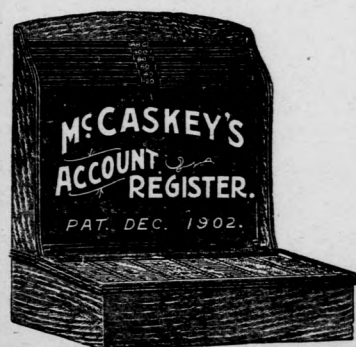
Do **you** ever forget to **charge** goods going out of your store?

Do any of your **customers** ever **dispute** their bills?

Do **you** ever make a **deduction** of a **dollar** or **two** on the account and settle on the customer's terms owing to some little **dispute**?

Do you have to spend your **evenings** re-writing and posting accounts?

**Cut it out!** Keep your accounts on the **McCaskey Register**. Only **one** writing. The **catalogue** is **free**.



Write

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Register Co.**

**Alliance, Ohio**

Systematizers of Accounting.

Manufacturers of the famous  
Multiplex Duplicating Sales Slips.



# ANNOUNCEMENT

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THE LEONARD CROCKERY COMPANY having purchased the stock and good will of **H. Leonard & Sons'** wholesale house-furnishing business, consisting of **Crockery, Hardware, Tinware, Notions, Etc..** hereby inform the trade in general, and the customers of the old firm in particular, that the business will be conducted at the same place as formerly, 15, 17 and 19 Commerce St., where we will be pleased to see all the old customers and many others with whom we hope to establish trade relations. The new concern will do a **Strictly Wholesale Business and Sell to Merchants only.** The lines will be the same as formerly handled by H. Leonard & Sons, with additions from time to time of such lines as our trade will demand.

✻   ✻   ✻   ✻   ✻   ✻   ✻   ✻

The Officers of the Company are well known to the trade, as they have been associated with the firm H. Leonard & Sons for from 15 to 25 years in their various responsible positions. The purchasing department will be under the direct supervision of **W. N. Burgess** and **D. G. Lyzen** both well and favorably known to the business public, who will be on the alert at all times for seasonable and saleable merchandise. Several additions have been made to our traveling force, which is simply an indication that we are aiming for a largely increased business and will not be satisfied until we are known as the leading concern in our line.

✻   ✻   ✻   ✻   ✻

We want you to become identified with this company, and we shall use every honest endeavor to induce you to place your business with us.

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## The Leonard Crockery Co.

W. N. BURGESS  
PRESIDENT

Grand Rapids, Mich.

JOE F. REED  
VICE-PRESIDENT

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