

W O M A N

TRADITION SAYS THERE WAS A SCARCITY OF SOLID ELEMENTS AT THE TIME OF HER CREATION



At the beginning of time, Twashtri—the Vulcan of the Hindu mythology—created the world. But when he wished to create a woman he found that he had employed all his materials in the creation of man. There did not remain one solid element. Then Twashtri, perplexed, fell into a profound meditation. He aroused himself as follows:

He took the roundness of the moon, the undulations of the serpent, the entwining of climbing plants, the trembling of the grass, the slenderness of the rose-vine and the velvet of the flower, the lightness of the leaf and the glance of the fawn, the gaiety of the sun's rays and the tears of the mist, the inconstancy of the wind and the timidity of the hare, the vanity of the peacock and the softness of the down on the throat of the swallow, the hardness of the diamond, the sweet flavor of honey and the cruelty of the tiger, the warmth of fire, the chill of snow, the chatter of the jay and the cooing of the turtle-dove. He united all these and formed a woman. Then he made a present of her to man.

Eight days later the man came to Twashtri and said:

"My lord, the creature you gave me poisons my existence. She chatters without rest, she takes all my time, she laments for nothing at all, and is always ill."

And Twashtri received the woman again.

But eight days later the man came again to the god and said:

"My lord, my life is very solitary since I returned this creature. I remember she danced before me, singing. I recall how she glanced at me from the corner of her eye, and she played with me, clung to me."

And Twashtri returned the woman to him.

Three days only passed and Twashtri saw the man coming to him again.

"My lord," said he, "I do not understand exactly how, but I am sure the woman causes me more annoyance than pleasure. I beg of you to relieve me of her."

But Twashtri cried: "Go your way and do your best."

And the man cried: "I cannot live with her!"

"Neither can you live without her," replied Twashtri.

And the man was sorrowful, murmuring: "Woe is me! I can neither live with nor without her."—Translated from an old Sanskrit book entitled *The Surging of the Ocean of Time*.



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YELLOW LABEL YEAST you sell not
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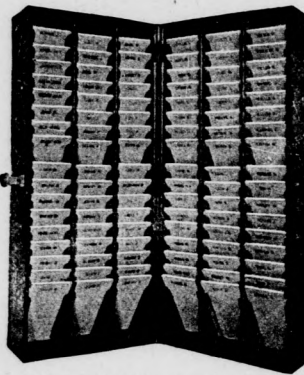
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Below you will find some very attractive prices
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Penn Yenn, N. Y., B. W. Flour 125 lb. Grain	
Bags, 10 Sacks inside, per hundred.....	\$2.75
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Sacks in Jute bale, per hundred.....	2.95
Pure Gold Mich. B. W. Flour, 10-10 Cotton	
Sacks, per hundred	2.75
Henkle's Self Raising B. W. Flour, 12-3, per	
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JUDSON GROCER CO.

Grand Rapids, Mich.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 7, 1906

Number 1207

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.

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DETROIT DOINGS.

C. E. Smith Shoe Co. To Retire From Trade Jan. 1.

Detroit, Nov. 6.—Detailed facts concerning the consolidation of Phelps, Brace & Co. and the Smart & Fox Company are as follows: The Smart & Fox Company, a corporation, will own outright the various branches, five in number, as follows: The Smart & Fox Company, Saginaw, under the direct supervision of F. J. Fox; the Saginaw Valley Drug Company, Saginaw, under the supervision of J. W. Smart; the Valley City Coffee & Spice Mills, Saginaw, under the supervision of Joseph Turck; the H. W. Jennison Branch, Bay City, under the supervision of H. W. Jennison; Phelps, Brace & Co., Detroit, under the supervision of Jas. S. Smart. All the branches will report to him as Treasurer and General Manager at Detroit, where the financial headquarters of the Company will be located.

The C. E. Smith Shoe Co., which has been engaged in the wholesale shoe business at this market for the past fifteen years, will retire from business Jan. 1. This action has been precipitated by the Eastern stockholders in the corporation, who wish to realize on this investment, principally the Snow estate, of Brockton, which has \$20,000 invested in the enterprise. Mr. Smith has worked very hard to make the business a success, but has been hampered in many ways and has probably not been able to make as good a showing as he would have liked. It is understood that he will remove to Kansas City, where he will re-engage in the shoe business.

"Billy" Brace, who has been identified with the wholesale grocery house of Phelps, Brace & Co. for several years, has purchased a \$40,000 interest in the Commercial Milling Co. and becomes Vice-President of that corporation. He will have charge of the selling department. Mr. Brace never liked the wholesale grocery business and is now entering a business which he finds much more to his liking.

The Ericsson & Moon Manufacturing Co. will build a three-story addition to its plant to extend the manufacture of marine motors, in which it has recently engaged, in addition to its regular business of making dies and special tools. Plans have been accepted and the work will be completed shortly after the first of the year. The new motor embraces several new ideas. It is a two-cycle machine, ranging from 1 1-2 to 20 horsepower. Plans also are being drawn for a four-cycle engine.

What is said to be the first machine made to remove coffins from graves for reburial has been patented by Samuel J. Plant, of the eighteenth

ward, and will be manufactured by the Richards & Reinhold Manufacturing Co. The machine consists of a derrick contrivance seven or eight feet long, mounted on wheels and fitted with a two-hoist windlass. This is run over the grave, which has been excavated to the top of the coffin box. Grapplers are pushed down at the sides and catch under the box, which is lifted by the windlass, and drawn out of the grave. The work of transferring bodies now takes six or seven men, and it is figured that the machine will accomplish it with two. A large number of the machines will be put out this winter.

Live Items from a Live Town.

Lansing, Nov. 6.—Fred Barratt has opened a retail meat market in connection with his grocery business at 830 Kalamazoo street, East.

Oscar Oleson, head baker at McFarland's bakery, has bought Mr. McFarland out, the latter going to Seattle.

A. T. O'Connor, assistant sales manager of the Olds Motor Works, has resigned to take a position with the Packard Motor Co., Detroit.

Frank J. Sherman, for fourteen years time-keeper and paymaster with E. Bement's Sons, has accepted the position of assistant superintendent for the American Harrow Co., Detroit.

A. A. Wilbur, conducting the furniture and undertaking business here for thirty-five years under the firm name of A. A. Wilbur & Co., has disposed of his interest to W. H. Joy and Arthur C. Haite, who will continue the business under the style of Joy & Haite.

Charles H. Lawrence, of this city, was elected President of the State Association of Master Bakers, which held an annual meeting here last week.

Geo. D. Wilcox, the well-known salesman for Williams, Davis, Brooks & Co., Detroit, was operated upon for appendicitis here last week. The prospects for a quick recovery are very bright.

Claude E. Cady, formerly in the grocery business here and at one time President of the State Association of Grocers and Democratic nominee for Register of Deeds of this county, is convalescing from a long attack of typhoid fever.

Creditors and stockholders of the defunct Lansing Veneered Door Co., who determined upon the examination of the books, had a hearing before T. Roger Lyons, trustee, last week.

The Michigan Power Co. has installed a 300 horse power engine in its plant on Washtenaw street, West.

The Keokuk Canning Co. will in the near future enlarge its local plant and add to the business of making

pickles that of canning other vegetable products.

That this city is destined to be one of the great manufacturing centers of the Middle West is no longer doubted by the most pessimistic. The tremendous strides the city has made during the past five years continue with only increased rapidity. Outside capital is constantly seeking investment here.

Approach of winter seems to be no bar to contemplated operations. On every hand contracts are being awarded for buildings for factories, business blocks and residences. Blocks upon blocks of the latter are being constructed and contracted for, and the fact that the supply barely meets the demand is evidence that the city is growing at a very rapid rate.

Fully 1,000 men have been added to the dinner pail brigade during the past year. The organization of two new companies within the past thirty days with a capital of \$250,000 is an indication of the faith manufacturers have in this city as a manufacturing center.

Two weeks ago the Michigan Screw Co. was organized and yesterday the announcement was made of the organization of a company with a capital of \$100,000 to manufacture drop forgings. Much of the money for both these concerns is furnished by outside capitalists.

The practical man for the drop forging plant, and who will be its superintendent, comes from the East and has had years of experience with the largest concerns in the country. The new concern will specialize in forgings for the automobile and gasoline engine trade. It is estimated that \$250,000 worth of this class of work is used annually in this city alone. It is expected both of these plants will be in operation shortly after the new year.

Lansing's unexcelled shipping facilities and accessibility to all the great distributing and selling markets of the United States attract manufacturers. The railroads that enter the city are keenly awake to the necessity of keeping pace with the city's growth, and extend every facility for shippers to get their raw material in and manufactured products out. The opening of the new manufacturers' tract, in the Potter addition, with a railroad for shippers operated by the Grand Trunk and the Michigan Central, will prove a great boon to the city.

The W. K. Prudden Wheel Co has just finished a large addition to its factory.

The Business Men's Association is seeking a malleable iron plant. An experienced man with some capital will find this city a splendid field for operation.

Geo. A. Toolan.

WINDOW TRIMMING

Seventy-five Varieties Imported and Domestic Cheese.

Every one who is a lover of common cheese—and also “those smelly cheese” (as one lady designates them who is not a “cheese fiend”)—has his “mouth water” whenever he has occasion to get anywhere near Dettenthaler’s Market, for in the west window are on exhibit in the neighborhood of seventy-five different varieties of the toothsome edible!

Alphabetically arranged a partial list would read as follows:

Full Cream Michigan.
Blue Stilton (Imported).
Brickstein (Brick).
Cheddar, N. Y. (Domestic).
Cheddar, Herkimer.
Cottage Cheese.
Cresca Sweet Cream Cheese (in tin).
English Dairy (Imported).
Gedost, Norway (Imported).
Gorgonzola (Imported).
Holland Spice Gouda (Imported).
Gouda Leyden.
Limburger (Imported).
Michigan Dairy (mild).
Michigan Dairy (strong).
Mans Cheese.
Muenster.
Parmesan (Imported).
Roquefort, French (Imported).
Swiss (Imported).
Swiss (Domestic).
Block Swiss.
Sage Cheese.

The above are all disposed of by the pound. The following are bottled:

Port Saluet (½ lb. tin).
Boit Bijou (½ lb. tin).
Fromage d’Coulominens (½ lb. jar).
Fromage d’Chester (½ lb. jar).
Fromage d’Port Saluet (½ lb. jar).
Nut Cheese, Bayles (½ lb. jar).
Deviled Cheese, Bayles (½ lb. jar).
Imperial Mac Larens (club jar).
Imperial Mac Larens (med. jar).
Imperial Mac Larens (No. 1 jar).
Imperial Mac Larens (No. 2 jar).
Roquefort, Mac Larens (¼ lb. jar).
Roquefort, Mac Larens (½ lb. jar).
After Dinner Bayles (½ lb. jar).
Parmesan Cheese, J. P. S. (10 oz. bottle).
Parmesan Cheese, Bayles (6 oz. bottle).
Parmesan Cheese, Bayles (10 oz. bottle).
Gammelost (½ lb. jar).
Gammelost (¼ lb. jar).
Among whole cheese are:
Edam, Foil (Imported, 4 lbs.).
Edam, Plain (Imported, 3 lbs.).
Pineapple, R. N. (1 lb.).
Pineapple (1½ lb.).
Pine apple (4 lbs.).
Sap Sago.
The following are known as Sweet Cream Cheese:
Neufchatel (2 oz.).
Lunch (2 oz.).
Fruhstucks (2 oz.).
Century Cream (4 oz.).
Miniature Cream (4 oz.).

Wisconsin Cream.
D’Isigny (1 lb. box).
De Brie (Imported).
Camembert (Imported Ship Brand, 1 lb.).
Camembert (Domestic, 1 lb. box).
Hand Kassa.
Thueringer.
Farmers’.

The following description of the favorite Roquefort is interesting:

“The manufacture of Roquefort is the most important branch of public industry in the Department of l’Aveyron and surrounding country. The establishment of the cellars for the curing of this cheese goes back to antiquity, as the Romans themselves recognized and appreciated this product.

“Roquefort cheese is made from pure sheep’s milk, the very richest in cream and nourishment. Chemists who have made careful analyses claim it to be not difficult of diges-

tion, the process requiring less than two hours.
“Epicures pronounce this the ‘King of Cheese.’
“Protected and situated as they are in solid limestone rock, the caves or cellars are continually traversed by humid currents of air, an act of Nature not imitable by vaunted science. It is these air currents passing over the limestone at great depth which give to Roquefort that extremely delicious quality so appreciated by connoisseurs the world over.”
Here is what another authority has to say of this same cheese:
“Much has been said about Roquefort cheese, but few people know what it is. This most excellent cheese is made from pure sheep’s milk, the richest in cream and nourishment. Chemists pronounce it the most easily digestible cheese, it requiring less than two hours for perfect assimilation, all others taking much longer.
“It is manufactured in the dairies

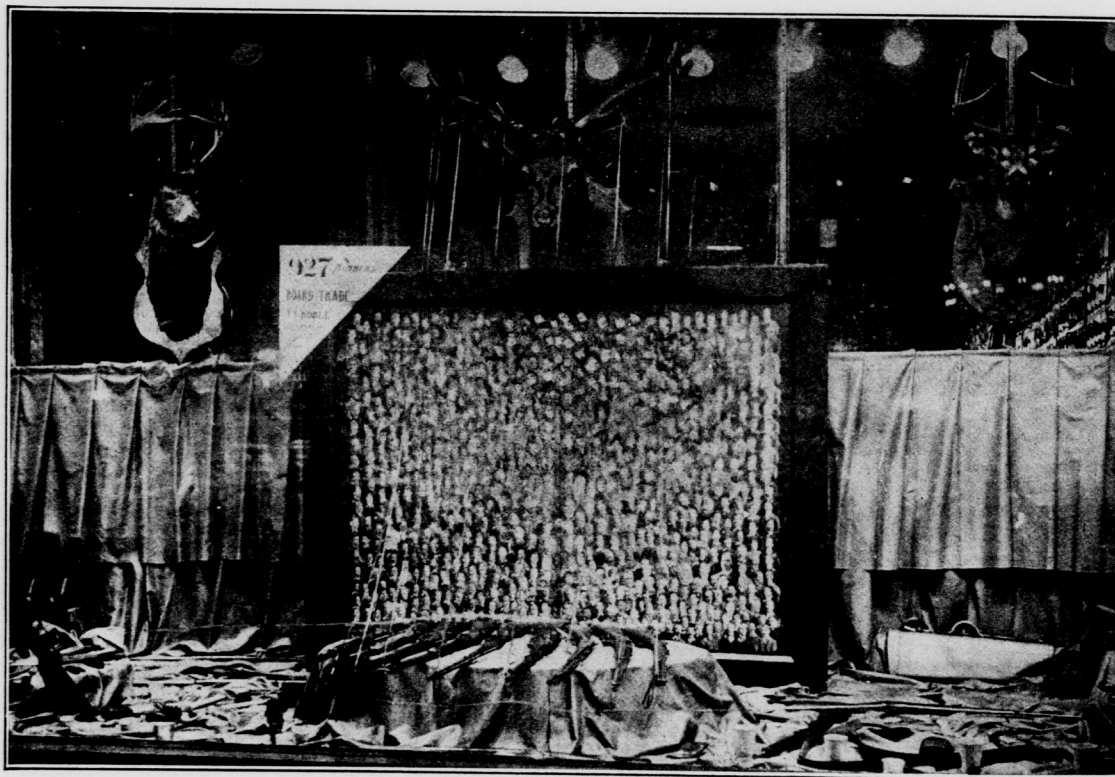
of Roquefort, a small town in the south of France, high up in the mountains. After being prepared with the utmost care and cleanliness the finished cakes are put into caves or cellars dug out of solid limestone rocks. Here they remain for a long time, and by air currents passing over them at great depth, by an act of Nature which science can never imitate, that peculiar and superior quality is imparted to the cheese which delights the epicure and is recognized as inimitable by judges at all the exhibitions of the world.

“The green in the cheese is bread and helps in its curing. The quality depends upon cleanliness in manufacture and its care in good and pure caves.
“The oldest house in Roquefort controls to-day 150 dairies, from which it receives daily 200,000 quarts of pure sheep’s milk from over 6,000 farms, and produces 15,000,000

that peculiar reddish purple tinge, is a marked contrast with all other cheese productions of the world. There is nothing new fashioned about them, for if colonial tradition be true Mynheer Peter Heyis, of Edam, Holland, who brought a lot in the hold of his Dutch ship in 1631 to the Delaware River, so tickled the fancy of the Indians with those odd looking articles that he bought a large tract of land, afterward named the Valley of the Swans, from the Red Skins with a barrel of his Edam cheese. After the cheese had been devoured the aborigines sorely repented themselves of their rash speculation and a month later massacred the entire Dutch colony.”

* * *

The ammunition window of Foster Stevens & Co. was attracting a good deal of attention, with its three large elks’ heads in the background, before the windowman, Mr. Milmine, in-



Foster, Stevens & Co.'s Attractive Window.

tion, the process requiring less than two hours.

“Epicures pronounce this the ‘King of Cheese.’

“Protected and situated as they are in solid limestone rock, the caves or cellars are continually traversed by humid currents of air, an act of Nature not imitable by vaunted science. It is these air currents passing over the limestone at great depth which give to Roquefort that extremely delicious quality so appreciated by connoisseurs the world over.”
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“It is manufactured in the dairies

pounds of cheese, about four-fifths of the total production of Roquefort, and gives employment to 2,000 men and women. The Societe regularly employs twenty-five chemists, who inspect every quart of milk used in the manufacture of its product.

“Many poor imitations are sold. These are made from cow’s milk. They may look well, but have none of the good qualities of the genuine.”

Said Mr. Dettenthaler:

“We want you to inspect our cheese department. There is much to commend it to the public notice. We are proud of this department. We think we have a right to boast of it because it consists of one of the greatest assortments of cheese ever brought under one roof.

“The famous Edam cheese, which grace the table of every well kept home, hotel and restaurant in the country, are often a subject of enquiry as to what they are and whence they come. Their round shape, with

produced the photograph of intense interest—that of 927 members of the Grand Rapids Board of Trade. The heads could not have been better arranged than they are.

Now a continual stream of people stop to look.

The reform in spelling has naturally stimulated discussion of a reform of our system of weights and measures. The utter irrationality, as the reformers call it, of our present system has, they say, only hoary age to recommend it. Which is true perhaps with regard to the members themselves, but the working of the system has proved very satisfactory and the fact that England and the other commercial nations stick to it is an argument for rather than against it.

If we could see our own faults as plainly as our neighbors can see them, we would soon be too busy correcting them to find faults in others.

33 $\frac{1}{3}$ Per Cent. Bigger Than Ever

Our October sales of Lily White, "the flour the best cooks use," in Michigan were larger by 33 $\frac{1}{3}$ per cent. than the same month last year.

This shows that more and more people are finding that Lily White is the most satisfactory flour they can buy.

The inexperienced flour buyer will naturally try different brands at first in an effort to determine which is the most economical, but after they have tried many kinds they settle on Lily White and become steady users of it and nothing can induce them to experiment more.

If the inexperienced buyer would take the testimony of her neighbors she would be saved the annoyance and loss of the experimental period.

Lily White

"The flour the best cooks use"

does not appeal to the buyer who is looking for "something cheaper." It is a flour of "quality" always and made for those people who want something better than common.

Don't try to convince yourself that you are getting Lily White quality when you pay less than Lily White prices. It is an absolute impossibility. You never get more than you pay for.

Valley City Milling Co.
Grand Rapids, Mich.

AROUND THE STATE

Movements of Merchants.

Ann Arbor—A. DeVoist has opened a produce store here.

Fife Lake—A new meat market has been opened by Chas. Gonder.

Port Huron—Frank Wolfstyn will soon open a new grocery store here.

Maple Rapids—A new meat market has been opened by Wm. Schneider.

Marquette—A new dry goods store will soon be opened here by Joseph Zalk.

Battle Creek—C. E. Hillis, dealer in paints and paper, has retired from trade.

Leslie—Hugh Walker, of Albion, has purchased the drug stock of R. H. Shotwell.

Alma—G. W. McCurdy & Son succeeded the former firm of McCurdy & Gruber, furniture dealers.

Holly—The dry goods business formerly conducted by C. A. Best & Co. will be continued under the new style of the Holly Dry Goods Co.

Bannister—Cole Bros., of Ashley, have purchased the hardware stock of Chas. Jordon and will consolidate the same with their stock at Ashley.

Lake Odessa—Tucker & Graham have sold their grocery stock to E. M. Batdorff, who has taken possession.

Bangor—The millinery firm of MacKeller & Smith has been dissolved. Mrs. MacKeller continuing the business.

Big Rapids—W. T. Bidwell, dealer in stationery, books and musical instruments, has purchased the jewelry stock of G. P. Lowe.

Mackinaw City—E. Stocking has sold his stock of general merchandise to G. H. Patrick, who will conduct the business in the future.

Lamont—M. V. Walling has purchased the grocery stock of Marshall Moore and moved her drug and grocery stock into the Moore store building.

Charlotte—Fred L. Elms has sold his interest in the agricultural implement business of E. B. Pierce & Co. to Mr. Pierce. Mr. Elms will go West.

Holland—Stearns & Tayles have purchased the building and hardware stock of Chas. Holland, who made an assignment several months ago, 61 cents on the dollar being paid for the stock.

Harbor Springs—G. W. Nelson and Chas. R. Billings have formed a copartnership under the firm name of Nelson & Billings and will conduct the grocery business here as the successors of Goetz & Wells.

Wyandotte—C. E. and Edward Neuendorf have purchased their father's interest in the undertaking business and will conduct the same in the future under the style of C. E. Neuendorf & Bro.

Menominee—A corporation has been formed under the style of the Menominee Land & Iron Co. to deal in real estate, with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Athens—Ed. Harbaugh, of the firm of Harbaugh & Shutt, has sold his interest in the meat market to his partner's brother, Joel Shutt. The business will be conducted in the future under the style of Shutt Bros.

St. Joseph—August Peters, music dealer at Benton Harbor, and Mrs. Jessie M. Goodrich have purchased the furniture stock of A. Schaub and will conduct the business in future under the style of the Goodrich Furniture Co.

St. Joseph—The Goodrich Co. has been incorporated for the purpose of conducting a general merchandise business, with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

Hodunk—Chas. King has purchased the interest of C. J. Vanderhoof in the general stock of Smith & Vanderhoof. Mr. King was formerly identified with J. B. Branch & Co., dealers in dry goods and carpets at Coldwater.

West Branch—The Ogemaw Grain & Seed Co. has merged its grain business into a stock company under the same style. The corporation has an authorized capital stock of \$10,000, of which amount \$5,550 has been subscribed and paid in in cash.

Detroit—Alex. Y. Malsomson has merged his fuel business into a stock company under the style of the Alex. Y. Malsomson Coal Co., with an authorized capital stock of \$125,000 common and \$25,000 preferred, of which amount \$100,000 has been subscribed and paid in in property.

Avoca—It was announced in last week's Tradesman that Frank Teal, of Peck, had purchased the stock of Tuck & Smith and would take possession of the same, but it has since been learned that the deal was not consummated and that Buck & Smith will continue the business as heretofore.

Detroit—The drug business formerly conducted by Victor E. Schratz has been merged into a stock company under the style of the Schratz Chemical Co. to manufacture chemical compounds. The new corporation has an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$5,000 paid in in cash.

Manufacturing Matters.

Kalkaska—The Michigan Syrup Co., Ltd., has changed its name to the Michigan Maple Syrup Co., Ltd.

Corunna—Joseph C. Kettler has purchased the interest of Elmer Howe in the Corunna Milling Co. and will continue the business.

Le Grand—Frank Buell has sold his shingle mill to Frank Parret. The latter will operate the mill, which is to be stocked by Buell and others. It is cutting 50,000 shingles daily.

Wolverine—Wylie, Buell & Co. operate a shingle mill here which is cutting 50,000 shingles a day, and one on Pigeon River, twenty miles from this place, of the same capacity. These mills have stock enough to keep them in operation a long time. There has been a better tone to the shingle trade the last few months and the movement has materially improved.

Fife Lake—The Harvey Lumber Co. is setting up a mill at Springfield, four miles east of this place, and expects to be running in about six weeks. It will manufacture lumber, lath and cant-hook handles.

West Branch—The Batchelor Timber Co. is adding a number of new machines to its planing mill for manufacturing siding building material. Nearly the entire output of the mill will be put through the planing mill.

Manistee—The McKillip-Hopper Manufacturing Co. is buying hardwood lands near Grand Marais and it is expected will erect a plant there. One tract of sixty-eight acres of heavily timbered land was bought last week.

Dundee—The Dundee Motor Co. has been incorporated for the manufacture of automobiles and engines. The new company has an authorized stock of \$10,000, of which amount \$5,660 has been subscribed and \$2,830 paid in in cash.

Alma—The Little Giant Hay Press Co. has been incorporated to conduct a manufacturing business. The company has an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$5,000 being paid in in cash and \$10,000 in property.

Detroit—The Detroit Vending Machine & Manufacturing Co., Ltd., has been incorporated to manufacture vending machines with an authorized capital stock of \$1,500, all of which has been subscribed, \$500 being paid in in cash and \$1,000 in property.

Jackson—A corporation has been formed under the style of the John F. Corl Piano Co. to manufacture pianos. The company has an authorized capital stock of \$70,000, of which amount \$65,500 has been subscribed, \$35,500 being paid in in cash and \$30,000 in property.

Traverse City—The South Side Lumber Co., which recently purchased 800 acres of timber land in Schoolcraft county, and has options on 1,200 acres more, has closed arrangements to erect a sawmill to manufacture the timber. It will have a capacity of 20,000 feet daily.

Niles—The Kawneer Manufacturing Co., of Kansas City, has practically decided to locate at Niles. The concern makes metal store fronts after a patent that it owns. Niles will pay \$3,500 toward a \$5,000 building. This is a larger bonus than the Benton Harbor Development Co. could offer for the factory.

Iron Mountain—Adder & Grey have purchased the timber on fifteen forties of land near Amasa. It is estimated that there are 2,500,000 feet of elm and basswood logs, 10,000 cords of maple wood, 20,000 ties, 10,000 cedar posts and 1,000 poles. Work will begin about Nov. 10. This firm also has over 1,000 cords of dry body maple to ship from Sagola during the coming winter.

Muskegon—The Chamber of Commerce has concluded negotiations with the Garland-Vila Manufacturing Co., of Chicago, which manufactures gas engines, whereby that company will remove its plant to this city and begin operations at once in the Muskegon Cutlery Co. building. The new company agrees to occupy

the plant for a term of seven years and to employ at least sixty men.

Detroit—The Standard Tie Co., which is operating in the Upper and Lower Peninsulas and in other localities, is to increase its capital stock from \$200,000 to \$500,000. This increase is made necessary owing to the expansion of the company's business. It has recently closed a contract with the Missouri Pacific for the delivery of 3,000,000 ties and upward a year for a period of three years, delivery to begin early in 1907. It is also to furnish the Wabash with 700,000 ties next year. The company owns 15,000 acres of timber lands on which there is estimated to be 75,000,000 feet of timber.

Menominee—One of the largest timber deals made in recent years in the Upper Peninsula was closed a few days ago by the transfer of the holdings of the Cedar River Land Co. to the Oliver Mining Co. The property includes 72,000 acres of land, about 30,000 of which are in Menominee county, the large sawmill of the Cedar River Land Co. at Spalding, many dwelling houses and other buildings. The lands are densely timbered with hemlock, cedar, basswood, pine, hardwood and other timbers, aggregating millions of feet. O. C. Davidson, of the Oliver Co., states that it is the intention of his company to operate the sawmill at Spalding steadily in cutting timber for the mines of the Menominee range exclusively. It is estimated that there is sufficient timber on the tract to supply the mines in this section for thirty years. Mr. Davidson states that in spite of this large purchase the Oliver Co. will continue to buy as many logs from jobbers and homesteaders as possible. The cash consideration in the Cedar River Land Co. deal was considerably in excess of \$500,000. The land is all located in the counties of Delta, Dickinson and Menominee.

Harry M. Dumas has been a successful salesman for the McRea & Roberts Brass Co., of Detroit, for several years and is much esteemed by the company. While the brass business has been such in the past year that it was more work to keep up with orders than to get them, brass founders have realized the wisdom of keeping their most popular men out for the sake of keeping the good will of customers. Here Dumas is strong. He is what is termed a "good mixer," and is thoroughly informed on the brass trade. Mr. Dumas is a member of Palestine Lodge, F. and A. M. He lives at 390 Campbell avenue, Detroit.

A Flint correspondent writes as follows: W. J. Reid has severed his connections with the F. J. Schwankevsky Music Co., of Detroit, to accept a more lucrative one with the Nelson, Baker & Co., also of Detroit. After January 1 Mr. Reid will have Arkansas as his territory.

Guy W. Rouse, Manager of the Worden Grocer Co., sailed from New York to-day and will spend a couple of weeks in London and Paris. He expects to return about Dec. 10.



The Produce Market.

Apples—Business is brisk on about the following basis: Spys, \$2.50; Wagners, \$2.50; Baldwins, \$2.25; Greenings, \$2.25; Tallman Sweets, \$2.25; Kings, \$2.50.

Bananas—\$1 for small bunches, \$1.25 for large and \$2 for Jumbos.

Butter—The market is unchanged on last week's basis. All grades are scarce and the consumptive demand is good. The make of butter is about normal. The outlook is for a firm and practically unchanged market in all grades. There is a good demand for storage butter at just about as good a price as fresh. Creamery ranges from 26c for No. 1 to 27c for extras. Dairy grades fetch 23c for No. 1 and 16c for packing stock; renovated, 22@23c.

Cabbage—45c per doz.

Carrots—\$1.50 per bbl.

Celery—20c per bunch.

Cheese—The market is firm and unchanged. September cheese is firmly held, but the quality of the current make shows seasonable defects and is being sold slightly under September prices. The consumptive demand for cheese is good. There is not likely to be any serious change in prices in the near future. Storage stocks of cheese are lower than a year ago.

Chestnuts—14c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

Crabapples—75c per bu. for late varieties.

Cranberries—Wisconsin have advanced to \$9.50 per bbl. Late Howes from Cape Cod are strong at \$10. The indications are that prices will go much higher.

Eggs—Local dealers pay 24c per doz., case count, holding fresh candled at 26c and cold storage candled at 23c. There are very few fresh new-laid eggs coming forward, and the market is accordingly strong and steady. There has been no change in the price of refrigerator eggs and a good demand is reported. Stocks are moving out of store very well and from present prospects there should hardly be any immediate radical change either in fresh or refrigerator eggs unless the weather takes an unexpected turn. The present consumption of eggs is about normal.

Grapes—Malagas command \$4.75@5 per keg.

Honey—15@16c per lb. for white clover.

Lemons—Californias have declined fully \$2 per box being now quotable at \$5.50@5.75. Messinas have declined to \$5.25@5.50.

Lettuce—15c per lb. for hot house.

Onions—Home grown, 65c per bu. Spanish, \$1.60 per 40 lb. crate.

Oranges—Floridas are steady at \$3.25 and Valencias range around \$6. Arrivals of Florida stock are large, but a considerable portion of the fruit is not well colored. Shipments of navels from northern California

have begun, but as yet none have reached this market.

Parsley—30c per doz. bunches.

Pears—Kieffers are still in limited supply, commanding 75c per bu.

Peppers—75c per bu. for green and \$1 per bu. for red.

Potatoes—The market is weak on the basis of 35c per bu.

Poultry—Receipts are quite liberal and the market is rather weak. Springs are off 1/2c a pound. From now on until Thanksgiving receipts will undoubtedly be heavy. Stock now coming in is very poor and scraggy.

Squash—Hubbard, 1 1/2c per lb.

Sweet Potatoes—\$1.50 per bbl. for Virginias and \$2.75 per bbl. for Jerseys.

White Pickling Onions—\$2.25 per bu.

The Grocery Market.

Sugar—Raws are weak and refined grades are dull, with small demand. All of the refiners are getting 4.70 basis except federal, which is holding at 4.60. Michigan beet sugar manufacturers are offering their goods on 4 1/2c basis.

Tea—The shortage of early picked Japans is beginning to make itself felt, nearly all having been taken up by jobbing interests and that remaining in first hands commanding considerably higher prices. Low-grade Hysons have advanced over 1c per pound, with probable further advances to follow. The new crop Formosas show a very good quality, some of the midsummer picked teas being the finest seen in years.

Coffee—Rio and Santos coffees show a higher basis than last July, when the present speculative movement began. Options, on the contrary, are lower than they were in July. An added cause of the present weakness in Brazil coffee is the feeling that the coming crop will not be as small as interested parties are endeavoring to make it appear. It is this, aided by the undisposed of surplus of last year's heavy crop, that is preventing the Brazilian valorization scheme from having the strengthening effect which was expected of it, and which it undoubtedly would have had had the supply to be handled been smaller. The demand for coffee is at present very good. Mild grades are unchanged, steady and in fair demand. Java and Mocha are steady at ruling prices.

Canned Goods—The market for corn is unsettled and easy as a result of continued pressure to dispose of cheap stock. Really standard and fancy corn, however, appears to be scarce and is not urged for sale, although it feels the effect of the depression due to the anxiety of Western and Southern packers to get rid of less desirable goods. There are no fresh developments noted in the market for tomatoes. Buyers are reluctant to pay the price and come into the market only when in absolute need of supplies. Purchases so forced rarely exceed single carload lots. There are very few peas to be had from any source at less than \$1, and not much at that price. There is quite an active demand for so-called cheap goods, but the scarcity pre-

vents anything like important business. String beans are getting into very small compass, and under a continued active demand the market is strong and advancing. Spinach is wanted, but the Southern fall pack so far has been light on account of crop failure, and the little that comes out finds an immediate sale at high prices, leaving a large unsatisfied demand. Although the demand for salmon, as usual at this time of the year, is moderate at the best, the market is firm and some advance in spot prices on red and pink Alaska was established last week, and high prices were paid for small lots of Columbia River Chinooks, which are extremely scarce and only obtainable sparingly from second hands. American sardines are firm and tending upward under the conditions heretofore outlined in these reports. Supplies of California dried fruits for immediate delivery out of spot stock or for shipment from the coast are light, but, except for peaches, there seems to be little demand at present. Packers of New York gallon apples seem to be reluctant to quote until the pack is further advanced.

Dried Fruits—Apricots are unchanged, being high and scarce. Currants are strong and show a further advance for the week of about 1/2c. Apples are unchanged and in fair demand. Prunes are still very strong on spot, owing to continued scarcity. The coast is fairly steady on a nominally unchanged basis, although some sales have been put through during the week at a slight shading. The difficulty of getting box shooks is holding back shipments of all California dried fruits and is making secondary markets very bare. As a result of it some dried fruit packers are contemplating making their boxing charges 3/4c instead of the old 1/2c. The demand for prunes is very good. Peaches are not very plenty and the demand is good. Raisins are very stiff and high, and on the coast they are talking about 8 3/4c for fancy seeded. This is about 3c over the opening. The spot situation is firm and goods are not easy to buy. Both loose and seeded are very stiff.

Rice—Active and strong. Prices are firm on both Honduras and Japans. Advices from the south note steady demand on the Atlantic coast. Offerings are readily taken and but little stock is carried over from day to day. At New Orleans the market is strong. Cleaned rice at the mills is generally sold up at close of each day. Ordinarily at this season, rough rice begins to accumulate, but this year there is barely sufficient to supply daily needs, and mills are running along under abnormally light supply. In the interior southwest—Louisiana and Texas—rough rice has been coming in slowly on account of the continued rains. Fully 60 per cent. of the crop is still uncut, and quality greatly impaired by delay. Cleaned stock is moving very slowly because of car famine and a strike on the Southern Pacific Railroad. Cables and correspondence from abroad note strong markets with greatly curtailed supply.

Provisions—Pure lard is very firm

at an advance of 1/4c over last week. Compound lard has also advanced to the same amount, owing to the short crop of cottonseed oil. There is apparently no chance of any recession from the present high basis on lard of both grades, and if any further change occurs it is more likely to be an advance than a decline. Dried beef is dull and unchanged. Barrel pork is in improved demand at unchanged prices. Canned meats are dull.

Fish—Cod, hake and haddock are all firm, but unchanged for the week. Further advances may occur, but it is doubtful, since present prices are just about 1c per pound above normal. Cod, in a large way, is ruling about 6 1/2c, haddock 5 1/2c and hake 4 1/2c. Prices really should be about an even cent lower. Domestic sardines are strong. The Seacoast Packing Co. advanced 1/4 oils during the week, although none of the independent packers have followed. Foreign sardines are unchanged and steady. Salmon is steady and unchanged, and as to fancy Columbia River fish, strong and higher. Mackerel is still extremely scarce and high. No change has occurred in Norways on the spot during the week, as the recent importations have been heavy. On the other side, however, the holders of the small surplus of Norways still to come forward are firmer in their ideas and will undoubtedly ask an advance. Irish mackerel are unchanged, and anything fat commands full prices. Shore mackerel are about unchanged, being scarce and high.

The Grain Market.

The wheat market has been strong during the week, at one time showing a gain of nearly 1c per bushel, but has reacted to practically the prices in effect one week ago, i. e., 78 1/4c per bushel for Chicago May. The visible supply showed an increase for the week of 896,000 bushels. Receipts in the Northwest have been quite liberal, and there has been a good demand from both millers and elevator interests. The Ohio November crop report indicates a wheat acreage this fall of 2,086,000 bushels, against 2,040,000 bushels harvested last fall. It also gives the condition of the growing crop as 96, against 97 one year ago; condition of corn 102, against 104 last month and 100 one year ago. Mould in corn in the shock has reduced the condition.

Corn has also shown some weakness in sympathy with wheat. Cash corn for choice old yellow is now quoted at about 50c per bushel, with new ranging 3c per bushel discount for November shipments, but none arriving as yet. The visible showed a decrease of 37,000 bushels for the week.

Oats are steady, the movement having been only moderate, and the scarcity of cars keeps spot goods at good fair prices.

Millfeeds are firm and in good demand, especially for bran, which is bringing fancy prices, and the supply is not in excess of the demand at that.

L. Fred Peabody,

REQUEST DENIED.

Open Letter To the International Typographical Union.

Chicago, Nov. 3—Your letter of Oct. 31, with its black-list and request that I boycott certain papers and firms, and threatening to black-list and boycott me if I do not, is at hand and carefully noted.

I have given most earnest consideration, not only to the attitude assumed by the firms you black-list and ask me to boycott, but also to that assumed by you and your organization.

On your own statement of the case (I do not know and have not heard the other side), I shall most certainly continue to patronize the firms that you ask me not to, and I shall increase my own patronage and that of others all that I can.

You and your like have for years raised up your hands in holy horror at the black-list, and here you are doing the very acts that you call "outrageous" and "unfair" when done by others. Then you boycott, and ask me to boycott, and threaten me with your black-list and boycott if I refuse to boycott. I suggest that you read a few sentences regarding boycotts and boycotters to be found in the report of the Anthracite Coal Strike Commission. If you will kindly do so, I hope you may then see yourselves as others see you.

Why should printers or any one else work only eight hours? Is that a divine and sacred limit beyond which no one should or may go? I have worked all my life from ten to fifteen hours each day and to do so has helped and not hurt me. If others can work only eight hours and live it is their privilege to watch the clock. Why do you draw the line at eight? Why not make it six or four? If eight is good and "a shorter work day," surely four would be better and shorter. Why not make it four? Why work at all?

If you will go through history from the earliest time down to today, and then look about you, you will find that those who have done things—those who have achieved—have been those who have worked longer and harder than others; that the way to win is to work. There never has been and never will be an exception to that rule.

You call men "scabs" who are willing and anxious to work when you strike. You want to quit a job and hold it. You want no one to work at all unless he takes out a card or wears some tag or button from your organization giving him permission in this free(?) country to work at such a price, for such a time, for such a firm, as you graciously allow.

You revile trusts, when there never was one on earth which has caused the common people to pay such a fearful cost in money, blood and lives as has your own labor trust.

You say if these firms are determined to "continue their warfare on our organization" that is no reason why I "should assist them." Your own letter shows in its every word that it is your organization that is making and continuing the warfare on them, and that is every reason why

I should and why I will assist them in every way I can, notwithstanding your threatened boycott and the black-listing of me, which you term, if it is ever applied to yourselves, "outrageous treatment."

You talk of the "many benevolent features" of "our union." No doubt your organization does some good acts, but it is the dues of your own membership which pay for them all, as well as for the vile acts which you do. You do not mention that these same members pay the salaries and expenses of the delegates, officers, organizers, orators, sluggers and disturbers who lead them into trouble after trouble, strike after strike, loss after loss. You also forget to indicate who is to take care of men who work when and where you won't—the "scabs," as you call them. They surely have no consideration at your hands. Unless workmen have the organization label, front, back, sides, top and bottom, your idea seems to be they should starve or get off the earth.

Even now you and your kind are seeking to have laws passed which shall limit the time which a man may work, and laws which shall prevent the courts from stopping riot and irreparable loss, and then when you can not get legislators to do your bidding, or to see things as you see them, you immediately black-list and boycott them and seek to coerce them, just as you seek to coerce me into becoming a black-list and boycotter. Your tactics of ostracism and bull-doing will, perhaps, work in some quarters, but most certainly not here.

I have given your insulting, impertinent epistle "immediate attention," and hope you will call this an "early reply." When you issue "a list of fair and unfair firms" I shall be glad "to know under which head" you, in your colossal wisdom, perfect judgment and burning desire to control and regulate the universe, place me.

Geo. P. Bent.

Booked an Order for 100,000 Mirrors.

Monroe, Nov. 4—The Deinzer Furniture Co., which is now also making mirrors, has been obliged to increase its capacity to be able to keep up with the ever increasing demand for its goods. Last week the company received one order alone for 100,000 mirrors. This concern formerly was located in Detroit. It is expected that in a short time it will be forced to build an addition to the plant.

The Monroe Binder Board Co., which was to open its new plant by Nov. 1, will not be able to do so until the latter part of the month, not all of the machinery having been installed. Hundreds of tons of binder trunk board have already been ordered and it is very likely that the help will have to be doubled at the start in order to meet this unusual demand.

The Boehm & Rauch Co. has installed a dynamo in its new mill No. 3, and the old was placed in No. 2, thus equipping both plants with electricity. The company also has practically completed the fire extinguishing system through mill No. 3, at a cost of \$12,500, it is said.

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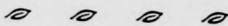
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WORDEN GROCER COMPANY

Grand Rapids, Mich.

Prosperous Report from the Pure Food City.

Battle Creek, Nov. 6—Work is now progressing rapidly on the mammoth new plant of the American Cereal Co., the main building being well under way. It will be 100 feet long and 72 wide, with a practical height of six stories. Adjoining it will be a power plant, 90x44 feet, and 'a producers' room and machine shop, 40x44. The present building is 119x72 feet and will have two large additions, as well as the above. Five hundred persons will be employed, making the industry on a par with the famous Postum Cereal Co. As far as possible all employees will be people from this city. Four twenty-four-door ovens, twenty-eight storage tanks and other machinery is being made for the new building. The factory will have a capacity of 5,000 bushels of wheat daily.

Fixtures of the old Flak-Ota Food Co. and the Dr. Perkins Sanitary Refrigerator Co., which used the same factory consecutively, have been evicted from the building east of the city, to allow the American Cereal Co. to take immediate possession. The Dr. Perkins Co. has decided not to go to Port Huron as planned and is now without a home, although it looks for relief in the factory line within a few days.

All of the factories abandoned when the pure food boom "busted" have now been taken up by new industries except the Battle Creek Iron Works, and this is being investigated by several prospective companies. It is one of the best built foundries in

Michigan and on one of the main thoroughfares, Jefferson avenue. It failed because it did not have the capital with which to meet the big business that was accumulating.

The American Steam Pump Co. is working night and day at present, the fullest capacity of the shops. Every inch of space is filled by a skilled mechanic and 100 more will be added when a new ship is finished on the site of the old Michigan Central freight house. The company is behind over a thousand orders in large pumps, although working at top speed, and is forced to ship pumps as fast as they leave the finishing room. A peculiar fact is that the company is still receiving orders for the Boulton carver and molder and sawmills, although it ceased to advertise these machines fifteen years ago.

The Scientific Milling Co. is building an immense warehouse on the north side of the Michigan Central's Sturgis branch, to facilitate wheat and flour shipments.

Although several pure food companies moved from this city to other places, the work of manufacturing their machinery still comes here. The Johnson Machinery Co. has received an order for thousands of dollars' worth for the Egg-O-See Co., of Quincy, Ill., one of the several foreign food factories already equipped with Battle Creek made machinery.

The Globe Manufacturing Co. is building a three-story addition to its plant on Grant street, which will afford needed room for its regular business and also for enlarging its plating plant. Besides the regular plat-

ing required in its business the company will handle commercial plating in copper, brass, nickel and zinc. The city has never before had a galvanizing plant.

Orders Placed Last May Not Yet Filled.

Marquette, Nov. 6—As showing the volume of the demand for Pacific coast timber for use in large construction work the experience of the Lake Superior & Ishpeming Railway—the Cleveland Cliffs Iron Co.'s ore road running between this city and the mines at Negaunee and Ishpeming—is interesting.

One million, one hundred thousand feet of heavy timber was required for use in making repairs to the ore dock of the company at North Marquette, and not to be caught napping, as was thought, orders for the material were placed last May.

It was confidently expected that the timber would be delivered some weeks before navigation closed, but this hope has been disappointed. Up to the present time but 370,000 feet, or only a third of the amount needed, has been delivered, and the company, being unable to get any positive assurances about the rest of the order, has sent an agent to the coast to see if it is possible to expedite its movement.

Owing to the fact that at least a month is required for the transmission of a car of timber from the coast to Michigan, the company's officials are somewhat concerned lest their plans for the repair work may be upset.

The experience of the L. S. & I. is not isolated. It is the common experience of all railroad, mining and other corporations having heavy work to do.



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E. A. STOWE, Editor.

Wednesday, November 7, 1906

THE JOBBERS' JOURNEY.

When a whole lot of representative business men gather together it is astonishing, usually, how great is their surprise and how frequent are their agreeable disappointments as to the real disposition of their confreres. In ordinary, every-day life these men meet and greet each other with a nod and possibly a perfunctory handshake, then they go their respective ways with little or no just appreciation of the tempers and bents they have so casually saluted.

But let them unite, as in the three days' travel—sleep and eat together—of the Grand Rapids jobbers, which begins to-day, and new estimates, based upon unexpected discoveries, are certain to follow and to the perpetual comfort and profit of all concerned. In this way, too, our city will surely profit, as will the various communities which are to be visited. Thus will come the close personal touch, the hearty, genuine fellowship and the combined good will and generous rivalry which may be experienced. Men in the same lines of business will be pleased to discover that their competitors are thoroughly good fellows after all, while men in different departments of business will be surprised to find that other people have good business ideas and are as earnest and industrious and square as themselves.

The Jobbers' Journey is a good thing for the participants, good for the people they are going to visit and good for the commonwealth in general. The published itinerary shows that stops at the cities and villages will vary from fifteen minutes to several hours in length and considerable talk has been indulged in as to the fifteen and twenty minute stops. The time is suited to the size of the towns and their proximity to the railway stations and, in addition to this, is the fact that the visiting delegation is quite sure to have a reception at each place. Take the village of Alba, for instance, with its entire business center within three minutes' walk of the station. Ten minutes will be ample to do all the handshaking possible in the town. This trip is purely a handshaking enterprise. There are to be no formal speeches, no banquets, no soliciting, no taking orders, just a "how-dy, glad to see you and

have a look at your store," and a "Good-bye, call and see us when you come to town."

It will be the first venture of the kind out from Grand Rapids and it is greatly to the credit of our city that there are to be no bacchanalian revels. It is to be a rational, jolly feast of fellowship enroute with pleasant calls and exchange of greetings at each town. Beyond question a majority of the jobbers will learn much that is valuable as to the trading territory logically available to them and it also goes without saying that the merchants north of us will learn that Grand Rapids merchants are good fellows, who are wide awake, neighborly and appreciative.

OUR RAILWAY PICTURE.

Just because Mayor Tom Johnson has succeeded, after many years of effort, in securing three-cent-fares over the street railways of Cleveland, it does not follow that three-cent-fares are practicable for Grand Rapids. Cleveland has very close to a population of half a million people, while Grand Rapids has only a trifle over one-fifth of that amount. The operation of a street car system is based upon the amount of business possible to be developed.

That is to say, that is the usual basis relied upon. Occasionally there is an exception, and Grand Rapids appears to be an exception. The manner in which our system is operated seems to indicate a settled conviction that everything has been done that the business available warrants and that there is no adequate hope that present conditions can be improved upon. In other words, the system has been extended to the everlasting limit and it is useless to attempt to increase business by giving more frequent and otherwise better service.

No, they can not extend the East Bridge street tracks and it is impossible to lay rails up the West Bridge street hill. Neither is it advisable to push the Grandville avenue line out into the new factory district to the south, while the proposition to extend the Fifth avenue line is a mere dream. And, again, they can not build cross-town lines on either side of the river, loop lines are a humbug and ten minute (alleged) service is the best they can do. Moreover, the company is willing to engage in a friendly suit with the city to decide whether or not certain taxes shall be paid by the company.

Thus we have a beautiful picture. The background is a strong, deep red, permanent field of franchise, laid on and owned by the people of Grand Rapids, who granted, under certain conditions, the use of that field for a term of years. In the dim unpleasant distance is shown the ruined debris of a cable-car system. In the foreground is the meager outfit of the present day system, of which indifference, timidity and do-nothingness constitute the chief figure in the composition. Then, too, the price of rails is very high and there is every indication that that expense will be greater next February, so the picture will remain in statu quo for another year or longer.

OUR INELASTIC CURRENCY.

The experience of the present fall season has served to call attention afresh to the lack of elasticity in our currency system. While money accumulates in the great money centers during the dull summer months, it becomes scarce as soon as preparations to move the crops are commenced. The banks at the money centers have no means of expanding the supply of currency when the annual demand becomes urgent, and the present treasury system so works that at the very time that money is scarcest the Government withdraws the greatest amounts from circulation in the shape of customs and other dues. The accumulations of money, due to the payment of the revenues due the Government, instead of being promptly deposited with the banks to be used in general business, are locked up in the subtreasuries. In no other country is money withdrawn from general circulation through the payment of Government taxes and duties, as is the case in the United States. In other countries the government deposits its funds with some great bank, and in that way there is no locking up of large sums, as is the case with us.

In times of pressure the Treasury comes to the aid of the money market by the deposit of a moderate amount of public funds with a number of National banks. In order to secure these deposits the banks must deposit bonds to an equal amount, with a margin besides, which, of course, limits the amount of Government deposits to small proportions compared with what would be the case were the restrictions less onerous. The present Secretary of the Treasury has been particularly resourceful in coming to the assistance of the money market. When deposits of public funds no longer met the situation Secretary Shaw aided the importation of gold until practically fifty million dollars of the yellow metal had been imported. Recently Mr. Shaw has stopped aiding gold imports, believing that pressing needs have been already relieved, and that to permit a continuation of the drain from Europe would do more harm by disturbing the great money markets than the increase in our stock of gold on this side of the Atlantic could repair.

While Mr. Shaw has stopped the aid that has been extended to the money markets by aiding imports of gold, he has by no means exhausted his desire to help the situation. His proposal to stimulate the National bank circulation by accepting approved securities other than Government bonds for deposits already made and allowing the bonds released to be used immediately as a basis of circulation without withdrawal from the Treasury seems at once to permit of an increase of the note circulation by \$18,000,000, and to afford an opportunity of testing in operation a plan for providing an elastic currency such as has been in substance suggested more than once of late. Under the plan banks accepting the Secretary's offer must agree to retire the additional circulation

taken out some time between March 15 and Aug. 10 next, the order or proportion of retirement from month to month to be determined by the Treasury Department. The life of the circulation is therefore limited to a fixed period.

While Secretary's Shaw's plan is far removed from a truly elastic currency system, it holds out the prospect of a temporary betterment of the situation as a tide-over measure. Never in the history of the country was an elastic currency system more necessary than at the present time, yet there does not appear to be any movement on foot to urge Congress at its coming session to enact new legislation along that line.

GOOD THINGS FOR THE CITY.

Two conventions are billed for this city during early December which are, so far as direct benefits are concerned, of exceptional value to the business interests of our city. These are the meeting of the Michigan Retail Implement & Vehicle Dealers' Association, with about 600 delegates and another hundred of ladies who will accompany their fathers, husbands or brothers, and the meeting of the Michigan State Grange, with a thousand delegates. The first convention will last three days and the last one will require four days. Another convention which it is expected will come is that of the Michigan State Forestry Association.

These meetings are attended by citizens of Michigan who are studious, observing and enthusiastic in the work of the respective organizations, and the delegates, while not extravagant in their expenditures, are by no means niggardly in that respect. They do not time their sojourn so that they may arrive in the city in the morning and get away late in the afternoon. More than that, they know Grand Rapids and our business houses and, coming just before the holiday season, they come prepared to do business while here.

Of course, it reads well in the press despatches to say that the National Association of this or that nature held its annual convention in Grand Rapids, but, as a rule, that is about all the benefit such conventions bestow upon our business institutions.

Despite all the glowing accounts that are written of Australia there is evidently just as much of the dissatisfaction common to all growing peoples there as there is elsewhere. The state of Western Australia has by a vote of its legislative assembly announced its secession from the union. This is not final, and may be reconsidered, but it will illustrate how the kingdom of heaven is not reached yet even in Australia. The trouble is over a railway and we have had some experience in that line ourselves, but there's no seceding being done here. Those who think that the discontents, which must come where conditions alter constantly, are to be wiped away forever by a grand smash are not men either of wisdom or of strength.

GOVERNMENT STANDARDS

Promulgated by Commission Created by New Food Law.

ANIMAL PRODUCTS.

A. Meats and the Principal Meat Products.

a. Meats.

1. Meat, flesh, is any clean, sound, dressed, and properly prepared edible part of animals in good health at the time of slaughter, and if it bears a name descriptive of its kind, composition, or origin, it corresponds thereto. The term "animal," as herein used, includes not only mammals, but fish, fowl, crustaceans, mollusks, and all other animals used as food.

2. Fresh meat is meat from animals recently slaughtered and properly cooled until delivered to the consumer.

3. Cold storage meat is meat from animals recently slaughtered and preserved by refrigeration until delivered to the consumer(1).

4. Salted, pickled and smoked meats are unmixed meats preserved by salt, sugar, vinegar, spices, or smoke, singly or in combination, whether in bulk or in suitable containers(2).

b. Manufactured Meats.

1. Manufactured meats are meats not included in paragraphs 2, 3 and 4, whether simple or mixed, whole or comminuted, in bulk or in suitable containers(2), with or without the addition of salt, sugar, vinegar, spices, smoke, oils or rendered fat. If they bear names descriptive of kind, composition, or origin, they correspond thereto and when bearing such descriptive names if force or flavoring meats are used the kind and quantity thereof are made known.

c. Meat Extracts, Meat Peptones, Etc. (Schedule in preparation.)

d. Lard.

1. Lard is the rendered fresh fat from hogs in good health at the time of slaughter, is clean, free from rancidity, and contains, necessarily incorporated in the process of rendering, not more than one (1) per cent. of substances other than fatty acids and fat.

2. Leaf lard is lard rendered at moderately high temperatures from the internal fat of the abdomen of the hog, excluding that adherent to the intestines, and has an iodine number not greater than sixty (60).

3. Neutral lard is lard rendered at low temperatures.

B. MILK AND ITS PRODUCTS.

a. Milks.

1. Milk is the fresh, clean, lacteal secretion obtained by the complete milking of one or more healthy cows, properly fed and kept, excluding that obtained within fifteen days before and ten days after calving, and contains not less than eight and one-half (8.5) per cent. of solids not fat, and not less than three and one-quarter (3.25) per cent. of milk fat.

2. Blended milk is milk modified in its composition so as to have a definite and stated percentage of one or more of its constituents.

3. Skim milk is milk from which a part or all of the cream has been removed and contains not less than nine and one-quarter (9.25) per cent. of milk solids.

4. Pasteurized milk is milk that has been heated below boiling but sufficiently to kill most of the active organisms present and immediately cooled to 50 degrees Fahrenheit or lower.

5. Sterilized milk is milk that has been heated at the temperature of boiling water or higher for a length of time sufficient to kill all organisms present.

6. Condensed milk, evaporated milk, is milk from which a considerable portion of water has been evaporated and contains not less than twenty-eight (28) per cent. of milk solids of which not less than twenty-seven and five-tenths (27.5) per cent. is milk fat.

7. Sweetened condensed milk is milk from which a considerable portion of water has been evaporated and to which sugar (sucrose) has been added, and contains not less than twenty-eight (28) per cent. of milk solids, of which not less than twenty-seven and five-tenths (27.5) per cent. is milk fat.

8. Condensed skim milk is skim milk from which a considerable portion of water has been evaporated.

9. Buttermilk is the product that remains when butter is removed from milk or cream in the process of churning.

10. Goat's milk, ewe's milk, et cetera, are the fresh, clean lacteal secretions, free from colostrum, obtained by the complete milking of healthy animals other than cows, properly fed and kept, and conform in name to the species of animals from which they are obtained.

b. Cream.

1. Cream is that portion of milk, rich in milk fat, which rises to the surface of milk on standing, or is separated from it by centrifugal force, is fresh and clean and contains not less than eighteen (18) per cent. of milk fat.

2. Evaporated cream, clotted cream, is cream from which a considerable portion of water has been evaporated.

c. Milk Fat or Butter Fat.

1. Milk fat, butter fat, is the fat of milk and has a Reichert-Meissl number not less than twenty-four (24) and a specific gravity not less than 0.905 (40° C.)

d. Butter.

1. Butter is the clean, non-rancid product made by gathering in any manner the fat of fresh or ripened milk or cream into a mass, which also contains a small portion of the other milk constituents, with or without salt, and contains not less than eighty-two and five-tenths (82.5) per cent. of milk fat. By acts of Congress approved August 2, 1886, and May 9, 1902, butter may also contain added coloring matter.

2. Renovated butter, process butter, is the product made by melting butter and reworking, without the addition or use of chemicals or any substances except milk, cream or salt, and contains not more than sixteen (16) per cent. of water and at least eighty-two and five-tenths (82.5) per cent. of milk fat.

e. Cheese.

1. Cheese is the sound, solid and ripened product made from milk or cream by coagulating the casein thereof with rennet or lactic acid, with or without the addition of ripening ferments and seasoning, and contains, in the water-free substance, not less than fifty (50) per cent. of milk fat. By act of Congress, approved June 6, 1896, cheese may also contain added coloring matter.

2. Skim milk cheese is the sound, solid and ripened product made from skim milk by coagulating the casein thereof with rennet or lactic acid, with or without the addition of ripening ferments and seasoning.

3. Goat's milk cheese, ewe's milk cheese, et cetera, are the sound, ripened products made from the milks of the animals specified, by coagulating the casein thereof with rennet or lactic acid, with or without the addition of ripening ferments and seasoning.

f. Ice Creams.

1. Ice cream is a frozen product made from cream and sugar, with or without a natural flavoring, and contains not less than fourteen (14) per cent. of milk fat.

2. Fruit ice cream is a frozen product made from cream, sugar, and sound, clean, mature fruits, and contains not less than twelve (12) per cent. of milk fat.

3. Nut ice cream is a frozen product made from cream, sugar, and sound non-rancid nuts, and contains

not less than twelve (12) per cent. of milk fat.

8. Miscellaneous Milk Products.

1. Whey is the product remaining after the removal of fat and casein from milk in the process of cheese-making.

2. Kumiss is the product made by the alcoholic fermentation of mare's or cow's milk.

11. VEGETABLE PRODUCTS.

A. Grain Products.

a. Grains and Meals.

1. Grain is the fully matured, clean, sound, air-dry seed of wheat, maize, rice, oats, rye, buckwheat, barley, sorghum, millet or spelt.

2. Meal is the clean, sound product made by grinding grain.

3. Flour is the fine, clean, sound product made by bolting wheat meal and contains more than thirteen and one-half (13.5) per cent. of moisture, not less than one and twenty-five hundredths (1.25) per cent. of nitrogen, not more than one (1) per cent. of ash, and not more than fifty hundredths (0.50) per cent. of fiber.

4. Graham flour is unbolted wheat meal.

5. Gluten flour is the clean, sound product made from flour by the removal of starch and contains not less than five and six-tenths (5.6) per cent. of nitrogen and not more than ten (10) per cent. of moisture.

6. Maize meal, corn meal, Indian corn meal is meal made from sound maize grain and contains not more than fourteen (14) per cent. of moisture, not less than one and twelve hundredths (1.12) per cent. of nitrogen, and not more than one and six-tenths (1.6) per cent. of ash.

7. Rice is the hulled, or hulled and polished grain of *Oryza sativa*.

8. Oatmeal is meal made from hulled oats and contains not more than twelve (12) per cent. of moisture, not more than one and five-tenths (1.5) per cent. of crude fiber, not less than two and twenty-four hundredths (2.24) per cent. of nitrogen, and not more than two and two-tenths (2.2) per cent. of ash.

9. Rye flour is the fine, clean, sound product made by bolting rye meal and contains not more than thirteen and one-half (13.5) per cent. of moisture, not less than one and thirty-six hundredths (1.36) per cent. of nitrogen, and not more than one and twenty-five hundredths (1.25) per cent. of ash.

10. Buckwheat flour is bolted buckwheat meal and contains not more than twelve (12) per cent. of moisture, not less than one and twenty-eight hundredths (1.28) per cent. of nitrogen, and not more than one and seventy-five hundredths (1.75) per cent. of ash.

B. Fruits and Vegetables.

a. Fruits and Fruit Products.

(Except fruit juices, fresh, sweet and fermented, and vinegars.)

1. Fruits are the clean, sound, edible, fleshy fructifications of plants, distinguished by their sweet, acid and ethereal flavors.

2. Dried fruit(1) is the clean, sound

product made by drying mature, properly prepared, fresh fruit in such a way as to take up no harmful substance, and conforms in name to the fruit used in its preparation; sun-dried fruit is dried fruit made by drying without the use of artificial means; evaporated fruit is dried fruit made by drying with the use of artificial means.

3. Evaporated apples are evaporated fruit made from peeled and cored apples, and contain not more than twenty-seven (27) per cent. of moisture determined by the usual commercial method of drying for four (4) hours at the temperature of boiling water.

(Standards for other dried fruits are in preparation.)

4. Canned fruit is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit, by heating, with or without sugar (sucrose) and spices, and keeping in suitable, clean, hermetically sealed containers and conforms in name to the fruit used in its preparation.

5. Preserve(2) is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar (sucrose) syrup, with or without spices or vinegar, and conforms in name to that of the fruit used, and in its preparation not less than forty-five (45) pounds of fruit are used to each fifty-five (55) pounds of sugar.

6. Honey preserve(2) is preserve in which honey is used in place of sugar (sucrose) syrup.

7. Glucose preserve(2) is preserve in which a glucose product is used in place of sugar (sucrose) syrup.

8. Jam, marmalade(2), is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar (sucrose), with or without spices or vinegar, by boiling to a pulpy or semi-solid consistency, and conforms in name to the fruit used, and in its preparation not less than forty-five (45) pounds of fruit are used to each fifty-five (55) pounds of sugar.

9. Glucose jam, glucose marmalade(2), is jam in which a glucose is used in place of sugar (sucrose).

10. Fruit butter(1) is the sound product made from fruit juice and clean, sound, properly matured and prepared fruit, evaporated to a semi-solid mass of homogeneous consistency, with or without the addition of sugar and spices or vinegar, and conforms in name to the fruit used in its preparation.

11. Glucose fruit butter(2) is fruit butter in which a glucose product is used in place of sugar (sucrose).

12. Jelly(1) is the sound, semi-solid, gelatinous product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar (sucrose) is added, and conforms in name to the fruit used in its preparation.

13. Glucose jelly(2) is a jelly in which a glucose product is used in place of sugar (sucrose).

As evidence of the increasing popularity of our Granite Surfaced Prepared Roofing we are shipping in carloads into twelve different states to thirty buyers, and are way behind on our orders. We invite the attention of lumber dealers and building supply men to our prepared roofing, which is becoming a staple, the same as shingles, lath, etc. Write for particulars.

H. M. Reynolds Roofing Co.

Grand Rapids, Mich.



b. Vegetables and Vegetable Products.

1. Vegetables are the succulent, clean, sound, edible parts of herbaceous plants used for culinary purposes.

2. Dried vegetables are the clean, sound products made by drying properly matured and prepared vegetables in such a way as to take up no harmful substance, and conform in name to the vegetable used in their preparation; sun-dried vegetables are dried vegetables made by drying without the use of artificial means; evaporated vegetables are dried vegetables made by drying with the use of artificial means.

3. Canned vegetables are sound, properly matured and prepared fresh vegetables, with or without salt, sterilized by heat, with or without previous cooking in vessels from which they take up no metallic substance, kept in suitable, clean, hermetically sealed containers, are sound and conform in name to the vegetables used in their preparation.

4. Pickles are clean, sound, immature cucumbers, properly prepared, without taking up any metallic compound other than salt, and preserved in any kind of vinegar, with or without spices; pickled onions, pickled beets, pickled beans, and other pickled vegetables are vegetables prepared as described above and conform in name to the vegetables used.

5. Salt pickles are clean, sound, immature cucumbers, preserved in a solution of common salt, with or without spices.

6. Sweet pickles are pickled cucumbers or other vegetables in the preparation of which sugar (sucrose) is used.

7. Sauerkraut is clean, sound, properly prepared cabbage, mixed with salt, and subjected to fermentation.

8. Catchup (ketchup, catsup) is the clean, sound products made from the properly prepared pulp of clean, sound, fresh, ripe tomatoes, with spices and with or without sugar and vinegar; mushroom catchup, walnut catchup, et cetera, are catchups made as above described, and conform in name to the substances used in their preparation.

C. SUGARS AND RELATED SUBSTANCES.

a. Sugar and Sugar Products.

Sugars.

1. Sugar is the product chemically known as sucrose (saccharose) chiefly obtained from sugar cane, sugar beets, sorghum, maple and palm.

2. Granulated, loaf, cut, milled and powdered sugars are different forms of sugar and contain at least ninety-nine and five-tenths (90.5) per cent. of sucrose.

3. Maple sugar is the solid product resulting from the evaporation of maple sap, and contains, in the water-free substance, not less than sixty-five one hundredths (0.65) per cent. of maple sugar ash.

4. Massecuite, melada, mush sugar, and concrete are products made by evaporating the purified juice of a sugar-producing plant, or a solution of sugar, to a solid or semi-solid consistency, and in which the sugar chiefly exists in a crystalline state.

Molasses and Refiners' Syrup.

1. Molasses is the product left after separating the sugar from massecuite, melada, mush sugar, or concrete, and contains not more than twenty-five (25) per cent. of water and not more than five (5) per cent. of ash.

2. Refiners' syrup, treacle, is the residual liquid product obtained in the process of refining raw sugars and contains not more than twenty-five (25) per cent. of water and not more than eight (8) per cent. of ash.

Syrups.

1. Syrup is the sound product made by purifying and evaporating the juice of a sugar-producing plant without removing any of the sugar.

2. Sugar-cane syrup is syrup made by the evaporation of the juice of the sugar cane or by the solution of sugar cane concrete, and contains not more

than thirty (30) per cent. of water and not more than two and five-tenths (2.5) per cent. of ash.

3. Sorghum syrup is syrup made by the evaporation of sorghum juice or by the solution of sorghum concrete, and contains not more than thirty (30) per cent. of water and not more than two and five-tenths (2.5) per cent. of ash.

4. Maple syrup is syrup made by the evaporation of maple sap or by the solution of maple concrete, and contains not more than thirty-two (32) per cent. of water and not less than forty-five hundredths (0.45) per cent. of maple syrup ash.

5. Sugar syrup is the product made by dissolving sugar to the consistence of a syrup and contains not more than thirty-five (35) per cent. of water.

b. Glucose Products.

1. Starch sugar is the solid product made by hydrolyzing starch or a starch-containing substance until the greater part of the starch is converted into dextrose. Starch sugar appears in commerce in two forms, anhydrous starch-sugar and hydrous starch-sugar. The former, crystallized without water of crystallization, contains not less than ninety-five (95) per cent. of dextrose and not more than eight-tenths (0.8) per cent. of ash. The latter, crystallized with water of crystallization, is of two varieties—70 sugar, also known as brewers' sugar, contains not less than seventy (70) per cent. of dextrose and not more than eight-tenths (0.8) per cent. of ash; 80 sugar, climax or acme sugar, contains not less than eighty (80) per cent. of dextrose and not more than one and one-half (1.5) per cent. of ash.

The ash of all these products consists almost entirely of chlorids and sulphates.

2. Glucose, mixing glucose, confectioner's glucose, is a thick, syrupy, colorless product made by incompletely hydrolyzing starch, or a starch-containing substance, and decolorizing and evaporating the product. It varies in density from forty-one (41) to forty-five (45) degrees Baume at a temperature of 100 degrees Fahr. (37.7 degrees C.), and conforms in density, within these limits, to the degree Baume it is claimed to show, and for a density of forty-one (41) degrees Baume contains not more than twenty-one (21) per cent. and for a density of forty-five (45) degrees not more than fourteen (14) per cent. of water. It contains on a basis of forty-one (41) degrees Baume not more than one (1) per cent. of ash, consisting chiefly of chlorids and sulphates.

c. Candy.

1. Candy is a product made from saccharine substance or substances with or without the addition of harmless coloring, flavoring or filling materials and contains no terra alba, barytes, talc, chrome yellow, or other mineral substances, or poisonous colors or flavors, or other ingredients deleterious or detrimental to health, or any vinous, malt, or spirituous liquor or compound, or narcotic drug.

d. Honey.

1. Honey is the nectar and saccharine exudations of plants gathered, modified, and stored in the comb by honey bees (*Apis mellifica* and *A. dorsata*); is laevo-rotatory, contains not more than twenty-five (25) per cent. of water, not more than twenty-five hundredths (0.25) per cent. of ash, and not more than eight (8) per cent. of sucrose.

2. Comb honey is honey contained in the cells of comb.

3. Extracted honey is honey which has been separated from the uncrushed comb by centrifugal force or gravity.

4. Strained honey is honey removed from the crushed comb by straining or other means.

D. CONDIMENTS (EXCEPT VINEGAR AND SALT.)

a. Spices.

1. Spices are aromatic vegetable substances used for the seasoning of food and from which no portion of

any volatile oil or other flavoring principle has been removed and which are clean, sound and true to name.

2. Allspice, pimento, is the dried fruit of the *Pimenta pimenta* (L.) Karst., and contains not less than eight (8) per cent. of quercitannic acid (6); not more than six (6) per cent. of total ash, not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than twenty-five (25) per cent. of crude fiber.

3. Anise is the fruit of the *Pimpinella anisum* L.

4. Bay leaf is the dried leaf of *Laurus nobilis* L.

5. Capers are the flower buds of *Capparis spinosa* L.

6. Caraway is the fruit of *Carum carvi* L.

Cayenne and Red Peppers.

7. Red pepper is the red, dried, ripe fruit of any species of *Capsicum*.

8. Cayenne pepper, cayenne, is the dried ripe fruit of *Capsicum frutescens* L., *Capsicum baccatum* L., or some other small-fruited species of *Capsicum*, and contains not less than fifteen (15) per cent. of nonvolatile ether extract; not more than six and five-tenths (6.5) per cent. of total ash; not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid; not more than one and five-tenths (1.5) per cent. of starch, and not more than twenty-eight (28) per cent. of crude fiber.

9. Paprika is the dried fruit of *Capsicum annum* L., or some other large fruited species of *Capsicum*, excluding seeds and stems.

10. Celery seed is the dried fruit of *Apium graveolens* L.

11. Cinnamon is the dried bark of any species of the genus *Cinnamomum* from which the outer layers may or may not have been removed.

12. True cinnamon is the dried inner bark of *Cinnamomum zeylanicum* Breyn.

13. Cassia is the dried bark of various species of *Cinnamomum*, other than *Cinnamomum zeylanicum*, from which the outer layers may or may not have been removed.

14. Cassia buds are the dried immature fruit of species of *Cinnamomum*.

15. Ground cinnamon, ground cassia, is a powder consisting of cinnamon, cassia, or cassia buds, or a mixture of these spices, and contains not more than six (6) per cent. of total ash and not more than two (2) per cent. of sand.

16. Cloves are the dried buds of *Caryophyllus aromaticus* L., which contain not more than five (5) per cent. of clove stems; not less than ten (10) per cent. of volatile ether extract; not less than twelve (12) per cent. of quercitannic acid (7); not more than eight (8) per cent. of total ash; not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than ten (10) per cent. of crude fiber.

17. Coriander is the dried fruit of *Coriandrum sativum* L.

18. Cumin seed is the fruit of *Comunum cuminum* L.

19. Dill seed is the fruit of *Ane-thum graveolens* L.

20. Fennel is the fruit of *Foeniculum foeniculum* (L.) Karst.

21. Ginger is the washed and dried or decorticated and dried rhizome of *Zinziber zingiber* (L.) Karst., and contains not less than forty-two (42) per cent. of starch; not more than eight (8) per cent. of crude fiber, not more than six (6) per cent. of total ash, not more than one (1) per cent. of lime, and not more than three (3) per cent. of ash insoluble in hydrochloric acid.

22. Lined ginger, bleached ginger, is whole ginger coated with carbonate of lime and contains not more than ten (10) per cent. of ash, not more than four (4) per cent. of carbonate of lime, and conforms in other respects to the standard for ginger.

23. Horse-radish is the root of *Roripa armoracia* (L.) Hitchcock,

either by itself or ground and mixed with vinegar.

24. Mace is the dried arillus of *Myristica fragrans* Houttuyn, and contains not less than twenty (20) nor more than thirty (30) per cent. of nonvolatile ether extract, not more than three (3) per cent. of total ash, and not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than ten (10) per cent. of crude fiber.

25. Macassar mace, Papua mace, is the dried arillus of *Myristica argentea* Warb.

26. Bombay mace is the dried arillus of *Myristica malabarica* Lamarek.

27. Marjoram is the leaf, flower and branch of *Majorana majorana* (L.) Karst.

28. Mustard seed is the seed of *Sinapis alba* L. (white mustard), *Brassica nigra* (L.) Koch (black mustard), or *Brassica juncea* (L.) Cosson (black or brown mustard).

29. Ground mustard is a powder made from mustard seed, with or without the removal of the hulls and a portion of the fixed oil, and contains not more than two and five-tenths (2.5) per cent. of starch and not more than eight (8) per cent. of total ash.

30. Prepared mustard, German mustard, French mustard, mustard paste, is a paste composed of a mixture of ground mustard seed or mustard flour with salt, spices and vinegar, and, calculated free from water, fat and salt, contains not more than twenty-four (24) per cent. of carbohydrates, calculated as starch, determined according to the official methods, not more than twelve (12) per cent. of crude fiber nor less than thirty-five (35) per cent. of protein, derived solely from the materials named.

31. Nutmeg is the dried seed of the *Myristica fragrans* Houttuyn, deprived of its testa, with or without a thin coating of lime, and contains not less than twenty-five (25) per cent. of nonvolatile ether extract, not more than five (5) per cent. of total ash, not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than ten (10) per cent. of crude fiber.

32. Macassar nutmeg, Papua nutmeg, male nutmeg, long nutmeg, is the dried seed of *Myristica argentea* Warb. deprived of its testa.

Pepper.

33. Black pepper is the dried immature berry of *Piper nigrum* L. and contains not less than six (6) per cent. of nonvolatile ether extract, not less than twenty-five (25) per cent. of starch, not more than seven (7) per cent. of total ash, not more than two (2) per cent. of ash insoluble in hydrochloric acid, and not more than fifteen (15) per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than three and one-quarter (3.25) parts of nitrogen. Ground black pepper is the product made by grinding the entire berry and contains the several parts of the berry in their normal proportions.

34. Long pepper is the dried fruit of *Piper longum* L.

35. White pepper is the dried mature berry of *Piper nigrum* L. from which the outer coating or the outer and inner coatings have been removed and contains not less than six (6) per cent. of nonvolatile ether extract, not less than fifty (50) per cent. of starch, not more than four (4) per cent. of total ash, not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than five (5) per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than four (4) parts of nitrogen.

36. Saffron is the dried stigma of *Crocus sativus* L.

37. Sage is the leaf of *Salvia officinalis* L.

38. Savory, summer savory, is the leaf, blossom and branch of *Satureja hortensis* L.

39. Thyme is the leaf and tip of

blooming branches of *Thymus vulgaris* L.

b. Flavoring Extracts.

1. A flavoring extract(8) is a solution in ethyl alcohol of proper strength of the sapid and odorous principles derived from an aromatic plant, or parts of the plant, with or without its coloring matter, and conforms in name to the plant used in its preparation.

2. Almond extract is the flavoring extract prepared from oil of bitter almonds, free from hydrocyanic acid, and contains not less than one (1) per cent. by volume of oil of bitter almonds.

2a. Oil of bitter almonds, commercial, is the volatile oil obtained from the seed of the bitter almond (*Amygdalus communis* L.), the apricot (*Prunus armeniaca* L.), or the peach (*Amygdalus persica* L.).

3. Anise extract is the flavoring extract prepared from oil of anise, and contains not less than three (3) per cent. by volume of oil of anise.

3a. Oil of anise is the volatile oil obtained from the anise seed.

4. Celery seed extract is the flavoring extract prepared from celery seed or the oil of celery seed, or both, and contains not less than three-tenths (0.3) per cent. by volume of oil of celery seed.

4a. Oil of celery seed is the volatile oil obtained from celery seed.

5. Cassia extract is the flavoring extract prepared from oil of cassia and contains not less than two (2) per cent. by volume of oil of cassia.

5a. Oil of cassia is the lead-free volatile oil obtained from the leaves or bark of *Cinnamomum cassia* Bl., and contains not less than seventy-five (75) per cent. by weight of cinnamic aldehyde.

6. Cinnamon extract is the flavoring extract prepared from oil of cinnamon, and contains not less than two (2) per cent. by volume of oil of cinnamon.

6a. Oil of cinnamon is the lead-free volatile oil obtained from the bark of the Ceylon cinnamon (*Cinnamomum zeylanicum* Breyne), and contains not less than sixty-five (65) per cent. by weight of cinnamic aldehyde and not more than ten (10) per cent. by weight of eugenol.

7. Clove extract is the flavoring extract prepared from oil of cloves, and contains not less than two (2) per cent. by volume of oil of cloves.

7a. Oil of cloves is the lead-free volatile oil obtained from cloves.

8. Ginger extract is the flavoring extract prepared from ginger and contains in each one hundred (100) cubic centimeters the alcohol-soluble matters from not less than twenty (20) grams of ginger.

9. Lemon extract is the flavoring extract prepared from oil of lemon, or from lemon peel, or both, and contains not less than five (5) per cent. by volume of oil of lemon.

9a. Oil of lemon is the volatile oil obtained by expression or alcoholic solution from the fresh peel of the lemon (*Citrus limonum* L.), has an optical rotation (25° C.) of not less than +60° in a 100-millimeter tube, and contains not less than four (4) per cent. by weight of citral.

10. Terpeneless extract of lemon is the flavoring extract prepared by shaking oil of lemon with dilute alcohol, or by dissolving terpeneless oil of lemon in dilute alcohol, and contains not less than two-tenths (0.2) per cent. by weight of citral derived from oil of lemon.

10a. Terpeneless oil of lemon is oil of lemon from which all or nearly all of the terpenes have been removed.

11. Nutmeg extract is the flavoring extract prepared from oil of nutmeg, and contains not less than two (2) per cent. by volume of oil of nutmeg.

11a. Oil of nutmeg is the volatile oil obtained from nutmegs.

12. Orange extract is the flavoring extract prepared from oil of orange, or from orange peel, or both, and contains not less than five (5) per cent. by volume of oil of orange.

12a. Oil of orange is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the orange (*Citrus aurantium* L.) and has an optical rotation (25° C.) of not less than +95° in a 100-millimeter tube.

13. Terpeneless extract of orange is the flavoring extract prepared by shaking oil of orange with dilute alcohol, or by dissolving terpeneless oil of orange in dilute alcohol, and corresponds in flavoring strength to orange extract.

13a. Terpeneless oil of orange is oil of orange from which all or nearly all of the terpenes have been removed.

14. Peppermint extract is the flavoring extract prepared from oil of peppermint, or from peppermint, or both, and contains not less than three (3) per cent. by volume of oil of peppermint.

14a. Peppermint is the leaves and flowering tops of *Mentha piperita* L.

14b. Oil of peppermint is the volatile oil obtained from peppermint and contains not less than fifty (50) per cent. by weight of menthol.

15. Rose extract is the flavoring extract prepared from otto of roses, with or without red rose petals, and contains not less than four-tenths (0.4) per cent. by volume of otto of roses.

15a. Otto of roses is the volatile oil obtained from the petals of *Rosa damascena* Mill., *R. centifolia* L., or *R. moschata* Herrm.

16. Savory extract is the flavoring extract prepared from oil of savory, or from savory, or both, and contains not less than thirty-five hundredths (0.35) per cent. by volume of oil of savory.

16a. Oil of savory is the volatile oil obtained from savory.

17. Spearmint extract is the flavoring extract prepared from oil of spearmint, or from spearmint, or both, and contains not less than three (3) per cent. by volume of oil of spearmint.

17a. Spearmint is the leaves and flowering tops of *Mentha spicata* L.

17b. Oil of spearmint is the volatile oil obtained from spearmint.

18. Star anise extract is the flavoring extract prepared from oil of star anise, and contains not less than three (3) per cent. by volume of oil of star anise.

18a. Oil of star anise is the volatile oil distilled from the fruit of the star anise (*Illicium verum* Hook).

19. Sweet basil extract is the flavoring extract prepared from oil of sweet basil, or from sweet basil, or both, and contains not less than one-tenth (0.1) per cent. by volume of oil of sweet basil.

19a. Sweet basil, basil, is the leaves and tops of *Ocimum basilicum* L.

19b. Oil of sweet basil is the volatile oil obtained from basil.

20. Sweet marjoram extract, marjoram extract, is the flavoring extract prepared from the oil of marjoram, or from marjoram, or both, and contains not less than one (1) per cent. by volume of oil of marjoram.

20a. Oil of marjoram is the volatile oil obtained from marjoram.

21. Thyme extract is the flavoring extract prepared from oil of thyme, or from thyme, or both, and contains not less than two-tenths (0.2) per cent. by volume of oil of thyme.

21a. Oil of thyme is the volatile oil obtained from thyme.

22. Tonka extract is the flavoring extract prepared from tonka bean, with or without sugar of glycerin, and contains not less than one-tenth (0.1) per cent. by weight of coumarin extracted from the tonka bean, together with a corresponding proportion of the other soluble matters thereof.

22a. Tonka bean is the seed *Coumarouna odorata* Aublet (*Dipteryx odorata* (Aubl.) Willd.).

23. Vanilla extract is the flavoring extract prepared from vanilla bean, with or without sugar or glycerin, and contains in one hundred (100) cubic centimeters the soluble matters from not less than ten (10) grams of the vanilla bean.

23a. Vanilla bean is the dried, cured fruit of *Vanilla planifolia* Andrews.

24. Wintergreen extract is the flavoring extract prepared from oil of wintergreen, and contains not less than three (3) per cent. by volume of oil of wintergreen.

24a. Oil of wintergreen is the volatile oil distilled from the leaves of the *Gaultheria procumbens* L.

c. Edible Vegetable Oils and Fats.

1. Olive oil is the oil obtained from the sound, mature fruit of the cultivated olive tree (*Olea europaea* L.) and subjected to the usual refining processes; is free from rancidity; has a refractive index (25° C.) not less than one and forty-six hundred and sixty ten-thousandths (1.4660) and not exceeding one and forty-six hundred and eighty ten-thousandths (1.4680); and an iodine number not less than seventy-nine (79) and not exceeding ninety (90).

2. Virgin olive oil is olive oil obtained from the first pressing of carefully selected, hand-picked olives.

3. Cotton-seed oil is the oil obtained from the seeds of cotton plants (*Gossypium hirsutum* L.; *G. barbadense* L., or *G. herbaceum* L.) and subjected to the usual refining processes; is free from rancidity; has a refractive index (25° C.) not less than one and forty-seven hundred ten-thousandths (1.4700) and not exceeding one and forty-seven hundred and twenty-five ten-thousandths (1.4725); and an iodine number not less than one hundred and four (104) and not exceeding one hundred and ten (110).

4. "Winter-yellow" cotton-seed oil is expressed cotton-seed oil from which a portion of the stearin has been separated by chilling and pressure, and has an iodine number not less than one hundred and ten (110) and not exceeding one hundred and sixteen (116).

5. Peanut oil, arachis oil, earthnut oil, is the oil obtained from the peanut (*Arachis hypogaea* L.) and subjected to the usual refining processes; is free from rancidity; has a refractive index (25° C.) not less than one and forty-six hundred and ninety ten-thousandths (1.4690) and not exceeding one and forty-seven hundred and seven ten-thousandths (1.4707); and an iodine number not less than eighty-seven (87) and not exceeding one hundred (100).

6. "Cold-drawn" peanut oil(9) is peanut oil obtained by pressure without heating.

7. Sesame oil, gingili oil, teel oil, is the oil obtained from the seeds of the sesame plants (*Sesamum orientale* L. and *S. radiatum* Schum. and Thonn.) and subjected to the usual refining processes; is free from rancidity; has a refractive index (25° C.) not less than one and forty-seven hundred and four ten-thousandths (1.4704) and not exceeding one and forty-seven hundred and seventeen ten-thousandths (1.4717); and an iodine number not less than one hundred and three (103) and not exceeding one hundred and twelve (112).

8. "Cold-drawn" sesame oil(9) is sesame oil obtained by pressure without heating.

9. Poppy seed oil(9) is the oil obtained from the seed of the poppy (*Papaver somniferum* L.) subjected to the usual refining processes and free from rancidity.

10. White poppy-seed oil, "cold-drawn" poppy-seed oil(9), is poppy-seed oil of the first pressing without heating.

11. Coconut oil(9) is the oil obtained from the kernels of the coconut (*Cocos nucifera* L.) and subjected to the usual refining processes and free from rancidity.

12. Cochin oil is coconut oil prepared in Cochin (Malabar).

13. Ceylon oil is coconut oil prepared in Ceylon.

14. Copra oil is coconut oil prepared from copra, the dried kernels of coconut.

15. Rape-seed oil, colza oil(9), is the oil obtained from the seeds of the rape plant (*Brassica napus* L.) and

subjected to the usual refining processes and free from rancidity.

16. "Cold-drawn" rape-seed oil(9) is rape-seed oil obtained by the first pressing without heating.

17. Sunflower oil(9) is the oil obtained from the seeds of the sunflower (*Helianthus annuus* L.) and subjected to the usual refining processes and free from rancidity.

18. "Cold-drawn" sunflower oil(9) is sunflower oil obtained by the first pressing without heating.

19. Maize oil, corn oil(9), is the oil obtained from the germ of the maize (*Zea mays* L.) and subjected to the usual refining processes and free from rancidity.

20. Cocoa butter, cacao butter, is the fat obtained from roasted, sound cocoa beans, and subjected to the usual refining processes; is free from rancidity; has a refractive index (40° C.) not less than one and forty-five hundred and sixty-six ten-thousandths (1.4566) and not exceeding one and forty-five hundred and ninety-eight ten-thousandths (1.4598), an iodine number not less than thirty-three (33) and not exceeding thirty-eight (38); and a melting point lower than 30° C. nor higher than 35° C.

E. TEA, COFFEE AND COCOA PRODUCTS.

a. Tea.

1. Tea is the leaves and leaf buds of different species of *Thea*, prepared by the usual trade processes of fermenting, drying and firing; meets the provisions of the act of Congress approved March 2, 1897, and the regulations made in conformity therewith (Treasury Department Circular 16, February 6, 1905); conforms in variety and place of production to the name it bears; and contains not less than four (4) nor more than seven (7) per cent. of ash.

b. Coffee.

1. Coffee is the seed of *Coffea arabica* L. or *Coffea liberica* Bull., freed from all but a small portion of its spermoderm, and conforms in variety and place of production to the name it bears.

2. Roasted coffee is coffee which by the action of heat has become brown and developed its characteristic aroma, and contains not less than ten (10) per cent. of fat and not less than three (3) per cent. of ash.

c. Cocoa and Cocoa Products.

1. Cocoa beans are the seeds of the cacao tree, *Theobroma cacao* L.

2. Cocoa nibs, cracked cocoa, is the roasted, broken cocoa bean freed from its shell or husk.

3. Chocolate, plain chocolate, bitter chocolate, chocolate liquor, bitter chocolate coatings, is the solid or plastic mass obtained by grinding cocoa nibs without the removal of fat or other constituents except the germ, and contains not more than three (3) per cent. of ash insoluble in water, three and fifty hundredths (3.50) per cent. of crude fiber, and nine (9) per cent. of starch, and not less than forty-five (45) per cent. of cocoa fat.

4. Sweet chocolate, sweet chocolate coatings, is chocolate mixed with sugar (sucrose), with or without the addition of cocoa butter, spices or other flavoring materials, and contains in the sugar and fat-free residue no higher percentage of either ash, fiber or starch than is found in the sugar and fat-free residue of chocolate.

5. Cocoa, powdered cocoa, is cocoa mixed with sugar (sucrose), and contains not more than sixty (60) per cent. of sugar (sucrose), and in the sugar and fat-free residue no higher percentage of either ash, crude fiber or starch than is found in the sugar and fat-free residue of chocolate.

F. BEVERAGES.

a. Fruit Juices—Fresh, Sweet and Fermented.

1. Fresh and 2. Sweet.

(Schedules in preparation.)

3. Fermented Fruit Juices.

1. Wine is the product made by the normal alcoholic fermentation of the juice of sound, ripe grapes and the usual cellar treatment(10), and contains not less than seven (7) nor more

than sixteen (16) per cent. of alcohol, by volume, and, in one hundred (100) cubic centimeters (20° C.), not more than one-tenth (0.1) gram of sodium chlorid nor more than two-tenths (0.2) gram of potassium sulphate; and for red wine not more than fourteen hundredths (0.14) gram, and for white wine not more than twelve hundredths (0.12) gram of volatile acids produced by fermentation and calculated as acetic acid. Red wine is wine containing the red coloring matter of the skins of grapes. White wine is wine made from white grapes or the expressed fresh juice of other grapes.

2. Dry wine is wine in which the fermentation of the sugars is practically complete, and which contains, in one hundred (100) cubic centimeters (20° C.), less than one (1) gram of sugars and for dry red wine not less than sixteen hundredths (0.16) gram of grape ash and not less than one and six-tenths (1.6) grams of sugar-free grape solids, and for dry white wine not less than thirteen hundredths (0.13) gram of grape ash and not less than one and four-tenths (1.4) grams of sugar-free grape solids.

3. Fortified dry wine is dry wine to which brandy has been added but which conforms in all other particulars to the standard of dry wine.

4. Sweet wine is wine in which the alcoholic fermentation has been arrested, and which contains in one hundred (100) cubic centimeters (20° C.), not less than one (1) gram of sugars, and for sweet red wine not less than sixteen hundredths (0.16) gram of grape ash, and for sweet white wine not less than thirteen hundredths (0.13) gram of grape ash.

5. Fortified sweet wine is sweet wine to which wine spirits have been added. By act of Congress "sweet wine" used for making fortified sweet wine and "wine spirits" used for such fortification are defined as follows (sec. 43, Act of October 1, 1890, 26 Stat., 567, as amended by section 68, Act of August 27, 1894, 28 Stat., 509, and further amended by Act of Congress approved June 7, 1906): "That the wine spirits mentioned in section 42 of this act is the product resulting from the distillation of fermented grape juice to which water may have been added prior to, during, or after fermentation, for the sole purpose of facilitating the fermentation and economical distillation thereof, and shall be held to include the products from grapes or their residues, commonly known as grape brandy; and the pure sweet wine, which may be fortified free of tax, as provided in said section, is fermented grape juice only, and shall contain no other substance whatever introduced before, at the time of, or after fermentation, except as herein expressly provided; and such sweet wine shall contain not less than four (4) per centum of saccharine matter, which saccharine strength may be determined by testing with Balling's saccharometer or must scale such sweet wine after the evaporation of the spirits contained therein, and restoring the sample tested to original volume by addition of water: Provided, That the addition of pure boiled or condensed grape must or pure crystallized cane or beet sugar or pure anhydrous sugar to the pure grape juice aforesaid, or the fermented product of such grape juice prior to the fermentation provided by this Act for the sole purpose of perfecting sweet wine according to commercial standard, or the addition of water in such quantities only as may be necessary in the mechanical operation of grape conveyers, crushers and the pipes leading to the fermenting tanks shall not be excluded by the definition of pure sweet wine aforesaid: Provided, however, That the cane or beet sugar, or pure anhydrous sugar, or water, so used shall not in either case be in excess of ten (10) per centum of the weight of the wine to be fortified under this Act: And provided further, That the addition of water herein authorized shall

be under such regulations and limitations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may from time to time prescribe; but in no case shall such wines to which water has been added be eligible for fortification under the provisions of this Act where the same, after fermentation and before fortification, have an alcoholic strength of less than five (5) per centum of their volume."

6. Sparkling wine is wine in which the after part of the fermentation is completed in the bottle, the sediment being disgorged and its place supplied by wine or sugar liquor, and which contains in one hundred (100) cubic centimeters (20° C.) not less than twelve-hundredths (0.12) gram of grape ash.

7. Modified wine, ameliorated wine, corrected wine, is the product made by the alcoholic fermentation, with the usual cellar treatment, of a mixture of the juice of sound, ripe grapes with sugar (sucrose), or a syrup containing not less than sixty-five (65) per cent. of sugar (sucrose), and in quantity not more than enough to raise the alcoholic strength after fermentation to eleven (11) per cent. by volume.

b. Mead, Root Beer, Etc.

(Schedule in preparation.)

c. Malt Liquors.

(Schedule in preparation.)

d. Spirituous Liquors.

(Schedule in preparation.)

e. Carbonated Waters, Etc.

(Schedule in preparation.)

G. VINEGAR.

1. Vinegar, cider vinegar, apple vinegar is the product made by the alcoholic and subsequent acetous fermentations of the juice of apples, is laevo-rotatory, and contains not less than four (4) grams of acetic acid, not less than one and six-tenths (1.6) grams of apple solids, of which not more than fifty (50) per cent. are reducing sugars, and not less than twenty-five hundredths (0.25) gram of apple ash in one hundred (100) cubic centimeters (20° C.); and the water-soluble ash from one hundred (100) cubic centimeters (20° C.) of the vinegar contains not less than ten (10) milligrams of phosphoric acid (P(2) O(5)), and requires not less than thirty (30) cubic centimeters of decinormal acid to neutralize its alkalinity.

2. Wine vinegar, grape vinegar, is the product made by the alcoholic and subsequent acetous fermentations of the juice of grapes and contains, in one hundred (100) cubic centimeters (20° C.), not less than four (4) grams of acetic acid, not less than one (1) gram of grape solids, and not less

than thirteen hundredths (0.13) gram of grape ash.

3. Malt vinegar is the product made by the alcoholic and subsequent acetous fermentations, without distillation of an infusion of barley malt or cereals whose starch has been converted by malt, is dextro-rotatory, and contains, in one hundred (100) cubic centimeters (20° C.), not less than four (4) grams of acetic acid, not less than two (2) grams of solids, and not less than two-tenths (0.2) gram of ash; and the water-soluble ash from one hundred (100) cubic centimeters acid (P(2) O(5)), and requires not less than four (4) cubic centimeters of decinormal acid to neutralize its alkalinity.

4. Sugar vinegar is the product made by the alcoholic and subsequent acetous fermentations of solutions of sugar, syrup, molasses, or refiners' syrup, and contains in one hundred (100) cubic centimeters (20° C.), not less than four (4) grams of acetic acid.

5. Spirit vinegar, distilled vinegar, grain vinegar, is the product made by the acetous fermentation of dilute distilled alcohol, and contains, in one hundred (100) cubic centimeters (20° C.), not less than four (4) grams of acetic acid.

III. SALT.

1. Table salt, dairy salt, is fine-grained crystalline salt containing on a water-free basis not more than one and four-tenths (1.4) per cent. of calcium sulphate (CaSo(4)), nor more than five-tenths (0.5) per cent. of calcium and magnesium chlorids (Ca Cl(2) and (MgCl(2)), not more than

A Mine of Wealth

A well-equipped creamery is the best possession any neighborhood in a dairy section can possibly have, for the following reasons:

1. It furnishes the farmer a constant and profitable market for his milk or cream.

2. It relieves the merchant from the annoyance and loss incident to the purchase and sale of dairy butter.

3. It is a profitable investment for the stockholders.

We erect and equip creameries complete and shall be pleased to furnish, on application, estimates for new plants or for refitting old plants which have not been kept up. We constantly employ engineers, architects and superintendents, who are at the command of our customers. Correspondence solicited.

Hastings Industrial Co.
Chicago, Ill.

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Don't knuckle to the devil,

He'll do you in the end.

Eat "AS YOU LIKE IT" horse radish,

Upon it you can depend.

Judson Grocer Co.

Grand Rapids, Mich.

acts as distributing agent for our well-known and well-worthy

WHITE HOUSE COFFEE

which is a product of our house we are mighty proud of. It

will pay you well to handle it—not only in "skekels" but in

satisfaction in KNOWING that in QUALITY you have the

"cream right off the top of the can." * * * * *

Boston — DWINELL-WRIGHT CO. — Chicago

one-tenth (0.1) per cent. of matters insoluble in water.

(1) The establishment of proper periods of time for cold storage is reserved for future consideration when the investigations on this subject, authorized by Congress, are completed.

(2) Suitable containers for keeping moist food products such as syrups, honey, condensed milk, soups, meat extracts, meats, manufactured meats and undried fruits and vegetables and wrappers in contact with food products contain on their surfaces, in contact with the food product, no lead, antimony, arsenic, zinc or copper or any compounds thereof or any other poisonous or injurious substance. If the containers are made of tin plate they are outside-soldered and the plate in one place contains less than one hundred and thirteen (113) milligrams of tin on a piece five (5) centimeters square or one and eight-tenths (1.8) grains on a piece two (2) inches square.

The inner coating of the containers is free from pin holes, blisters and cracks.

If the tin plate is lacquered the lacquer completely covers the tinned surface within the container and yields to the contents of the container no lead, antimony, arsenic, zinc or copper or any compounds thereof, or any other poisonous or injurious substance.

(3) The subject of sulphurous acid in dried fruits is reserved for consideration in connection with the schedule, "Preservatives and Coloring Matters."

(4) Products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration.

(5) Products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration.

(6) Calculated from the total oxygen absorbed by the aqueous extract.

(7) Calculated from the total oxygen absorbed by the aqueous extract.

(8) The flavoring extracts herein described are intended solely for food purposes and are not to be confounded with similar preparations described in the Pharmacopoeia for medical purposes.

(9) The fixing of limits for chemical and physical properties is reserved for future consideration.

(10) The subject of sulphurous acid in wine is reserved for consideration in connection with the schedule, "Preservatives and Coloring Matters."

Preventing Gelatinization of Collodion Corn Paint.

This is due in many cases to the use of an impure salicylic acid containing traces of a carbolate.

Then again collodion, like some other things, improves with age. Many druggists report that they have great difficulty in dissolving salicylic acid in freshly made collodion, but that if the collodion is put away for a few weeks before adding the acid, they then have no further difficulty. Of course, it is understood that the collodion must be tightly corked and kept in a cool place to prevent its thickening, by evaporation of the solvent.

A very satisfactory collodion for corn paint may be made by reducing the quantity of pyroxylin in the new U. S. Pharmacopoeia from 40 grammes to 30 grammes, and replacing the ether with purified acetone.

Gun cotton is explosive under certain conditions, such as compression, etc., and care should be observed in handling it. J. Morley.

Laziness is one of the most satisfactory things on earth.

The Price of Good Will.

We get, in a measure, as we give, although the giving must be in advance. The clerk must earn more than \$10 before he can expect to be advanced to \$12. So his employer must win the good will of the town by long, hard effort, before it is bestowed, and good will is too valuable an asset to be earned cheaply.

Many a man has felt that his loyalty to his town has hardly been appreciated just because he had to earn appreciation in advance of its being given to him. He has subscribed to the new industry only to see the benefits of its output go to some successful rival. He has made liberal church donations and seen the leaders of the churches trade with his more aristocratic neighbor. He has championed reforms that have been turned against his own interests. Has voted for improvements that were not in his line and only added to his taxes. Has encouraged local industries with his patronage only to be underbid by some out-of-town contractor for the next bit of public work. He has advertised in the struggling local paper just to help it along and hardly gotten a "thank you" for his pains. He has tried to speak with due enthusiasm on the attractions of the place when those that are the freshest in his mind are his receipts for rent and taxes. But some day, when his fire won't burn and the apples are sour, let him think it over carefully: how much, after all, he has received for what he has given.

The new industry has added much to the purchasing power of the town and of his customers. No one can doubt that the church influence has diverted more of the town's wealth into legitimate trade circles, into houses and homes, than would otherwise have gone there. Perhaps the advertising may seem meager in direct results; is it not something to arouse by means of the paper more of a local interest in the place; a local feeling, local ideas, local discussions, local trade announcements for the perusal of the local public? Even the unsuccessful bid may bring his existence to the attention of possible customers of whom he never heard.

A great deal of this good will acquisition must ever be of the vapory, uncertain value that can not be measured in pounds and ounces or paid for by the yard. Part of its returns consists in the pleasure of the giving; yet withal, it is a good investment from the business standpoint; one that can not be won by gifts of dollars and cents alone but requires hard, patient effort. A good deal of the gaudy appreciation that seems so glittering in the distance is only a tinsel imitation that is purchasable and is very different from the solid article that only comes through the universal confidence and respect won by honest effort, kindly attention and unflinching loyalty.

The full measure of the importance of associations in the industrial world will probably not be realized until some time in the future, but the importance is there, just the same.

The Latest The Best

The Greatest Family Package Ever Offered
A Big Advertising Campaign and the Sale of
Your First Order Guaranteed

This is What We Offer You in the
New FAMILY-SIZE PACKAGE of

Quaker Oats

Read this Proposition Carefully

Then Act Promptly

Quaker Oats is now put up in large size, family packages.

Every Package contains a piece of high grade, semi-porcelain china, beautifully decorated with gold and wild roses. This china is as far superior to ordinary china as Quaker Oats is to ordinary Rolled Oats.

Our great National advertising campaign on Quaker Oats, which is now running in all the standard magazines and street cars, is the most extensive ever put behind a cereal product. It is sufficient to put Quaker Oats into every home and the beautiful china in every package will make our advertising doubly effective.

For a short time we will accept, for drop shipment, orders for two cases or more, although our usual requirements are for 5 cases as a minimum drop shipment order. This makes it easy for every dealer to get in at the start.

This proposition is so unusual and so much better than any other ever offered in the cereal line that we are willing to guarantee the sale of this package on your first order. The only conditions of this guarantee are, that your order must be placed for shipment before January 1st, 1907, and the goods must be prominently displayed in your store.

Quaker Oats is the best known cereal in the world and this is the only family package advertised. The price is no more than for the ordinary family package of rolled oats.

This will be the fastest selling family package ever known.

Send in your order to-day.

The Quaker Oats Company

Successor to

The American Cereal Co.

Address--Chicago, U. S. A.

The Old National Bank

Offers depositors great experience,
convenience and safety, and solicits

Your Patronage

Your Savings Deposits

Your Commercial Deposits

Capital, \$800,000
Deposits, \$5,000,000

Surplus, - \$400,000
Undivided Profits, \$150,000

50 Years at No. 1 Canal St.

DRY GOODS

Weekly Market Review of the Principal Staples.

Cottons—A temporary lull has come over the cotton goods market, which will, no doubt, be beneficial in at least one way—it will give the trade a breathing spell, if nothing more. In view of the enormous consumption of goods that has been going on recently, it was only to be expected that there would be a reaction sooner or later, if only for a short time. Buying at that rate can not go on forever, nor is it desirable that it should. A period of quiet is necessary to give a balance to things, and to allow sellers to find out where they are. While it is comparatively quiet, it is by no means dull. It is merely a question of the passing of the hysteria that existed for the time being. Buyers had become thoroughly frightened, and manifested a disposition to buy almost anything, at almost any price. Should a reaction set in, much of the stuff would undoubtedly be thrown on the market to take the first loss, such seeming to be the character of the movement. However, of the latter possibility there is little cause for fear. The condition is a real one, and prices are where they are for that reason, and buyers stand a pretty good chance of finding prices where they are when they come back. The scarcity of the goods and the enormous demand are responsible for the present condition of things, and the future, for a long time, offers little prospect of relief. The possibility of some relief for gray goods is offered in the knowledge that several hundred additional families have been brought in for the purpose of starting some of the idle machinery.

Heavy Goods—Even the heavy cottons, about which so many fears were entertained because of the dulness of the export trade, are selling freely, and it looks as if the home consumption would cause them to give a good account of themselves, if they are to keep pace with the demand. One thing which would seem to be a direct contradiction to the statement regarding dulness in any line this week is the fact that prints have done some of their best business within a few days. The demand for some other lines continues good, but, on the whole, it is not so insistent as heretofore.

Gray Goods—Are exceedingly hard to get. Anxiety is expressed about the future in some respects. The demand has been so enormous and seems to be so unlimited that no satisfactory results can be reached in the attempt to gauge it. The tendency of the purchaser of finished goods seems to be, in all branches of wearables, toward as sheer fabrics as can possibly be secured, hence the demand for fine count goods in cottons. While this will not make any difference in yardage, it is bound to make a difference in weight, so far as raw cotton is concerned, unless per-

haps it should be offset by the fact that the increased demand is manifested in all branches of the trade.

Ginghams—Are in a position where it is absolutely impossible to meet the demand. It is well for such fabrics as these that there is a temporary lull, as it will give operators a chance to catch up with their business.

Dress Goods—The dress goods market is hardly as active this week as formerly. The demand for fine woolens has been a little better in some respects, so far as duplicates are concerned. But the time is now coming when they will have to give way to the spring season altogether. Some houses with foreign accounts report a very large business this year. One in particular is closed out on its fancies and fine woolens. No more orders will be received by the mills for fancy voiles, they having cabled to that effect. Their belief is that stripes will be the feature. Broadcloths in wines, greens and browns have sold particularly well.

Broadcloths—Have been the reigning favorite in the buying all along. There has, however, been a noticeable lessening of the demand during the past two weeks. This may be but the natural result of the extra large business that has been done for the heavyweight season, or it may be otherwise. On the whole, they occupy a very favorable position, and have been the mainstay of the fall season.

Leading Fabrics—Chiffon panamas are also treated with great favor, as were the heavier grades in the present season. Panamas are general favorites with womankind for much the same reason that voiles claim attention. Their serviceability is frequently remarked by the wearers of these fabrics, as is also that of the batiste and voile. Voiles are also calling for a large amount of attention, as they have in the past. The latter three fabrics seem to be more and more taking the form of staples, and are fast coming to the point where they can be relied upon for a certain amount of business at all times. Browns seem to have received the most favor in the higher class goods, some shades in broadcloth having taken remarkably well. As to price popularity, the medium priced goods have been in most favor, but the tendency now seems to be for goods a trifle above medium. As to the fabrics themselves, the sheerer they are the more they receive the favor of the purchaser. My lady herself can not find a weave too fine to suit her fastidious taste, no matter what wearables she may select. Lightweight broadcloths will also figure in the spring costuming.

Hosiery—So far as the primary market is concerned it is positively quiet. One very excellent reason for this being so is the fact that the trade have nothing to sell. All of the best makes have now been sold so tightly that further business can not be considered for some time. The jobbers are still enjoying a large business for spring, as the retailers are operating extensively just at this time. It would, however, be well for



Suspenders

At All Prices

We call your special attention to our line of suspenders packed in one pair boxes for the holiday trade. This always proves to be a ready seller and profitable article to handle. Following are the prices we carry:

President 1-12 doz boxes	\$4.25
Regular style fancy 1-12 doz. boxes	4.50
Regular style fancy 1-12 doz. boxes	2.25
Regular style fancy dozen boxes at per dozen	\$1.25 and 2.00
Extra heavy farmers' and workmen's brace at	\$2.25 and 4.50
Extra heavy police and firemen's brace at	\$2.25 and 4.25
Also boys' goods at 45c, 75c, 90c,	\$1.15 and \$1.25 per dozen.

Look us over.

GRAND RAPIDS DRY GOODS CO.
Exclusively Wholesale Grand Rapids, Mich.

Mackinaws
Mackinaw Pants
Mackinaw Shirts
Duck Coats
Corduroy Coats
Covert Coats
Reversible
Corduroy and
Leather Coats
Sheepskin Vests
Sheepskin Lined
Duck Coats

We want your orders for these warm durable, garments for teamsters and others who work outside in cold weather.

Our assortment of them is full and complete. We make a specialty of these Heavy Garments and distribute them in large quantities throughout Central and Northern Michigan. We own them at the right price and are therefore in a position to give you better values than you can find elsewhere.

A Special Leader is a
Corduroy Coat, double breasted, heavily lined, with wide storm collar and pockets bound with leather. All sizes from 36 to 44. Extra value at \$24.00 per dozen.

Note—These coats are well worth \$30.00.

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

them to restrict themselves in the matter of sales, for they will find it impossible to secure further supplies from the mills. As to the fall openings for the coming year, not all are yet ready, while on the other hand some have been on the road for quite a time. Western men in some instances started out the early part of this week, which is by all odds much earlier than they ever started out before. They have usually waited until after election, but this year they will have been out a week by that time. In the matter of prices it is generally expected that about a 5 per cent. advance will be asked at the outset. Buyers have been asking for some time now to see the new lines, and it is perhaps in response to this urging that these sellers are breaking their rule and getting out earlier. In other instances sellers complain at being importuned to show their new lines before they are satisfactorily placed regarding the deliveries of the past season.

Underwear—So far as selling agents are concerned, goods for immediate shipment are absolutely out of the question, as in most instances they are withdrawn from sale. Any further orders will in all probability never be delivered, for the reason that more goods have now been sold than can be delivered. The mills are taxed to the fullest capacity, and being, to such a great degree, short-handed, there is very little chance of all of the stuff that has been ordered being made. In most instances the mills turn off from these goods to the spring goods in a short time now, and as a matter of course the time to make the balance of the goods is very brief. The fact that deliveries on this season's goods are still lagging makes the situation for the seller not a little trying, in view of the fact that at the same time he must be preparing himself for the opening of the next season's heavyweights.

Sweaters—The outlook for the sweater business is somewhat more satisfactory this season than was looked forward to by some dealers. There is every reason to believe that makes of a standard nature will find as ready a market as at any time in the past, and perhaps more so. Last season much was heard about sweaters having received a "black eye," but a close inspection of the situation discloses the fact that it is rather the cheap makes than otherwise that have not had the patronage. The best makes have sold satisfactorily, and will sell satisfactorily. This season many goods were offered at lower prices, and the consequence was that poor deliveries were made, and in some cases were so bad that not more than 50 per cent. of an order was received. Those houses that fell to the lure of the lower prices were left without goods, and this year have signified their intention to return to their former grades, even if they have to pay an advanced price. Of this latter there is very little doubt whatever. The experience acquired by these houses this year is valuable to the man who makes good goods, and he will reap the benefit of it this coming season. The new lines are not ready

to be shown as yet, but the prospects are that they will be in two or three weeks at the most. A canvass of their trade has revealed a very pleasant outlook, and from the road it would seem as though sweaters were not altogether passe, by any means.

Dead On To Them.

A statesman, in an argument, had turned the tables rather neatly on his opponent. Senator Dolliver, in congratulation, said:

"You remind me of a Fort Dodge doctor, Dr. X—. This gentleman once had a grave dug for a patient, supposed to be dying, who afterwards recovered, and over this error of judgment the doctor was joked for many years.

"Once he attended, in consultation with three confreres, another patient. This patient really died. After death, as the physicians discussed the case together, one of them said:

"Since quick burial is necessary, we might inter the body temporarily. I understand our brother here has a vacant grave on hand."

"Dr. X— smiled.

"Yes," he said, "I believe I am the only physician present whose graves are not all filled."

CHILD, HULSWIT & CO. BANKERS GAS SECURITIES DEALERS IN THE BONDS AND STOCKS OF

Mattoon Gas Light Co.

Laporte Gas Light Co.

Cadillac Gas Light Co.

Cheboygan Gas Light Co.

Fort Dodge Light Co.

Information and Prices on
Application.

CITIZENS, 1999. BELL, 424.
MICHIGAN TRUST BLDG.

Heald-Stevens Company

HENRY T. HEALD, President
FORRIS D. STEVENS, Sec'y and Treasurer

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FORRIS D. STEVENS DUDLEY E. WATERS
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WILLIAM CALLAN E. J. PALMER

United States Bonds
and other
Investment Securities

201-205 Board of Trade Bldg.
GRAND RAPIDS, MICHIGAN

Streaks and Flaws

show more in white goods than in any other line of dress materials. The drop thread or a knot will often spoil the sale after you have the goods all measured off, ready to cut.

Dependon Dotted Swiss and India Linon

are free from imperfections so far as human intelligence and mechanical precision can make them.

The yarns from which these lines are woven are selected with special care—the bleaching process through which the woven fabrics go brings out the beauty of the designs in pure whiteness. Without injuring the wearing qualities, the strength of each individual fiber is not impaired in any way during the various steps of manufacture.

That is why DEPENDON Dotted Swiss and DEPENDON India Linon neither stretch nor shrink nor curl up when washed.

That is why you can recommend DEPENDON Dotted Swiss and DEPENDON India Linon to your customers as being the best for the price you ask, and when you see our samples for spring, 1907, which are now being shown, you will agree that we have not overdrawn the picture.

The DEPENDON Book contains selling plans, special advertising matter, photographs and descriptions of effective window displays—will be off the press in about two weeks.

Free for the asking.

JOHN V. FARWELL COMPANY CHICAGO

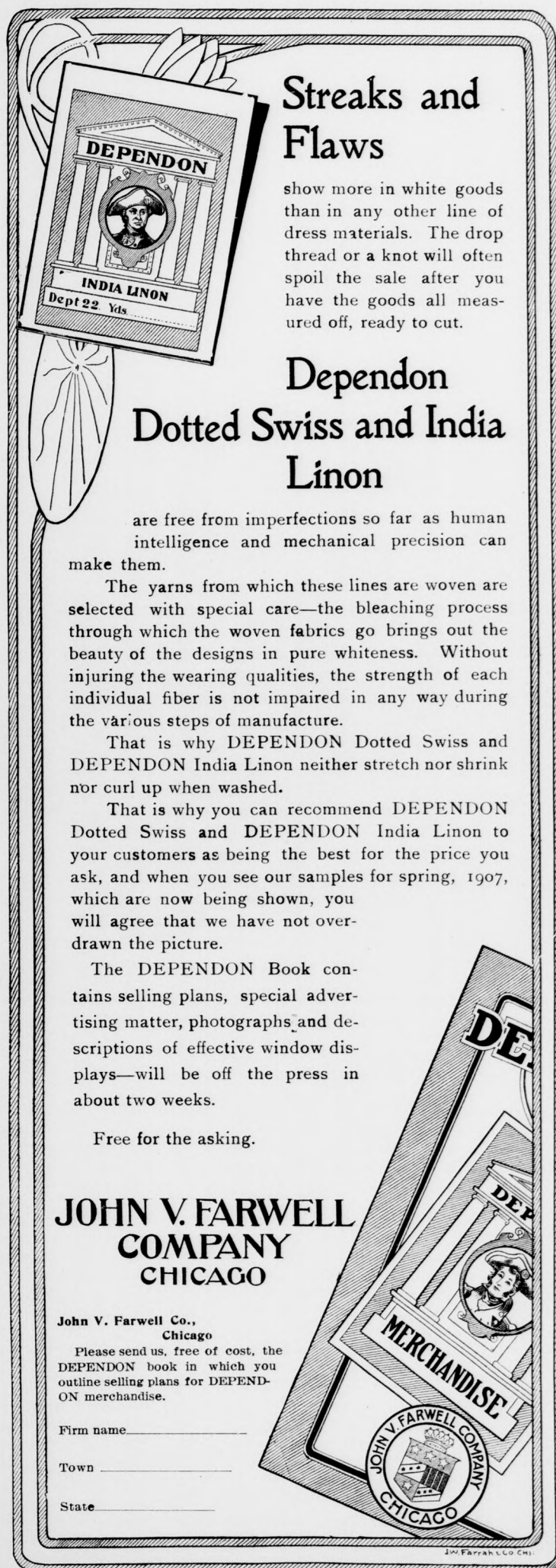
John V. Farwell Co.,
Chicago

Please send us, free of cost, the DEPENDON book in which you outline selling plans for DEPENDON merchandise.

Firm name _____

Town _____

State _____



Fighting for Freedom from the Organized System of Blackmail



The warfare being waged against the tip will eventually bring about the modification, if not the total eradication of the tipping evil.

It is well known that the tribute rendered to those who serve us indifferently or well is not paid to employees but to employers. The wage scales of employes in hotels, restaurants, Pullman cars and other semi-public places have not kept pace with our growing prosperity. The increase of wages of these employes is nil when compared with the enormous increase of business brought to this class of employers by the public.

It is also asserted that in many first-class hotels and cafes waiters are willing to pay the management a commission for the privilege of working, also that one of the principal railroad systems entering New York pays no salary to its train porters, but compels those employes to pay for the privilege of working. Thus it will be readily seen that the public is practically assuming responsibility for the pay rolls in public houses and cars.

The tipping evil has become an unbearable nuisance against which every individual is protesting, but without avail. The man who refuses to tip quickly suffers the consequences. The very atmosphere of the dining room is charged with hostility and he sits alone neglected and forgotten, and this with the full knowledge and consent of the grasping hotelkeeper to whom he is paying a rate which includes reasonable service and courteous treatment. The remedy lies in concerted action.

Another Universal Language.

As if there were not languages enough already to confuse and confound the traveler, a California professor has invented a new language, chiefly of English and Greek, which he now is ready to submit to the world and with the alleged favorable qualification that it has no swear words with import more grievous than is conveyed by "Dear me!" In this new tongue a man may converse with extreme grace and fluency and in good temper, but if he wishes to express himself with unparliamentary force he must resort to the older and less polished languages.

A German philosopher characterized his own language as important for vigorous and forcible speech, the French as an elegant language for la-

dies, and English as an excellent tongue for swearing purposes. Hence it may be inferred that the professor in his new language has softened his selections from the English by blending them with the Greek in such a way as to obviate the difficulty. Indeed, it is not impossible that he has preserved the word "parallelopipeidon," which so confused the fishwife and which may be hurled at an opponent in argument with the traditional success. Surely no better or more purposeful blending of Greek and English is possible.

As for "Dear me," the expression, while somewhat egotistical and self-vaunting, may be used without reproach in the most refined circles of society. For a time it was claimed that the words were a corruption of

the Italian Dio mio, but etymologists now agree that such construction is absurd and that no such profane interpretation is possible except through the wildest stretch of the liveliest imagination. So if the professor has chosen to permit the equivalent of this mild explosion in his new language it will not excite alarm and consternation even in countries where the inhabitants are not hardened by the appalling eruptions of Nature.

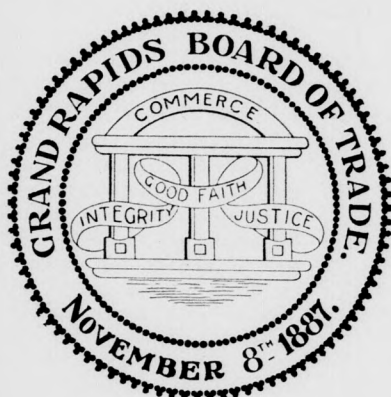
Further comment on the new California speech must be deferred until later and more conclusive information is supplied by the founder. A language is not necessarily the crying need of the hour because it is impossible to swear therein. Keen and searching eyes may discover 300 or more words that must be reconstruct-

ed orthographically lest the language be suffered to impede and distress children. The world is much more critical in the beginning of the twentieth century than when the little misunderstanding developed at Babel.

Girdles Still Here.

After all that has been said and done against them, girdles are still with us, appearing to-day in a dozen new forms (most of us thought the whole gamut had been run), from the high, swathed effect that takes a wonderfully willowy figure to wear, to the one which is eloquent of Japanese influence.

When the average man makes a mistake he tries to justify himself by referring to his good intentions.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the Grand Rapids Board of Trade, have established permanent **Every Day Trade Excursions** to Grand Rapids and will reimburse **Merchants** visiting this city and making purchases aggregating the amount hereinafter stated **one-half** the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the **Secretary of the Grand Rapids Board of Trade, Board of Trade Building, 97-99 Pearl St.,** will pay back in cash to such person one-half actual railroad fare.

Amount of Purchases Required

If living within 50 miles	purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50,	purchases made from any of the following firms aggregate	150 00
If living within 100 miles and over 75,	purchases made from any of the following firms aggregate	200 00
If living within 125 miles and over 100,	purchases made from any of the following firms aggregate	250 00
If living within 150 miles and over 125,	purchases made from any of the following firms aggregate	300 00
If living within 175 miles and over 150,	purchases made from any of the following firms aggregate	350 00
If living within 200 miles and over 175,	purchases made from any of the following firms aggregate	400 00
If living within 225 miles and over 200,	purchases made from any of the following firms aggregate	450 00
If living within 250 miles and over 225,	purchases made from any of the following firms aggregate	500 00

Read Carefully the Names as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

ACCOUNTING
A. H. Morrill & Co.—Kirkwood Short Credit System.

ART GLASS
Doring Art Glass Studio.

BAKERS
Hill Bakery
National Biscuit Co.

BELTING AND MILL SUPPLIES
Studley & Barclay

BICYCLES AND SPORTING GOODS
W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES
Brunswick-Balke-Collander Co.

BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS
Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
Mills Paper Co.

BREWERS
Grand Rapids Brewing Co.

CARPET SWEEPERS
Bissell Carpet Sweeper Co.

CARRIAGES
Brown & Sehler Co.
Sherwood Hall Co. Ltd.

CARRIAGE AND WAGON HARDWARE
Sherwood Hall Co. Ltd.

CONFECTIONERS
A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co.

CLOTHING AND KNIT GOODS
Clapp Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.
C. D. Crittenden
E. E. Hewitt
Yuille-Zemurray Co.

CEMENT, LIME AND COAL
A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.

CIGAR MANUFACTURERS
G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.

CROCKERY, HOUSE FURNISHINGS
Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES
Hazeltime & Perkins Drug Co.

DRY GOODS
Grand Rapids Dry Goods Co.
P. Steketee & Sons

ELECTRIC SUPPLIES
M. B. Wheeler Co.

FLAVORING EXTRACTS AND PERFUMES
Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED
Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.

GROCERS
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.
The Dettenthaler Market.

HARDWARE
Foster, Stevens & Co.
Clark-Rutka-Weaver Co.

HARNESS AND COLLARS
Brown & Sehler Co.
Sherwood Hall Co. Ltd.

HOT WATER—STEAM AND BATH HEATERS.
Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.
The Dettenthaler Market.

MATTRESSES AND SPRINGS
H. B. Feather Co.

MEATS AND PROVISIONS.
The Dettenthaler Market.

MUSIC AND MUSICAL INSTRUMENTS
Julius A. J. Friedrich

OILS
Standard Oil Co.

PAINTS, OILS AND GLASS
Goble Bros.
V. C. Glass & Paint Co.
Walter French Glass Co.
Heystek & Canfield Co.
Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES
Grand Rapids Supply Co.

SADDLERY HARDWARE
Brown & Sehler Co.
Sherwood Hall Co., Ltd.

PLUMBING AND HEATING SUPPLIES
Ferguson Supply Co. Ltd.

READY ROOFING AND ROOFING MATERIAL
H. M. Reynolds Roofing Co.

SAFES
Tradesman Company

SEEDS AND POULTRY SUPPLIES
A. J. Brown Seed Co.

SHOES, RUBBERS AND FINDINGS
Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalmbach, Logie & Co. Ltd.

SHOW CASES AND STORE FIXTURES
Grand Rapids Fixture Co.

STOVES AND RANGES
Wormnest Stove & Range Co.

TINNERS' AND ROOFERS' SUPPLIES
Wm. Brummeler & Sons
W. C. Hopson & Co.

WHOLESALE TOBACCO AND CIGARS
The Woodhouse Co.

UNDERTAKERS' SUPPLIES
Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

WAGON MAKERS
Harrison Wagon Co.

WALL FINISH
Alabastine Co.
Anti-Kalsomine Co.

WALL PAPER
Heystek & Canfield Co.

WHOLESALE FRUITS
Vinkemulder & Company

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.

FOOL INTERROGATORS.

Idle Questions Challenge the Time and Temper.

Strip the world of all its idle, irritating frictions and a day might become as a thousand years in achievement.

Volumes would not begin to catalogue all the possibilities of this endless procession of handicapping influences. But if within the limitations of this article a few of the every-day shortcomings of men in this respect may be pointed out or suggested, something will have been accomplished.

The idle questioner or the question that is idly vain is in unchallenged lead of all its kindred ills, especially in the busy life of the great cities. Just to that degree that the questioner or the question is idle its pernicious consequences pile up, and hamper and disturb until the results pass computation.

In salaried time questioner and question in idleness cost Chicago \$1,000,000 a day in the business world. They are the great agencies which are setting man against contact with his fellow man in life's crowded ways. They are filling the pension rolls of business; they are populating sanitariums and madhouses; they are erecting tombstones and monuments in the cemeteries. Worse, if possible, is the fact that only the father of the idle question has the solution of the matter in his idle hands.

The world's first protest against the idle question was the established "information bureau." It was a qualified success in its day, but its day is going—or gone. From the beginning the information window in a great business or in a great quasi-public institution had for its purpose the elimination of idle questions. The man who dealt information was schooled to prompt business replies. Prompt business answers do not satisfy the idle questioner. Were this not a condition 10,000 information windows would not have been established.

Are you, reader, asking questions idly or putting idle questions seriously? If so, thou art the man. It is worth more than your time to decide this serious question for yourself.

You have stopped your fellow man in a public thoroughfare and have asked him how far up or down the way is the cross street which you were seeking. The quicker and the more confident his step the greater faith you have pinned to his information. But if his answer begins with allowing you five blocks' margin in reaching your destination, have you not sometimes listened idly to his detailed squares and landmarks in the hope of stopping just such another man four blocks farther on and repeating your question? You are a public offender if you have. You may have cost him \$1 or \$1,000 in time; you may have been one of those last straws in the nervous breakdown of a day.

Vaguely, somewhere, in answer to a question or because of an open ear to a suggestion, you have caught a questionable but unquestioned statement which concerns your quest. You appear at the source of your expected

accurate information and you ask your question of one who should know. It does not coincide with the statement that somebody, somewhere and at some time gave you. At once this anticipated answer is disappointing. You begin to question with questions this last source of likely fact in the case. Before you are done you are angry and show your indignation. The catechised one may be angrier than you—but must not show his secret temper which your aggressions have wrought. Thou art the man!

You ring the telephone bell in a man's office or in the privacy of his home. It is a selfish question you would ask of him. You know he has not the slightest interest in his possible answer unless it be unselfishly to help a fellow man who is in doubt. He may be called from urgent business or form his privacy and needed rest at home. But he answers with a courteous, "Hello!" Your wasteful preface to this selfish question is, "Hello! Who is this?"

Jones, busy office man that he is, has told you that Manager Brown is out and may be in again at 2 o'clock. You are disappointed, naturally. You may doubt the truth of Brown's being out at all. Finally Jones' frank replies to further questions assure you that Brown is not in. He assures you, even, that in all honesty he does not expect Brown in again until 2 o'clock. Then, in your selfish concern, you ask if Jones is "sure" Manager Brown will be in on the hour. Here is another possible breaking point on the part of Jones. Even Brown himself, who may be not four blocks from his office, can not be "sure" of his safe arrival there.

The effect of the idle interrogator on social and business life is something tremendous in its aggregate of evils. Two minutes or two hours after he is gone the person suffering from his questions may reflect the feelings upon the wisest, most unselfish of all his callers. Doing so, too, he makes a lasting critic of a house's business methods. He may earn his discharge because of the invasion of idleness. Or, with shaken, shattered nerves, he may go home to his family in a mood that makes his coming a visitation of evil, rather than the pleasure that it might have been.

Everywhere the idle questioner, with his insistence, is challenging his own intellect and the time and temper of those with whom he distributes his interrogations. In ordinary social intercourse the person asking a fool question of friend or acquaintance is embarrassed when he finds there is no sane answer to the query. But the selfish questioner who runs amuck in the world, asking right and left, and indiscriminately of his fellows, becomes a social renegade against which no statutes have been framed. You, reader—are you one of them?

John A. Howland.

Trouble Ahead.

Johnny—I'll get even with ma for spankin' me.

Tommy—Aw, what'll you do?

Johnny—One o' these days I'll everlastin'ly whale her grandchildren.

How To Outdo Mail Order House Competition.

If you will make a new resolution to-day, and live up to it, you can do a great deal towards holding your home business at home and shutting out mail order competition, and this is the resolution: "I will no longer pay attention to what my customers say about my competitors, but will cultivate my competitors' acquaintance myself, so I can use my own judgment as to their good and bad qualities," says an exchange.

After you have made this resolution, take this article and show it to your fellow merchants, so they will understand your position, and you will find most of them are ready to co-operate with you. A family divided against itself is worse than no family, and the same thing applies to a town.

You can do many things toward keeping the mail order houses out of your territory, all by yourself, but with the co-operation of all the merchants in your town you can do many more. You have probably wished many times that someone else in your city would make a move to get a better understanding among the trade, but you will find that the only way to start something of this kind is to get right out yourself and talk to the balance of the retailers.

Your customers have told you hundreds of things in the past months that the other retailers have said about you, but you need pay no attention to that, for 99 per cent. of it is not true, and the other 1 per cent. can be easily explained away. Your customers think that it is necessary to keep the merchants of your town on bad terms with each other in order to make competition more fierce. They tell you that other merchants are selling for less, then they go to the competitor and tell him that you are cutting prices. You will find out all these things when you once become really acquainted with the other retailers. You will also find they are loaded with good ideas about holding the home trade at home, and if you can only meet at regular intervals you will soon be laying plans for the upbuilding of your own town, the establishment of new enterprises, etc., to attract trade and furnish employment for labor. You can all get together on advertising matter which can be placed in every house in the country, calling attention to the advantages of your town as a trading point, as compared with other surrounding towns, also telling them what you are doing for the people, and what good citizens should do for you, so the entire country can work in harmony and upbuild itself, instead of one side trying to tear down what the other side builds.

As soon as you can understand each other, and find out exactly what is needed by the community, you can show the people plainly what their patronage will do for you and the community and what the lack of it will do, so they can figure for themselves where they will benefit by trading at home.

They probably complain about the lack of variety in your stock, and you can show them that the town will

turn itself into one big department store, one merchant carrying one line and one another, so all their wants can be supplied, if they will buy at home, but that merchants can not afford to carry large stocks of goods unless they sell them, and the home patronage is all you have to depend upon.

United effort by all your merchants will give you a hold on your home trade which you have never dreamed of obtaining. There is more to be made by all clubbing together to build up the town and make more trade than by each trying to get a little business away from the store next door by some small trick, and thus create a fight to retain present business, while other things should be engaging the minds of all.

Remarkable Temperature Obtained by English Scientist.

Sir Andrew Noble has reached the highest point of temperature in terrestrial thermometry. He has accomplished this by exploding cordite in closed vessels with a resulting pressure of 50 tons to the square inch, and a temperature of no less than 5,200 degrees Centigrade. Sir William Crookes saw that one incidental result of this experiment should have been the formation of diamond—that is, if his calculations were correct. On working over the residues of the explosion chamber he has recently extracted from them small crystals that seem to be veritable diamonds. We see, then, that if men can not control the conditions that make for large diamonds, they at least understand them. It is, in all likelihood, a matter of a comparatively short time when the diamond will have been conquered as absolutely as the ruby.

With this final temperature of 5,200 degrees Centigrade we have reached the limit of man's present attainment. On looking back we see that every step in temperature he has so far taken has led him just so far along the path of universal conquest—that of the absolute conquest which he is destined ultimately to make. But in this phase of temperature alone he still has far to go. We have had evidence from many sources that even in the sun, which is by no means the hottest of the heavenly bodies, and which yet possesses temperatures that transcend anything we know on earth, the very elements of matter lie there disintegrated into simpler forms. Such temperatures are the distant Alpine heights ever and ever so much higher than the slight ascent to which we have so tediously arrived.

Polishes for Brass.

For cleaning hot brass cylinder heads and jackets try the following recipe:

Sift coal ashes fine and mix with kerosene oil to a thick paste; add as much air-slaked lime as can be conveniently mixed with it. Apply this polish to the bright parts, rubbing hard; wipe off and polish with dry slaked lime.

Whiting and ammonia mixed to a paste is another good polish for brass. Apply and rub dry.

Send Us Your Orders on

Holiday Goods

A complete exhibition is presented for your convenient and quick selection in our

Large Fall Catalog

Copy for the asking—to dealers only

Whether you need a complete stock, or desire only to “fill in,” we are prepared to satisfy your every want.

Prices are Right and Goods Guaranteed

No time to lose. Send for Catalog at once.



Lyon Brothers

Madison, Market and Monroe Streets
Chicago

Largest Wholesalers of General Merchandise in America
We Sell to Dealers Only



Why Wise Women Do Not Discourage Proposals.

It frequently is said that no woman is justifiable in permitting a man to make her a proposal of marriage unless she intends in good faith to accept the offer. When pressed on the subject, most of the insistants will allow that a young girl may sin in this regard through inexperience, but one mistake of the kind is all which rightly may be excused. The statement, however, usually is made by men who know nothing of the woman's point of view, or by women who have had little or no experience in love affairs; those who, perchance, have had but one lover, whose affection they fully and freely have returned, or those who, from whatever reason, never have been wooed of any man. Well versed women of the world are wiser.

The truth is that the code of social etiquette between unmarried men and women exacts rigidly that no woman must assume, however much she may hope or suspect, that any man is in love with her until he tells her so plainly and explicitly by word of mouth, or else in writing, "under his own hand and seal." The woman who says or even implies a refusal of a proposal of marriage before such proposal is an actual and tangible fact places herself in an equivocal position, a position which the man in the case easily may render an awkward and most unpleasant one. He who, under such circumstances, can refrain from any intimation that her rejection of himself, and all that he may have to offer, is premature and scarcely warranted must be a gentleman indeed in his courtesy and self-control.

Nowadays, we have for the most part changed all the rules of love and romance which bound our ancestors of yore. Love making more often is a game than a serious undertaking, a game for amusement and one of skill. "All baggage at the risk of the owner," runs the proverb in love as in other affairs, and the woman is expected to be able to take care of herself.

"Many men of many minds," and among them are those who neither take themselves nor expect to be taken seriously with regard to a little dalliance in love to pass away the time. They flirt openly and, intending no harm, take no shame to themselves for deception too transparent to attempt to deceive. They frankly love the society of agreeable and pretty women, they possess the art of pleasing, and like to exercise it. Nevertheless, they play the game fairly; that is, for those who know it. There is no poaching, no snare set for the unwary, and if harm is done it is because the women to whom they have been courteously attentive and agreeable have misunderstood them and taken too much for granted. And, above most things, it behooves a woman to bear always in mind the

fact that she must not allow herself to misunderstand; that it is never safe to take things for granted, nor to attach importance to the pretty speeches which all men of the world make more or less fluently to all women in society.

Neither must it be forgotten that a man may admire and like a woman greatly, may take pleasure in her society, and seek it undisguisedly, yet not be enamored of her nor wish to make her his wife. Then, also, a man often fancies himself in love and goes to the verge of a proposal, to change his mind at the last moment, before the words which will bind him are spoken. And, pray, how is a woman to tell which is which, when to warn off, or whom it is safe to invite? As an old farmer used to say: "You haven't any right to charge a man with intent to trespass because he leans upon your fence and looks over at your grass and trees."

There are women who leave the men but little to do in the way of courtship. Nonetheless, encouragement may be given in modest and womanly fashion. A girl may wear one lover's flowers in preference to those of any other, for example, and show her sympathy with his tastes. Also, she may accept his escort and receive his attentions graciously, although not eagerly, so as to show that they are valued; but, on the other hand, those which she declines from less favored admirers should be gently and courteously set aside. No woman ever should bestow effusive attention upon a lover, nor make a parade of his devotion to her. It ought not to be difficult for any woman of tact and delicacy to let a man understand whether or no she likes to talk to him. It is good for one man to see that others are in the running, but the girl is not wise to let her feelings lead her into discourtesy to any. A woman ought to be able to let the man do the wooing without assistance, since no man likes a woman who openly pursues him, but, on the other hand, she ought equally to be capable of coolness, without showing herself either haughty or capricious.

When a man is in love with a woman he rarely objects to her allowing him to understand that she at least is inclined to reciprocate, provided that she is careful merely to imply the fact, not to blazon it abroad. And even although he may not ask her to marry him, he is likely all his life to regard her with interest because of his belief in her own tender sentiments for himself; the more if she takes the blow standing and utters no sound of complaint.

On the other hand, men still more rarely forgive any woman who gives them clearly to understand that their attentions are not desired and who make an apparent effort to prevent a proposal of marriage upon their part. Men do not like to be discouraged, and few there be who will not like a woman who lets them say their say, and declines the honor gently and with tender regret far better than her who "heads them off" and will not let them speak of love. There are some women with such consummate tact as to make stanch friends of all

their rejected suitors, and these invariably are they who sweetly and patiently listen, and take pains to show how highly they appreciate the compliment paid, even although unable to accept the gift; who fail not to admire where they can not love. Besides, many men, and of these some of the most virile, like to feel that although they may not have gained a prize, they have made an effort for it. There always is good and sufficient reason to allege why the best man does not always win.

Dorothy Dix.

Lighting Gas by Clockwork.

On the stroke of the clock they light their streets in Bath, England. An automatic gas controller has been patented, which reduces the cost of public lighting by half. It is said to be adaptable to any type of incandescent burner, to fit any lamp, and to be instantaneous in its lighting and extinguishing. The mechanism consists of a clock which can be so set as to light the gas each night and extinguish it each morning, so as to make an automatic variation of the time of lighting and extinguishing, according to the calendar. In short, by means of a clock the street lights are turned on and off, lighted and extinguished, at a different minute each day throughout the year, according to the season. One adjustment a year suffices. The controller requires no attention save a weekly or bi-weekly winding.

About the only sure way to keep a secret is to not have a secret.

We want competent
Apple and Potato Buyers
to correspond with us
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
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Established
1872

Jennings' Extracts

Made
of the
Very Purest
Raw
Material
Possible to
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Sold at
Popular Prices
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Always Guaranteed to Meet
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Jennings Manufacturing Co.

Owners of
Jennings Flavoring Extract Co.

Grand Rapids, Mich.

Franklin Cars for 1907

All models have new, larger and more luxurious bodies, larger wheels and longer wheel-bases, without increased weight; automatic gear-change, and absolutely quiet engine.

No change whatever has been made in the distinctive Franklin engineering, design or construction. Their correctness has been demonstrated during the past season more triumphantly than ever. But, in these 1907 models, the abundant, net, always-available Franklin power, Franklin economy and Franklin comfort are carried to the highest point.

Type G---Four-Cylinder Light Touring-Car \$1,850

Five passengers. 12 "Franklin horse-power." Three-speed sliding-gear transmission. Shaft drive. 35 miles per hour. 1,450 pounds.

The most popular of all family cars. Light, strong, and in performance equal to any "twenty." The only small four-cylinder touring-car made in America.

Type D---Four-Cylinder Touring-Car \$2,800

Five passengers. 20 "Franklin horse-power." Three-speed sliding-gear transmission. Shaft drive. 45 miles per hour. 1,900 pounds.

The ablest and most luxuriously comfortable on American roads of all four-cylinder cars.

Type H---Six-Cylinder Touring-Car \$4,000

Seven passengers. 30 "Franklin horse-power." Three-speed sliding-gear transmission. Shaft drive. 50 miles per hour. 2,400 pounds.

Six-cylinder perfection. An unmatched combination of power, strength, smoothness, flexible control and light weight.

Write for 1907 catalogue showing above models and shaft-driven Runabout, Tandulet and Limousine.

ADAMS & HART, 47-49 No. Division St.

How To Manage the Mother-in-Law.

In the majority of divorce cases neither side alleges any great and unforgivable offense against the other. It is simply a condition of friction in the household of matrimonial bonds that have galled and chafed until things have become unendurable. Tempers have been worn to a frazzle. Conversation has degenerated to a string of criminalations and recriminations. Bitter things have been said. The home has become a purgatory of bickering and strife and quarrels.

In these domestic cataclysms that leave broken hearts and wrecked lives in their trail almost invariably the storm center is the wife's mother. If you will take the trouble to read the reports of such cases you will see that in nearly every one the husband says: "We had a happy home until my mother-in-law came to live with us," or "We got along all right until my wife's mother began to interfere."

Nor is this mere masculine prejudice against the mother-in-law. If you will look about you you will scarcely see one harmonious couple in which the wife's mother is a member of the household, or one disgruntled married pair who live by themselves. So undeniable a fact is this that we might almost say that the way to do away with the divorce evil would be to kill off the bride's mother at the wedding.

As this is impossible, and as it is equally impossible to cherish the fond hope that women will ever reach a state of grace in which they will have forbearance enough to keep their fingers out of their sons-in-law's pies, the only thing that is left for a man to do is to pick out a mother-in-law whose society he enjoys, whose housekeeping coincides with his own taste, and whose views in regard to latch keys, clubs, the temperance question and the higher life are his own.

For there is no earthly way that he can escape the lady in question. Her daughter's house, and eke her daughter's husband's house and all it contains are hers, to do with as she pleases and upset as much as she likes. It is nothing that the poor, helpless man pays the bills, and that his wife came to him as emptyhanded as poor Griselda. Mother-in-law lets no such trivial incidents as this swerve her from her purpose of making over the young people's establishment on her own lines, and running it to suit what she conceives to be for their good, irrespective of their desires.

If she happens to be a prohibition fanatic, she sets her large foot down firmly on son-in-law having wine with his meals, and a highball for a nightcap. If she disapproves of his friends, out they go. If she is a churchgoer she chases him to the sanctuary at the point of her tongue. If she doesn't like his servants, she makes things so unpleasant for them that they give notice and leave.

As for the man's expectations of being master in his own house, it collapses like a child's painted toy. He is a mere figurehead. Mother-in-law

runs the shop, and he eats what she chooses for him to eat, smokes where she permits, and fulfills his humble destiny by making the money to gratify her wishes.

Naturally, since men are not angels, this state of affairs gives rise to endless quarrels. He and mother-in-law have it out, and he and wife have it out, and in the end, because there are two against one, the mother-in-law triumphs, and the man, putting on his hat, slams the door behind him, with remarks that aren't fit to print, and drifts back to his club and his old boon companions, and in his heart, as in a shroud, lie all the sweet dead hopes of the home of which he has dreamed—the home that the mother-in-law has made impossible by her intermeddling.

Of course, there are a few exceptions to this rule. There are a few women who love their daughters well enough to forego the dear delights of interfering between them and their husbands, and who are heroic enough to concede to a son-in-law some rights in his own house, but these are few and far between, and a man has no more right to expect that he will draw one of these prizes in the matrimonial lottery than he has to suppose that he will be struck by lightning.

The ordinary man who marries may count on a future that will be mostly tintured with mother-in-law, and he is foolish, indeed, if he does not select the flavor that will be most agreeable to his palate. He need not think that he will escape it by taking his wife away, for there is no land so remote but to which excursion tickets are sold, and though he should flee to the uttermost ends of the earth, he would still find what "another says" and "mother thinks" rising up at every turn to confront him on his own hearthstone.

The only way around this large and solid obstacle to domestic happiness is to embrace it with such fervor that it ceases to be an obstacle and becomes an annex to one's pleasures. For there is a choice in mothers-in-law as there is in everything else in life, and it merely requires discretion in the selection. There are mothers-in-law of every conceivable shade of opinion, and any fairly intelligent man ought to be able to match himself up with one.

In this lies his only safety, for unless he marries an orphan he shall not escape the mother-in-law or be able to contend against her. Furthermore, as the mother-in-law is, so shall the girl he marries be at 40, and this renders it absolutely indispensable that the mother-in-law should be selected with even more care than the wife.

Obtaining Power from Sunlight.

A persevering Parisian has concocted a machine for utilizing the heat of the sun for power purposes. It is a thermo apparatus for raising fluids. The principle is the expansion and contraction of gases according to variations of temperature, making use of the difference between night and day temperatures. A closed vessel provided with an inward opening

valve is submerged in a well. Another closed vessel of greater capacity is placed where the temperature is subject to variation, for example, in front of a wall exposed to the sun, and may be surrounded partially by a reflector to increase the temperature by radiation. It contains a small reservoir, into which any volatile fluid such as liquid ammonia may be introduced through a cock. A pipe connects the two vessels, and another pipe acts as a delivery pipe. In operation the reservoir cock first is opened, permitting the water to enter through the valve in the submerged vessel and ascend until it is the same level as the water in the well, pressure being the same in both vessels. Liquid ammonia then is sent into the reservoir through the cock, which then is shut. As the day temperature rises the pressure of the ammonia gas increases and fills the interior of the exposed vessel, and the air in the latter is forced down into the submerged vessel, the water escaping out of the delivery pipe. At night, with falling temperature, the ammonia gas pressure sinks and the gas liquefies, and in consequence of the pressure in the submerged vessel the water in the well finds its own level in the submerged vessel, and the next day the operation is repeated. This takes place daily or whenever the heat of the exposed vessel varies.

It frequently happens that a man's meanness isn't noticed until after he suddenly acquires a little money.

Alabastine

The Sanitary Wall Coating

Dealers handle Alabastine
Because it is advertised, in demand, yields a good profit, and is easy to sell.
Property Owners Use Alabastine
Because it is a durable, sanitary and beautiful wall coating, easy to apply, mixed with cold water, and with full directions on every package.

Alabastine Company
Grand Rapids, Mich. 105 Water St., New York

The Proper Word

One's **ideas**, like his **body**, require suitable **clothing**. Well, we are **tailors in words**. It is our **business to clothe ideas in proper language**, and we **guarantee a fit**.

If you have **anything to sell** and need **persuasive literature**, or you have **correspondence to answer** and require **results**, Call on or write us.

You need **circulars, booklets, follow-up letters** and catalogs.

We write **business getting literature** and carry the largest line of **adv. novelties** in the state.

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One Thousand Cases in Stock Ready for Shipment

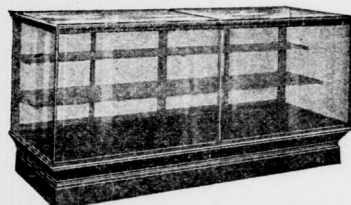
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Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices—avail yourself of this chance to get your cases promptly.

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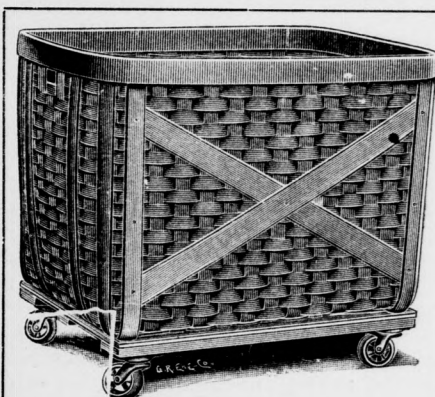
Grand Rapids Show Case Company
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The Largest Show Case Plant in the World



Our new narrowtop rail "Crackerjack" Case No. 42.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

is not a very paying investment as a rule, nor is the buying of poor baskets. It pays to get the best.

Made from Pounded Ash, with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may be in market.

BALLOU MFG. CO., Belding, Mich.



Can Fifty-Cent Neckwear Be Retailed Profitably?

A variety of opinion prevails regarding the selling of \$4.50 neckwear for 50 cents. Many New York furnishers appear to be satisfied to pay \$4.50 for neckwear for which they get half a dollar, but it must be remembered that they have little or nothing to pay for express or freight, while a few cut down the cost ten or twelve and a half cents per dozen by eliminating boxes and having goods come in bulk. There is one well-known firm that has for some time made a leader of its 55-cent scarf. If has offered a slightly better grade of silk, fuller shapes and probably better workmanship, at only a very slight advance. For this quality of cravat this firm pays \$5.10 net.

This tendency to make a leader of 50-cent neckwear is common all over the country, both in those stores that carry only furnishings and in those that carry both furnishings and clothing. The value in a dollar scarf is not nearly so great, comparatively speaking. The 50-cent neckwear is used to attract attention in window displays, and there is no desire in a great many cases to make a big profit. Most dealers are satisfied to make 25 per cent. or less, because they take into consideration the fact that they are giving an extra value which may prove an advertisement to them and result in business in other lines. All this is true particularly of clothiers and furnishers in New York and the East. The Western merchant who buys in New York has large express and freight bills to figure with, and it can readily be seen that he might take a different view with regard to paying \$4.50 for 50-cent neckwear. What would be 25 per cent. profit to the New York retailer would be materially less to the Western merchant.

With the New York department stores—and to some extent, it may be supposed, with department stores everywhere—the case is still different. More stress is put on profits by the department store manager. He wants to "make a showing" and every department head is anxious to do what is expected of him. As a rule, therefore, he is not satisfied to sell \$4.50 neckwear at 50 cents, and so he pays less or buys cheaper silks, and has them made up in \$4.50 style, averaging them in with those of better quality. The department store buyer, even in New York, where he does not pay express or freight, or pays very little, is not content to buy \$4.50 stuff to sell at half a dollar.

Some manufacturers admit that \$4.50 is too much to pay or say that the average half-dollar neckwear is too good, but according to their view the solution of the problem is in the hands of the retailer, who has hitherto demanded too good a tie to sell at 50 cents. If the retailer wants to pay less than \$4.50, well and good, but he will have to take a poorer

quality silk. In other words, "it's up to the retailer." If he wants to pay \$3.75 he can get goods at that price, but he can not continue to give the exceptional value that many retailers are giving unless he pays the full price. As a matter of fact, a great many manufacturers sell a \$4.25 grade. With not a few firms this is the regular price, while others will cut prices to that figure.

Said a buyer: "The number of houses from which it is impossible to buy \$4.50 neckwear for less could be numbered on the fingers of one hand. All manufacturers stand ready to make reductions in various ways, but they take it out in quality—they have to, and there are plenty of ways of doing it." Then he got down to figures as follows:

Average cost of silk, 3 yards to the dozen, at \$1 per yard.....	\$3 00
Interlining, per dozen	05
Labels	10
Cutting (estimated)	10
Boxing	12
Labor (estimated)	60

Rough cost per dozen\$3 97

This does not include the commission of salesmen, which would be at least 5 per cent. added, nor office expenses, which would be something. The goods are sold for \$4.50 less at least 6 per cent., and often less 8 per cent. It stands to reason that the manufacturer must get even by taking out quality or otherwise, if he cuts the price.

A salesman for a large house says: "I am of the opinion that if you put the question to manufacturers: 'Do you find it necessary in order to sell large buyers to cut your price on your \$4.50 line?' you would find none willing to admit that such was the fact. There are so many schemes and subterfuges that they resort to in order to cover up their tracks and make it appear that they treat everybody alike, and charge to all \$4.50 for their goods to retail at 50 cents, except it be for ties, bows, etc. You see, one gives a trade discount, another a rebate, while others make a verbal agreement to accept a check at the rate of \$4.25 for \$4.50 stuff bought. Then they lay great stress on the fact that they treat all alike."

"I have been told of one instance where a manufacturer twice a year sends to his favored customers his personal check made out at the rate of 25 cents for every dozen of \$4.50 neckwear purchased from him during the preceding six months." (This is substantiated by a buyer who says the same proposal was made to him.)

The salesman concluded facetiously: "Bret Harte said that the tricks of the heathen Chinese were peculiar. Were he living to-day, he would say that John's tricks were as nothing compared to those being practiced by manufacturers of adornments for the neck of mankind."

The crux of the matter, it seems to the writer, after a good deal of interviewing and investigation, lies in the individual policy of each retailer. If he wants to make a leader of the 50-cent cravat, as many do, he generally is satisfied to pay \$4.50 straight, knowing that he will get \$4.50 value.

If he wants to make his 50-cent cravat line a profitable one, as few do, he must buy for less than \$4.50. Manufacturers naturally, in order to get the business of a man of this type, will cut prices. It is not a question of whether they need to or not—they do it, and that's all there is to it. It's the eternal struggle to cut a competitor out of an order—a sort of survival of the fittest. But the furnishing man who knows his business is not fooled on the quality—he knows he gets what he pays for and no more.—Apparel Gazette.

A Boy's Epigram.

Mrs. Russell Sage taught school in her youth in Philadelphia, and a Philadelphia woman who was once her pupil said the other day:

"I remember Miss Slocum, as she was then called—a very intelligent, cheerful, industrious young lady and a great favorite with all of us."

"She had a way of hammering home an idea with an apt anecdote that we girls enjoyed hugely."

"One day in impressing on us the importance of perseverance, she said that she knew a little boy who was a remarkably fine skater. She watched the youngster one winter afternoon do the front and back roll, the grapevine, the glide and other feats of tremendous difficulty, and finally, overcome with enthusiasm, she patted him on the back and said:

"How on earth at your age did you learn to skate so magnificently?"

"By getting up every time I fell down," was the boy's simple answer."



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

Hermanwile GUARANTEED CLOTHING

We claim for "Hermanwile GUARANTEED CLOTHING" Workmanship, Style and Fit superior to any equal priced line in the market.

For Fall our orders averaged 20% higher than for any previous season, showing that the retailers who had handled "Hermanwile GUARANTEED CLOTHING" not only wanted it again—but they wanted MORE of it.

SALESMEN ARE OUT FOR SPRING with a line which is superior to anything we have yet done.

If our representative has not been calling on you in the past, drop us a line and we will instruct one to see you, or we will gladly send samples, at our expense, on request.



Has the Union Label

HERMAN WILE & Co.
BUFFALO, N. Y.

"BETTER THAN
CUSTOM MADE"

High Schools Thwart Nature's Law.

How the high school interferes with the laws of nature is well seen in several recent studies which show that a large percentage of girls actually wish they had been born boys, and the ideals and tastes of many more are increasingly masculine. This has led to the fear that we are slowly "developing a female sex without the female character." More than half of the girls in Chamber's study chose male ideals. "Femininity," he says, "seems on the verge of extinction." The reactions against the old restraint have gone so far that the ideals of a girl are at variance with the interests of the race. She often wants identical education, and regards any effort to differentiate as involving danger of relapse to old conditions. Now, without womanly ideals the female character is threatened with disintegration. Again, in the rapid feminization of our schools the woman teacher gives free rein to whatever masculine ideals she may have, sometimes as if she unconsciously felt that, as male teachers were becoming extinct, she must cultivate a bisexual character.

By association with boys, girls, even if they are not roughened in manners, have less tendency to develop the distinctively feminine qualities, to be less proud and conscious of the grace and charm of ideal young womanhood, which is the most attractive and stimulating thing on earth to men. They are a little lacking in respect for their own sex as such and do not feel its full dignity.

Sexual selection shows that there is a sense in which woman has made man by bestowing the unique stimulus of her approval upon those qualities which she deems best. Perhaps her chief responsibility in the pre-nuptial stage is to thus praise aright. It is said that association with boys makes the high school girl less emotional, impulsive, romantic, her conduct more thoughtful, her life more regular. If so, this I hold to be bad. The consensus of women teachers to the contrary notwithstanding, I urge that there is something wrong with the girl in the middle "teens" who is not gushy, sentimental, romantic, at least at times, but who has developed in manner and soul the repose and poise that "mark the cast of Vere de Vere."

It is said that the presence of girls is humanizing for boys; but I insist that there is something wrong with a boy of this age who can be truly called "a perfect gentleman." If he is not a milksop, a lady boy, or a sneak, he is morally precocious. This pin-feather age ought to be—I don't quite like to say a little rowdyish and barbaric—but certainly uncouth, rude, recalcitrant to prim conventionalities; or else vigor is sacrificed to form. True virility at this stage of life does not normally take a high polish. A blind, but strong and right, instinct, ripened through millennia, now impels the boy to get away in certain respects from both girls and women, be they sisters, schoolmates, mothers, or women teachers' and if he does not actually leave school where their

influence predominates, one of two things is likely to happen: either he suffers subtle eviration, and his masculinity swerves from its proper orbit; or else his reaction to femininity is excessive toward coarseness, perhaps vulgarity, or he loses due respect for women from being held to too close quarters with them. Thus the boy forced to see too much of girls is sure to lose something, either by excess of defect, from the raw material of his manhood.

Again, not only does the girl far more often end her education with high school than the boy, and not only does he graduate younger at the same age and is more immature than she, but, save only in preparation for teaching, the boy must win his livelihood by what he gets in college. Sooner or later he realizes that he must acquire a knowledge that is practical and can be put to work. Purely humanistic and culture studies more often are the end to her, while for him they are not so much a means as a beginning. The higher education for women at its best is general, and for man it must more often culminate in a specialty. In the latter the boy often has his first genuine intellectual awakening, such as the girl had earlier found in literature, art, language, history. A man is uneducated today who is not a master in some field, small though it be. He must reach the frontier at some point, know what it is to exercise the power of original thought and research, to be an authority and not an echo. Girls acquire, appro-

priate, accept authority, but by the general testimony of teachers they are inferior and go to pieces when texts are laid aside and they are thrown upon their own powers. It is just this that evokes the best that is in a boy.

G. Stanley Hall.

Personality in Selling.

Personality may be described as the sum total of one's characteristics, and is undoubtedly a feature which tells very strongly either for or against the person who exhibits it. Personality may no doubt be cultivated, and the salesman's efforts should always be directed towards cultivating a pleasing personality. The trouble sometimes is that people do not appear to know just what to cultivate. Probably very few would willfully cultivate an unpleasant or offensive personality. Just as there are people who are color blind, or are lacking in appreciation of musical harmony, so we have people who can not be brought to a realization of their deficiencies in this respect, and who let these unpleasant personalities dominate them to the exclusion of the better.

The salesman who is gifted with sufficient self-appreciation to look back upon a failure to sell and recognize that the fault was his own, and just where his personality was at fault, is almost sure to succeed, that is, if he possesses force of character enough to make the necessary correction and cultivate the deficient faculty.

Charity and piety are not always on speakable terms.

Pleased Customers Are Your Best Advertisements

Build Up Your Reputation On Butter

Stop digging butter out of a tub. Don't sell *somebody's* brand of butter when you can *sell your own* and at a greater profit and more satisfaction to your customers. Use the

Kuttowait Butter Cutter System

Display and Advertise Your Own Brand—They Do.

Detroit, Mich., May 26, 1906.

We are pleased to say that the cutter is most satisfactory, as it is a saving to us both in time and money. We are making all our own prints with it and sell them at the same price as those we formerly bought for a cent a pound more. We sell better butter, too, as we cut it directly from the solid tub, which gives it a better keeping quality.

THE STRAND COMPANY,

By Sidney R. Dixon.

The Kuttowait Guarantees You Against Loss Through Carelessness or Waste.

Let Us Prove It.

Kuttowait Butter Cutter Company

68-70 North Jefferson St.

Chicago, Illinois

EXTOL YOUR MERITS.

Why People Are Suspicious of the Unknown.

A line of goods may have 100 per cent. merit and yet not sell as quickly as a line possessing but 75 per cent. merit which is extensively advertised. Why? People are suspicious of the unknown and prefer to buy that of which they have read or heard something good. And it is just as true that the more favorably a clerk, salesman, or small manufacturer is known the better will be the chances for headway.

A worker's capital is chiefly himself, the brains with which nature has endowed him, the stock of knowledge and experience he has accumulated plus his reputation. Most employees find it difficult to get together a large bank account. Their main stock in trade consists in ability to earn money.

A twentieth century business world saying reads: If a man has an excellent proposition and advertises it well the world will soon make a well paved road to his place of business. A certain bishop once wisely remarked that one secret of success was doing a thing well and then getting it well talked about.

In a big office is it the retiring, bashful, self-effacing worker who gets promoted when the headship of a department becomes vacant? The chances are that some man of lesser ability, who, however, possessed the art of making a great noise about everything remarkable he has done and is going to do, will get the job. Unless a man asserts himself he will find few people willing to boost his stock or even give him the smallest credit for the good work he does. The race nowadays is not only to the strong but to the man who recognizes his strength and refuses to be effaced.

The man who is "backward about coming forward" and finds it hard to cure himself of a shy and retiring disposition should certainly study advertising. He will never find that a good advertising man hides his light under a bushel. He gets out into the open, proclaims his merits far and wide, and labels himself as the man who did things for such and such firms. If he is advertising certain products, does he put in large type the disadvantages of the proposition? No! You never hear of them; but he does use type inches high often to make known the merits of the wares he is selling.

If an advertising man discovers some new virtue in the proposition he is advertising he at once hurries it into print. That new virtue constitutes an asset worth dollars and cents when the public gets to be aware of it. Not long ago a certain railroad advertised their berths as being superior to those of other lines, and the publicity put out brought them so much increased business that the other lines protested they would have to stop advertising in this fashion. Now the truth is that the berths of the road who advertised for years had been better than those on most other lines, but the company was ig-

norant of the advertising value of the fact until a lucky inspiration seized the advertising manager.

A man wants to search himself diligently, find out his strong points and let the world know about them. It never pays a worker to depreciate himself or his abilities when talking with the representatives of other firms. "I've heard a good deal as to the talents of young So-and-So," many an employer remarks, "and really, I think, I'll give him a show with this company." The man who is always in the dumps and never lets the fact be known that he has made a ten strike for the firm he is with—it at times he is remarkably successful in doing certain things—will not gain much of a reputation outside his own office. "Our President said he never heard of you and knows nothing at all about you," said the head of a department in a railroad company to a man who had done a lot of good work but had been so modest that he had never gotten himself talked about among the crowd of railroad men who are supposed to be acquainted with all the high grade freight solicitors in Chicago. This was the sole cause of the poor fellow's turn-down. The President had never heard about him and didn't want an unknown man.

"See that little fellow there in the loud suit?" was the remark passed to the writer some time ago when in New York. "Well, that's Blank's best traveling man. Why, that fellow went on the road three weeks ago and after two days' solicitation of business got fifteen carloads of stuff for Hongkong." Who put the fact into circulation? Did Blank Co. circulate the rumor and give their small traveling man this shining prestige? No! They were far too busy. The little man in the loud suit, how-

ever, had quietly organized a lunch party of several well known shipping men and had—of course it was pure accident—let the thing slip out. The result was that Blank's small traveler left his firm a short time ago to accept a much better position with a larger firm. And the new firm took him mainly on the strength of a reputation which caused most shipping men to gaze at him with a respect which bordered on adoration. Of course, the little stocky man in the loud suit was a good business getter, but he would never have climbed so well had he been cursed with the foolish notion of effacing himself and his exploits.

There is no truer saying than that the world takes a man at his own valuation. Some time ago a man who had been in charge of the advertising department of a country store and who had made himself a thorough master of advertising in all its branches heard of a vacancy as advertising manager in a large department store in Chicago. His samples of work were good and pleased the head of the concern, but when it came to a matter of salary he found it hard to get a proper figure for his services.

As the advertising man came from the country the "boss" thought he would get him cheap. "How much do you want?" he queried. "Eighty dollars per week, sir; and I'm worth every cent of that sum." "But," was the incredulous rejoinder, "how much have you been getting? You can't have been receiving half the figure named." "Never mind, sir," replied the youth, who knew his value. "I know I'm worth \$80 per week to you if I can hold down this job successfully, and I respectfully submit it doesn't really matter what salary I

have been receiving." The old man was so pleased by this display of nerve and the evident ability of the applicant to hold his own that he gave him the salary mentioned, and the advertising man made a brilliant success in his new position.

Many and many a worker actually loses a prospectively good position through placing too small a value on his services. A good employer not only wants a good man, he often wants a man who knows he is a good man. In one firm in New York a would-be employee is instantly turned down if he asks for too small a salary. The firm, rightly or wrongly, believes that if a man does not know how to look after his own interests and put a fair estimate on his ability he would not make a high grade employee for them. If a man asks a salary evidently too small in proportion to the position vacant, the employer gets skeptical right away as to the worker's ability. Besides, it's a well known fact that it's a great deal easier to lower a figure than to raise it. An employer will frequently argue and remonstrate with a man who wants a big salary. He feels sure if he were not a high grade man he wouldn't ask a high grade salary.

Of course it is necessary for a man to have the qualifications for the position he seeks, but there are scores and scores of men who, although possessing high ability, are elbowed aside by men of inferior talents who have an unlimited amount of belief in themselves. Frequently it is necessary for a man of false modesty to take himself severely to task to cure himself of his idiotic tendency to lose his nerve when he most needs it. Some time ago the case came up of a man who was a first class accountant and could speak several languages. Notwithstanding this fact, he could not secure a good position

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

One of his relatives who knew of his fault took him to task—telling him he was far too modest. "When you are asked whether you are a first class accountant don't say you have done so and so and your record shows you are a good man. Make the assertion boldly, straightforwardly, and without qualification, that you are one of the best in the business. Go into a man's office with the feeling that you are more than equal to the work, and by hook or crook make the prospective employer feel that he is speaking to no ordinary man." The accountant took this advice to heart and had a severe "row with himself" for being so modest. Shortly afterwards, through altering his demeanor and boosting himself in his own estimation, he made a ten strike and secured a position at a high salary. He made good.

Even a hesitating, halting address will often convince a prospective employer that the man has not the necessary qualifications. The other day the writer was sitting in the office of a business man and a boy came into the office. He was timid, hesitating, and backward in his address. After managing to say in the course of three or four minutes that he was after a position the firm had advertised he was sharply dismissed as not suitable for the job. The business man turned to the writer and said: "I don't want such a boy round here. He wouldn't succeed. I want a youth who believes in himself and can speak up about his merits. If I sent him out on an errand he would likely be just as backward in asserting himself in a strange office and getting attention as he was in asking for a job here."

Every advertising man knows the value of prestige. What is the meaning of that magical word? The definition of advertising by a well known advertising man incidentally throws a good light on the inner meaning of the word: "Advertising is influencing the minds of people. It is making others think as you desire. It means utilizing all those forces which produce impressions and crystallize opinions. It is the creating of prestige—that quality which causes others to accept a statement without question."

Certain firms and individuals have acquired a first class reputation for doing things particularly well. Where did they acquire their renown? Often through doing things particularly well and making big successes, but not seldom a careful investigation will disclose the fact that they were by no means backward in letting other people know of their merits. It rarely if ever pays the worker to efface himself and slink back into the shade. If he does anything particularly well he should do his utmost to see that he gets the proper amount of credit for it. Firms employ book-keepers who must never overlook posting the smallest asset to the credit side of the ledgers. In the life of the ordinary individual if he doesn't post his assets himself to his own credit he will find mighty few people who are willing to do it for him.

Publish abroad, therefore, your merits and worth—if you have any.

Extol your ability in certain lines, if you have the goods with you. In this world if you are not careful people will "write your merits in water and your faults in bronze." It's up to you, through judicious advertising, to change the reading of the quotation. Shout out loud and strong what you have done and what you can do. Let others discover your faults and weaknesses. There are plenty of "knockers" who will make known your deficiencies. Put the balance in your favor by blowing your own trumpet to good advantage. No man or woman of sense will think the worse of you for doing it. George Brett.

Mark Goods Explicitly To Avoid Mistakes.

Written for the Tradesman.

"I was both angry and chagrined the other day," said a lady who is one of the proper-precise-sort of persons.

"I went into a large store to look at ready made suits. I needed a variety of little articles besides, so as I strolled in the direction of the suit department I was keeping my eye open to buying opportunities along those necessary lines.

"Handkerchiefs! The very things, among a number of others, that I must purchase. So I stopped to get some, as long as I was right where they were kept in the store.

"There was a long narrow counter that ran midway of the wide ones at either side. On this were displayed hundreds of handkerchiefs. They were bunched into departments, with upright cards between them. The first section towards the door had at its farther end the mark, '25c.' As there was no card at the first end of the counter, one's natural thought was that the first section articles were all to be sold at 25c. There was no clerk near me, but there was one way down the aisle. To save time I selected a dozen from the section nearest the door, laid them together, took out \$3 from my money bag and, walking down to the girl, asked her if she would please do up that pile of handkerchiefs I had picked out, and here was the money for the same.

"She examined them critically and said:

"Where je pick 'em frum?"

"From this first section," I answered, "right in front of where it says '25c.'"

"Well, yer in th' wrong pew, thet's all," said she. "These is 50 cents."

"How does that come about?" I asked.

"Dunno," she said, tossing her head indifferently. "Anyway these is 50 centers."

"If these are 50 cents they ought," I asserted, "to be labeled as such, the same as you have all the others marked."

"The girl shrugged her shoulders and stood looking away while waiting for me to stop talking about it.

"I had to have as many handkerchiefs as I had put in the pile, so I was obliged to forego the pleasure of the pretty ones I had laid aside and take the 25-cent quality. Naturally, I didn't like them nearly so well as the more expensive ones, and

in carrying them since I've felt mad inside every time I looked at them.

"Of course that store had a right to sell its stuff for what it wanted to; but I thought I was getting such an elegant bargain for 25 cents, and then to have to come down and take something half as good for the same price—well, I couldn't help feeling cheated, that's all. And ever since, whenever I enter that store I can't help thinking of my disappointment over those handkerchiefs, and that makes me dislike the whole store. If they marked all the other handkerchiefs on a counter thirty feet long, they were misleading the public in not placarding the first section and in leaving people to infer that the first card in the list belonged to the first bunch of goods.

"The matter was a small one, but the intent was evidently there to deceive, and the circumstance, as it affected my pocketbook, rankles." Polly.

Was in the Wrong Church.

An absent-minded woman one Sunday morning walked into church, took a front seat and joined in the service vigorously. Then the collection basket was passed to her, and, putting a coin into it, she looked about. She cast glances in every direction, her mind cleared, and an expression of amusement overspread her face. She got up. She hurried down the aisle. She overtook the man with the collection basket. "I'm in the wrong church," she whispered, and taking out the coin she had put in she hurried forth.

Gillett'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

The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

BOUR'S COFFEES

The Admitted and Undisputed

Quality Coffees

They Are Trade Builders

Why?

Because the J. M. Bour Co. offers the Greatest Coffee Value for the Money of Any Concern in America.

Unquestionably the Best

Branch Houses
in all
Principal Cities

The J. M. Bour Co.
Toledo, Ohio

STORE INSURANCE.

Why Insurance Should Be Under Government Control.

The Legislature of Illinois at its last session instructed the Governor to appoint a commission of five men to serve without compensation and to bring before the next Legislature a draft of a law "providing a plan for industrial insurance and workingmen's old age pensions for consideration and action by the members of the Forty-fifth general assembly." This instruction brings the subject within the field of practical politics. Already the Legislature of Massachusetts has considered several bills on this subject and deferred action. Congress has had the matter called to its attention in various forms. It was inevitable that a movement which has been promoted by all other great nations should at last receive consideration in our land, which, in the pride of youth and often extremely provincial in legal traditions and rank individualism, has ignored some of the first demands of modern industrial conditions and left the ill paid workmen to bear the heaviest load of social progress. This strong assertion and several of those which follow rest upon evidence familiar to those who have studied the matter on the European side; but the body of facts cannot be given here. In Wilmoughby's book on Workingmen's Insurance the methods in different countries may be studied. The fundamental principle of industrial insurance is this, that the efficiency and well being of workmen is a national interest, and that insurance is necessary to maintain health, vigor, and moral progress.

The Supreme Court admirably has stated the principle to the decision of the case of Holden vs. Hardy: "If it be within the power of a Legislature to adopt such means for the protection of the lives of its citizens, it is difficult to see why precautions may not also be adopted for the protection of their health and morals. * * * The whole is no greater than the sum of all the parts, and when the individual health, safety, and welfare are sacrificed or neglected, the State must suffer."

It is easy to demonstrate that uninsured workmen, being at a disadvantage in comparison with employers in making a contract, are exposed to dangers, disease, moral perils and premature decay, that their lives are harassed with avoidable anxieties, that accident and sickness are more frequent and fatal with them than if they were protected as well to do people are protected. We therefore may expect to see, with the increasing complications of modern industry, and the increasing dangers of uninsured wage earners and their families, that legislatures will come to their aid, as Germany, Austria, France, Italy, England, and other great nations have done already. As the Supreme court said, in the opinion cited: "In view of the fact that, from the day Magna Charta was signed to the present moment, amendments to the structure of the law have been made with increasing fre-

quency, it is impossible to suppose that they will not continue, and the law be forced to adapt itself to new conditions of society, and particularly to the new relations between employers and employed, as they arise." Even if workmen were willing to neglect their duty to protect their families from starvation in times when they are thrown out of employment through sickness, accident, old age, or invalidism, the highest court declares in principle that they ought not to be permitted to do so, since the effect of their neglect will be felt in the social burdens of poor relief and crime to the tenth generation.

Self-interest has been found sufficient to secure repairs of machinery and plant, and the cost of their upkeep is borne by the producers, since it is charged with other costs of production in the price of the product sold. But in no nation in all history has self-interest been found adequate to provide for the upkeep of laborers, the second great economic factor in the production of goods, and that which, even before capital and after nature, is essential. But the repairs of human instruments of production are more vital to social welfare than even replacement of worn machinery, for a machine quickly is created out of raw material, but a good workman is the product of generations of slow and costly culture, training and care.

It is well known that Germany recently has forged ahead to take a place in the front rank of modern manufacture and commerce, and to rival England itself in her own lines of superiority. The two chief causes are her universal science and her social policy of care for workmen. Dawson cites a recent speech in the Reichstag by Count Posadowsky: "If Germany has just experienced a vast industrial expansion equaled by no other country in the world during the same time, it chiefly is due to the efficiency of its workers. But this efficiency must inevitably have suffered had we not secured to our working classes, by the social legislation of recent years, a tolerable standard of life, and had we not, so far as possible, guaranteed their physical health."

It was argued a few years ago in Massachusetts by business men that if the employers were obliged to insure their employees against loss by industrial accident they could not compete with employers of other states who had no such burden to carry. No doubt in a nation where each state makes its own laws this objection is plausible; but if insurance comes to be regarded as a kind of repair of impaired human instruments of production, and if wage workers themselves are willing to pay a part of the premiums, the objection may lose its force. The state which uses the most perfect machinery and the best workmen will lead all others in the competitive struggle for place.

Powerful forces are at work to secure uniformity. Everywhere the best lawyers feel the injustice of the present law; manufacturers of the highest type do not regard it, as

Sell

Your Customers

YEAST
FOAM

It is a Little Thing,

But Pays You

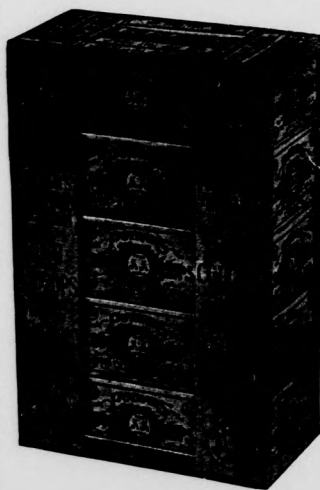
A Big Profit

"CANDIES"

It costs money to do things RIGHT, but we do it that way regardless of cost and give our customers the benefit. * * * * *

Straub Bros. & Amiotte

Traverse City, Mich.

Putnam's
Menthol Cough Drops

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

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

One Full Size Carton
Free

when returned to us or your jobber properly endorsed.

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

marking the limit of their duty to injure workmen; and workmen themselves are in revolt. These forces press wherein industry comes to be highly organized, and it would not be difficult to secure substantial uniformity in laws. But some state must have the courage to move forward, if only a little way. May Illinois have that honor!

Industrial insurance includes all kinds of provident thrift which are based on the doctrine of averages, which secure continued income for the necessities of life during unemployment caused by accident, sickness, invalidism, or even industrial depression. Only accident insurance now will be considered, as that must come first in legislation.

Without going into details it may be said that all important European countries have in some form adopted the principle of compulsory insurance against loss by industrial accidents. The employer is required to compensate his workmen for the time of unemployment on a scale which will prevent need of charity, or suffering from want of food. England enacted a law of this kind in 1897, extended it in 1900; and Parliament is now considering the further extension of the law to diseases caused by occupation; and old age pensions in some form will be added. In the United States there are several methods for providing for these cases, all of them unsatisfactory.

According to our traditional common law, which has been re-enacted by statutes in some states, the employer is liable to pay to a workman a sum which appears proper to the judicial authority, if the injury is due to the proved neglect of the employer. It has been estimated that the ratio of such accidents is from 10 to 15 per cent. of all injuries due to occupation. In all other cases, the vast majority, though the injury inevitably is connected with the process, the workmen must bear all the cost. To any one who is not a learned lawyer this looks much like taking not only property, but limb and life "without due process of law." This, of course, is unconstitutional—in case of property; and yet a poor man's arm not only is his capital, but more, it is his life. Some day our lawyers will discover a way of translating this fine phrase of the constitution into modern thought; at present it is used to block the way of progress, in some quarters. But there is so much good in this faulty employers' liability law; it admits the principle that under some circumstances a business ought to carry its costs, and that the maiming of a man is a serious part of this cost.

The harshness and inadequacy of the law are softened by those more intelligent and humane employers who go beyond their strict legal obligations and pay for the surgical and hospital care of employees injured in their works. From certain statistical returns it would seem that the laudable custom is growing. But the tendency is much hindered by the other growing custom of employers who contract with insurance companies to protect them in case they are sued

for damages under the liability law. The humane impulse thus seriously is checked and an alien element intervenes between the employer and his workmen. Yet these same insurance companies, under a wiser law, would become the friend of both parties instead of an occasion of bitterness and enmity. When they are made the medium of insurance in favor of the men instead of against them, this occasion for antagonism would disappear. The present employers' liability law is a serious disturber of amicable relations in the workshop.

Some of the trade unions have developed good insurance against sickness and accident, as well as against other related losses, and this feature is growing in extent. It does not seem just, however, in the light of modern industrial experience, to require the societies of workmen to carry the cost of a risk which properly belongs to the process of production. Benevolent societies have undertaken insurance against sickness and accidents, and the sums paid out by some of the fraternal societies amount into the millions; and all these voluntary agencies leave the poorly paid unskilled workmen and their families practically unprotected. Universal experience during more than a century has proved that insurance cannot be made cheap, within the means of all, without being made legally obligatory and under government control. This, of course, is no more "paternalism" than state inspection of banks as a guaranty of safe management of funds.

There remains another social method of providing for those who are reduced to misery by industrial accidents, the humiliating, degrading, and yet necessary method of public and private relief. This method is uncertain, fitful, inadequate, and morally injurious, and should be left as the last resort. The files and case cards of all our charitable societies will show daily instances where men who have been sober and industrious are soon reduced to dependence because the business to whose wealth they contributed health and limb has cast them out, after a crippling accident, on the rubbish heap the instant they became useless as producers.

No statistics or tables ever exhibit the obscure, but no less real suffering, caused by the absence of a universal system of workingmen's insurance. The poet and the novelist, not the social scientist, must set forth these hidden, yet tragical facts of daily experience. And when the situation has been set before the American people in all its miserable reality the boast of material success will be for a little hushed when it is discovered how great a part of the cost of such rapid increase of national wealth is paid by workingmen and their families who live a starved life on the pittance of charity, without a share in the increasing good of a civilization which is not generous and honest enough to pay for its happiness.

Charles R. Henderson.

Between some men and sponges the only apparent difference is that sponges will take water.

Too Valuable to Miss

Ariosa Coffee vouchers are the most valuable premium vouchers ever offered. The retail grocer should get one with every 20 pounds of Ariosa Coffee he buys. Each of these vouchers is worth about 20 cents in merchandise, and because it only requires a small number to entitle the grocer to a premium of real value, he should be sure to get all that's coming to him; we learn that this is not always the case.

Our object in giving these vouchers to grocers is to insure them an additional profit on Ariosa which cannot be taken off the price, and we want each retail grocer to get what he is entitled to.

IF YOU DO NOT RECEIVE FIVE VOUCHERS WITH EACH 100-LB. CASE OF ARIOSA, DEMAND THEM FROM YOUR JOBBER, AND WRITE TO

ARBUCKLE BROTHERS

NEW YORK

These Vouchers are Only Redeemable
From a Retail Grocer

"Happiness is a habit—
cultivate it."

If you sell
your customers

Mother's Oats

you will be happy—your customers will be
happy and we will be happy,
because you are.

If that is not cultivating happiness
than we will try again.

Don't forget the
Profit Sharing Plan
It's for you.

The Great Western Cereal Co.
Chicago

NO LOWER.

Furniture Woods Will Never Be Cheaper Than Now.*

The lumbermen of this country appreciate the importance of this industry in which you are particularly interested. You are among our best consumers of oak. You are turning \$5,000,000 worth of hardwoods into finished tables annually. I have no comparative figures at hand, but I believe that, if we had some statistical tables available, we would find that every year you are putting in extra leaves.

I take it that oak is the principal commodity in which you are interested, that, while you are using some maple or ash or elm or birch, it is the future oak supply that is vital to the table manufacturing industry. You do not need to be told there has been an increase in the average price of oak in recent years. I judge that most of you know that by experience. It would seem that this increase is accounted for by a decrease in oak production. The only authority we have at hand is the United States census. I find that in 1889 we cut 4,438,027,000 feet of oak and that by 1904 (according to the census of 1905) there had been an apparent decrease to about 3,338,000,000 feet—a decline of about 25 per cent. from the 1890 total product. During the five years, however, there was a material advance in f. o. b. mill prices. In 1890, according to the census figures, this average mill value was \$13.78 a thousand, and in 1904 it was \$17.51, an increase of 27 per cent. But it should be remembered that this average price is for all grades of stock from the poorest culls to the finest quarter sawed plank, and, as the best of the country is being cut, the average quality is decreasing year by year. There is steadily a larger proportion of low grade and a smaller proportion of high grade lumber coming out of the log run.

It would seem from this that a decreasing production is plainly evident; and, the fact of a decrease of production having been established, there is little necessity for argument. Lumber newspaper men have been accused before this of attempting to bull the market. But the lumber industry is founded upon such simple principles, its current resources and its demand are so well known, that its pulse may be felt as well by the layman as by any statistician. It is a well known fact that the forests of the United States are being much more rapidly removed than they are being replaced, that in fact they are being replaced almost not at all.

It is unfortunate that there has been no such thing as a timber census in this country. We know in a general way where oak grows, and we recognize certain sections as having heavy supplies, and we know in certain sections about what the oak stumpage is to the acre. Oak has the advantage of being one of the most widely distributed of woods. Quercus is a numerous family in the United States, having over seventy species

and varieties. Of these there are three or four called white oak and two or three of the red oaks that are of interest to your industry and enter into your supply. Oak has the further advantage of readily reproducing itself, but the disadvantage of very slow growth. The tree that will produce quarter sawed stock fifteen or sixteen inches wide is probably hundreds of years old. In view of the fact that there is constant addition to the species that are called merchantable, and the higher price which is coming to limit the use of oak for coarser purposes, the supply of furniture oak will last a good deal longer than most people think, but it will be at constantly advancing prices, so that, unless some other wood should supersede it, you have got to add to your own list price from year to year. In fact, from my slight experience as a buyer at the retail stores I conclude that these advances already have begun.

I do not think the table manufacturers of the United States may look for any weaker condition in the oak market in a month, a year, in many years, or ever. I do not think the manufacturer who has permitted his yard supply to run low with the idea that there is going to be any noticeable decline in the average price of oak has acted wisely or well.

From Kentucky, a heavy producer of oak, comes no indication of any increase of production. The only indication is that of a decrease in supply. The same may be said of Ohio and other oak producing states. In Michigan and Wisconsin and other states which are considered producers of oak the oak areas are well known and they are not so extensive that oak producers in those regions are afraid of overproduction or would expect a very long life for their mills if they were dependent on oak alone for their log supply.

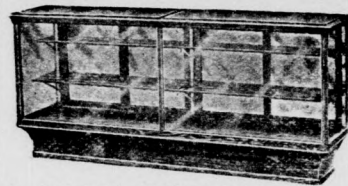
It is the opinion of the American Lumberman that the table manufacturers of the United States or any other large consumers of oak are making a mistake if they are building on the possibility of any serious weakening in the market.

To those of us who are trying to stand on a high place and view the kingdoms of the earth, it looks as though the furniture people, including the table manufacturers, were missing some points of the game. Did you ever go through the forestry department of a world exposition, like that at St. Louis, and notice the woods that seem adapted for your purpose? If you did you would find that there are woods of that sort from many countries, but especially from Australia and the Philippines. But you say, "We can't make experiments. We have to sell what the styles call for." On the contrary, it has been my impression and the general impression that you yourselves make the styles very largely. From Australia some of the gums, and from the Philippines such woods as narra and yacal, seem eminently adapted to table top making, and there are, for the purposes of this generation, unlimited quantities of them. I know how difficult it is for an individual to get away from the customs of his trade, but why can't

a bureau such as yours investigate such a question as securing substitutes for oak and import woods that seem to promise well, give them a thorough test and then perhaps jointly put them into use, first in an experimental way and then perhaps use them on a large scale? Three years ago the National Association of Wagon Makers and Carriage Makers did this very thing. They desired a substitute for poplar and officially adopted red gum as such a substitute. It has been used for box work and in other ways and has proven a success. Should any of you wish to investigate Philippine woods I would suggest you write to Capt. George P. Ahern, chief of the Philippine Bureau of Forestry, Manila. Here we meet the proposition that, considering present expense of logging and manufacturing of such woods and with high rates of freight, they might be more expensive than oak. Perhaps they would be just now, but by the time you have made the experiment and found out what woods you want oak will have advanced in price, and with a demand for the product there will be no lack of manufacturers to furnish these woods to you at much lower than the present prices. That is one of the things, it seems to me, a bureau like yours might well do on its own behalf and for the benefit of the community at large.

Be sure that you have an aim in life before pulling the trigger.

Wise men may fool others, but the fool fools only himself.



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, Washington Ave.

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 1/2, 1 and 5 gal. cans.

Standard Oil Co.
Grand Rapids, Mich.



Why It Sells

Because, in the manufacture of Crescent Wheat Flakes, we retain all the nutritive parts of the wheat.

Because it is more palatable than others. Because the package is a large one, and filled.

Because it sells at 3 for 25c and gives you 25 per cent. profit, when sold at 10c it pays you 50 per cent. profit.

Because its quality is guaranteed.

\$2.50 per case.

\$2.40 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

LAKE ODESSA MALTED CEREAL CO., LTD., Lake Odessa, Mich.

A HIGH MARK

That is what we are aiming at, both in number of subscribers and efficiency of service.

Over 107,000 Subscribers in Michigan, Including 35,000 Farmers

High-class Service

Moderate Rates

Fair Treatment

Call Contract Department, Main 330, and a solicitor will call on you.

The Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids, Mich.

*Paper read by Douglas Mallock before National Dining Table Association.

Night Work Does Not Pay Employers.

About two years ago a printing firm decided to put on a double shift. They hired compositors and pressmen to work at night, and soon had the plant in full operation night and day.

"We can figure out a good profit in this," said the manager, "although we pay slightly higher wages to the night force. You see, our fixed expenses, including of course the chief items of rent and investment, are enormous. By working double shifts we can double the output without increasing any items of expense except help, light and power."

After a three months' trial the double shift was abandoned.

"Oh, yes, we had plenty of work," said the same manager, in explaining the new move. "But the night shift did not pay. We only run it now in times of great emergency. We found it profitable to rent more space and buy additional presses. The output at night was not much more than two-thirds of that produced by the same force of men in an equal number of hours of daylight work. Then the character of the work suffered, and there was an undue amount of spoilage."

That the same showing is made in other industries is proved by a recent investigation made by the Iron Age. Many large industrial concerns have discontinued the night shift and others are making arrangements to that end. The modern cost system, coupled with the lessons taught by experience, is responsible for the fact that in many lines of manufacturing, where skill is an important element, employers avoid to the greatest possible extent the running of their works overtime or with night shifts. Formerly, during times of great demand, most works ran night gangs on the theory that production could be increased proportionally to the number of hours worked by the day schedule.

But the cost system of keeping accounts has proved that the night work does not pay, except, perhaps, in case of wholly automatic machinery. There seems to be no difference between day and night to steam and electricity, but wherever the human element has to be reckoned with there is a falling off, both in quantity and quality of output. The greater the amount of skill required in the work the greater the disparity in the product of the two shifts.

In machine tool shops, or in other works building machinery, night work has been abandoned, except now and then where orders are pressing. Overtime work never pays, it is said, aside from the possible increase in the scale of wages. When the men already are tired, and perhaps indignant at being kept away from their homes or their pleasures, it is natural for them to be careless and slow.

The head of one of the largest tool manufacturing concerns in the country says overtime may be employed with profit "to help a manufacturer over a hill, but when it comes to trying to maintain the business on a plateau above the plain of normal

maximum production, then long hours do not pay."

"Men can not and do not do the same grade of work at night that they do in the daytime," says the Iron Age. "They have not the same energy. They are not living the natural existence, for, by reversing the periods of waking hours and sleep, when they are not accustomed to it, the normal poise is upset. Men working nights are apt to take insufficient sleep."

"Presuming that a high class worker takes the best care of himself while working nights—admitting that he works the best he is capable of—he can not accomplish so much nor so good work on the average as in the day time."

It is now an accepted fact among employers that overtime workers wear out in a short time, and through weariness or sickness, or disinclination to work, they lose more time in recuperating than they gain by the extra hours.

One objection to the night shift has been the difficulty of getting the most skilled workmen to agree to work at night. One large Eastern firm in its efforts to get around this obstruction tried the experiment of putting its most reliable and skillful men on the night force and filling up the gaps in the day shift with whatever workmen they could find. But the experiment has been abandoned. Even the good men fell down in their night work.

In the zinc smelters of the Missouri district, where it is necessary to keep the blast furnaces in operation constantly, it has been found necessary to alternate the shifts, permitting the men to work two weeks by day and the succeeding fortnight on the night shift. The men who were working steadily over the furnaces at night soon broke down. Even the alternating shift is a cruel and killing grind.

The morning newspapers, a great part of whose work must be done at night, have found it necessary to maintain a high degree of efficiency, to make the hours of the night shift of the mechanical workers extremely short.

Summarized, the result of recent tests by the most accurate system of accounting show that men who work at night:

Have no energy.
Spoil a greater percentage of the product.

Do less work.
Are less careful.
Are slower.

Sleep less by day and lay off from their work more frequently, led away, perhaps, by the social allurements of the night, when the great majority of people are taking their recreation.

On the side of the workers, of course, the man who toils at night loses much. He is cut off from the social life almost entirely. He may not be with his family when the different members are at leisure and gathered at the fireside. His mind is not so alert. He suffers in bodily health, and he wears out sooner.

While the great industrial corporations may not be solicitous of the

worker's personal welfare always, they heed the ledger, and wherever possible the night shift generally will be abandoned. John Carmody.

Bohemia a Land of Importance.

The Bohemian girl of operadom is a different demoiselle from the Bohemian girl of the realities. Bohemia is more than romance, and is a land of extraordinary industrial activity, great agricultural wealth, considerable financial resources, and vast commercial possibilities; and its people are among the most industrious and highly educated of all the people of the old continent, where all phases of education are far advanced. The population numbers about 6,000,000, and is about 65 per cent. Czech and 35 per cent. German. There is considerable rivalry between the two races—a fact which is reckoned with by wise traders. They furnish to the imperial revenue of Austria about 25 per cent. of the total amount of state taxes received from the seventeen divisions of the Austrian empire. The kingdom of Bohemia ranks second in area but first in industry and commerce. The land is exceedingly fertile. Only about 4 per cent. is not under cultivation. About one-third of the industrial or commercial firms in Austria are established in Bohemia, representing about 37 per cent. of the total Austrian industrial and mining interests, and about 26 per cent. of its whole commerce. Bohemia covers an area of 20,061 square miles, or about 18 per cent. of the total area of Austria.

Make Me Prove It

I will reduce or close out your stock and guarantee you 100 cents on the dollar over all expense. Write me to-day—not tomorrow.

E. B. Longwell
53 River St. Chicago



Hocking Dry Measures

(Bottomless)
For filling paper bags. Saves handling vegetables twice. "Cuts out" guessing at quantities.
Order of your home jobber or
W. C. Hocking & Co. Chicago

A Special Sale

Secure a date for an August or September ten days sale, and have your store thronged with cash customers.

Odds and ends and surplus merchandise turned into money and your stock left clean and ready for Fall business.

My true and tried and strictly honorable methods will turn the duldest days into the busiest.

But it is not by argument but by achievement that I desire to convince.

The character of my work makes successful results certain and the after effects beneficial.

Highest grade commendations. Special attention given to securing profitable prices. All sales personally co-ducted. Write me to-day.

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

Pure Apple Cider Vinegar

Absolutely Pure Made From Apples
Not Artificially Colored

Guaranteed to meet the requirements of the food laws of Michigan, Indiana, Ohio and other states

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers
Detroit, Michigan



Hart Canned Goods

These are really something very fine in way of Canned Goods. Not the kind usually sold in groceries but something just as nice as you can put up yourself. Every can full—not of water but solid and delicious food. Every can guaranteed.

JUDSON GROCER CO., Grand Rapids, Mich.
Wholesale Distributors

WOMEN WHO WIN.

Story of Several Who Have Achieved Success.

"It's all bosh," said the man who sold hats, "this talk about a woman's not being able to run a business. A man usually needs a lot of experience to succeed, but it seems that often a woman who knows nothing of a business, when she must, can take hold of it and make it hum."

"Of all the women in business whom I have known, there is one whom I especially remember. Her husband was a customer of mine out in Kansas City. Maybe some of you know him. He owned and conducted my department in a large department store. But he was a fine man!"

"This man attended strictly to business. Once in a while, however, even during business hours, when some thought would flash through his mind, he would write it down. Most of his writing, however, he did at home. He was one of the best men I ever knew. He believed that there is good in every one if only you know how to get it out. There used to be—and may be yet for all I know—an old Italian, who kept a fruit and candy stand on the street corner near his store."

"This old man," said my friend to me, "looked the most cheerless person I ever had seen in my life. For a long time I passed him by. I never had seen him smile. One day I said to myself: 'I wonder if I can make this old man's eyes light up with joy. I'm going to try.'" So I went to him later, as I was coming home, and bought a little sack of bananas. When I left him I said "Good-by." He did not answer. I kept this up day after day, always saying, "How do you do?" when I approached, and "Good-by" when I left."

"In a few weeks the old man would greet me as I greeted him, and bid me "Adieu" when I left him. He would have a look of gloom upon his face when I would see him first, but the moment he caught sight of me his face would brighten. Just to see how he would take me, I would often keep my eyes looking at the ground as I came up the street, merely glancing up quickly to see if he had caught sight of me. Whenever he saw me coming his expression would change. One day I purposely passed him by a short distance, and when I turned around quickly I saw again on his face the old gloom. I never did this any more."

"One day I happened to have my little boy along with me when I bought the usual little sack of bananas, and when I started to pay for them Old Antonio said to me, motioning with his hands, "No mun—no mun."

"After that every evening when I went by his little stand and bought something he would drop a few pieces of candy into the sack, hand it to me, and hold out his left hand making a motion that it was for my little boy. We became good friends, but I often went around a block to keep from taking the candy."

"This was the sort of a man he was. What sort of a woman could you ex-

pect his wife to be? Only one that like himself was gentle in character. After a hemorrhage in his store one day my friend was carried home and soon died. All he left his wife and little boy was the little home and the merchandise of his department. A debt hung over this, but the little woman who scarcely ever had gone into her husband's store and knew nothing about the business or any other, took hold and right from the start ran the department as successfully as it ever had been conducted."

"The reason why a woman succeeds," chimed in the clothing man, "is because she works. You never see a woman in the back end of a store talking politics; she's up front arranging stock or talking business. Besides, she can live within her means."

"I used to know a little woman out west who went directly into competition with her husband. He was in the clothing business—had a small store in a cheap part of town where most of the trade was transient. They lived in the back end—German style. Their children were growing up and one day, said Mrs. Ludwig to her husband: 'Henry, we might just as well have the profits of two stores as one. The stock here is too large for the trade we do. Suppose you rent that vacant room across the street and start up over there. I'll run this place.'"

"Henry took the room across the street—he on one side and his wife on the other. It used to tickle me when he bought goods. He would say to me: 'Vell, gif me twelf suits, no—make it feeften—seex for me and nine for my wife. Do you know, dot leetle voman octully sells mor'n I do.'"

"You never can tell what a woman can do until you get her cornered," said a dress goods man who had come into the group before the last story was told. "She is like a cat behind a broom. And the west is a great place for women to go into business. No tom fool prudery out there."

"I used to hit the trail out in Washington. I was in the furnishing goods business then. One of my customers always would take me to his home evenings. And say, that was as fine a home as I was ever in. My customer and his wife had no children, but they had a niece and nephew who were just the same as their children."

"I had for many years sold goods to her husband, who ran a clothing store. One day, going into my old friend Kirk's store, I saw that a dry goods department had been opened up in an adjoining room."

"Well, I see you are spreading out a little, Brother Kirk," I remarked.

"No, not guilty," he answered. "That's the wife's venture."

"I went over to see Mrs. Kirk. She had never been in business in any way in her life but, said she: 'I felt I wanted to send my children away for an education. The income from my husband's business was scarcely enough to do this in the way I wished. I wish my children to have the best of everything that's going, so I said to my husband that he ought to put

in dry goods as well as clothing. He replied that he would be willing to but that he knew nothing about dry goods, and didn't know of anybody he could trust to run that department."

"Well, you trusted me enough to marry me," said I. "Will you trust me to run that side of the house?" I didn't know anything about running a business, but I did know this much: If people see what they want, they will buy it—and it looked to me simple enough to into a sample room, just as my husband did, and select goods. And do you know, I am making a splendid success. Why, for this season I bought the largest bill of cloaks, I am told, that ever came to this town. Now look over there! Only six left out of the whole lot."

"That woman who had never done

FINE SERVICE

Michigan Central
Grand Rapids, Detroit, Toledo
Through Car Line

Solid train service with Broiler Parlor Cars and Cafe Coaches running on rapid schedule.

Through sleeping car to New York on the "Wolverine," making the run in nineteen hours and fifty minutes.

For full particulars see Michigan Central agents, or

E. W. COVERT, C. P. A., Grand Rapids
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GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes,
Candy, Corsets, Brass Goods,
Hardware, Knit Goods, Etc. Etc.

Folding Boxes for Cereal
Foods, Woodenware Specialties,
Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

19-23 E. Fulton St. Cor. Campau,

GRAND RAPIDS, MICH.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known
Everywhere

No Talk Re-
quired 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

Good to the Very End

S.C.W.
5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

anything but take care of the home started right in without the slightest experience, bought goods and sold them, and made a substantial success. She sent her children away to school. Now the girl is married and well to do; the boy is a successful mining engineer with a sheepskin from Stanford university. She no longer runs the 'dry goods side,' having sold it out, and is again occupied with her household."

"That's perhaps the best place for a woman because she can attend to things there so much better than a man," said the shoe man. "Did you ever have your wife leave you home to take care of a bottle baby? But if a woman must hustle, I don't see why she shouldn't go into business. I have met with many of them in my seventeen years' experience in selling goods. One young woman I recall used to be a school teacher. She came into Denver to buy goods from me and went at it in a businesslike way, too. She asked me about terms and discounts and picked out her stuff as well as any man I ever sold. She got me interested and I asked her, 'How did you happen to get into business?'"

"She answered: 'Well, I slaved for years at teaching school for a small salary. Seeing that men were making a success at running stores, I thought that I could do the same. So I sold the little farm that had been left to me and put in a line of millinery goods. The ladies who came to buy hats from me began to ask for things for their children. This led me to put in a line of children's goods. Then they began to ask me for shoes and hats, and clothing for their husbands. In went a line of men's goods! When I had this the men began to come into my store, and the first thing I knew I had a store in which I carried about everything. I am now doing more business than any store in the town, and, with much less work, I am making each year several times more than even the superintendent of schools in my town.'"

"Why, I used to know that young woman when I traveled in Colorado, Ill bet—you know, I've hiked it all over the west," exclaimed the hat man. "Ah! that west is a great country. But, talking about your school teacher, did you ever meet Miss Stokes? Say, but that girl was a bird!"

"When I was out on one of my trips my house sent me a letter that had been written to them by a firm, Stokes & Co. The letter stated to my house that Stokes & Co. would like to have their salesman call. As the town where this firm was in business was hard to reach I wrote that I could not call, but that I would be in The Dalles on a certain day and would be pleased if Mr. Stokes would come to see me, and that I would pay his traveling expenses for so doing. When I reached The Dalles a reply was awaiting me. The letter stated briefly, 'I will be in to see you on Monday morning' at 10 o'clock, and was signed 'M. J. Stokes.'"

"On that morning the clerk in the

hotel said to me: 'There's a young woman in the parlor who wishes to see you.'

"'Young woman!' thought I, 'Well, I wonder what young woman can be waiting to see me. I don't know any young woman out here in this country.'

"Going into the parlor I met a young woman. She said to me, 'I am Miss Stokes. I wrote you a letter saying I would be in this morning to buy some goods. Are your samples open?'"

"'What! Do you wish to buy some goods from me?' I kind of stammered. This was my first experience of the kind and I was rather mixed on my dates.

"'Well, why not?' she asked.

"'There isn't any reason, of course, why you should not,' said I, 'but I was really expecting a man and you surprised me.'

"She said, 'O, no; I run the business. Father thought he might as well make a business man out of me as anything else. He rather believes in women being independent anyhow. I had a little money and he put in more with me and we started the business.'

"'I was almost afraid I would not be able to keep my appointment, though. You see our town is about twenty miles from the nearest railroad town and is on the other side of the river. I had to drive through the mud yesterday in order to get down to the river, and when I reached there not a boatman was to be found. Of course I had to go down to the boathouse, break the lock, get out a skiff, and row across the river myself to get to where I could catch a train. But here I am all right.'

"I would not myself have rowed across that raging river—the Columbia river—a mile wide at that time of the year—and really raging—for all of the goods in this house!"

"I sold Miss Stokes a good sized bill and for many seasons after that she came to meet me. She was about the pluckiest young woman I ever knew. After about three years, in answer to my usual letter asking Miss Stokes to meet me, I received a reply written on a letter head of 'Hayes & Co.' Just the same, the same young woman came to see me, but she was no longer Miss Stokes. She was Mrs. Hayes. She had married her old clerk. This time her husband, not her father, was the 'company.' I then understood why it was that each season she had invariably bought a special one-twelfth dozen of the best men's hats I had in my line."

"You musn't forget that women are plungers, too, and they can run big businesses," began the stove man. "Why, look at the big Bon Marche in Paris. In Chicago, you know, on State street, two of the largest department stores are owned and run by women."

"Yes," spoke up one of the salesmen, "and if some one could only tell the husband of one of them how much she was spending for advertising he would turn over in his grave."

"Just as I was telling you," answered the stove man. "I told you women had nerve."

"And there are lots of them, too, who never get credit for what they do," added the dress goods man. "All of this goes to their husbands. One fellow I knew, though, appreciated his wife's ability. He once was giving me a statement of his business.

He told me how much he owed and how much he had, and then he said: 'I have a wife, too, that in my business is worth \$10,000.'

Charles N. Crewdson.

Any man possesses the ability to be as big a fool as he pleases.

A man who has made good doesn't have to blow his own horn.

A Good Agent Wanted In Every Town

We are distributors for Western Michigan for Carrara Paint and wish to appoint a sub-agent in every town in our territory. Carrara is composed of pure minerals, ground in linseed oil, and is in every way superior to white lead paints. We now have a large and complete stock of Carrara Paint and are able to fill all orders promptly.

WORDEN GROCER COMPANY

Distributors for Western Michigan, Grand Rapids, Mich.

Guns and Ammunition



Complete line of
Shotguns, Rifles and Revolvers
Loaded Shells

Camp Equipment Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan



Where a Fit Is Not of Vital Importance.

The Tennessee River boat was loading close by the levee. It was the first of the new crop of peanuts being carried on and the loads the negroes were toting were pretty bulky ones and heavy.

I stood by the end of the landing stage and watched the steady stream of "labor" passing on and off. I tried to count the number of men, but somehow I couldn't seem to remember their faces and they all looked alike, anyway. After I'd got up to twenty types seemed to reappear, and so I gave it up and began to study feet.

Here was the most remarkable collection of feet and their coverings I had ever seen. Occasionally there was a foot absolutely and frankly bare, but most of them boasted some sort of covering, no matter how useless, bungling, ragged or disreputable. I saw some foot coverings, they could hardly be called shoes, which, it appeared to me were so useless that the negro had better have left them off entirely, but the mate told me that, no matter how humble there was nothing the negro would fight for more desperately than for or about his shoes.

When a negro roustabout goes to sleep, curled away somewhere on the lower deck in among the cotton bales or tucked up on a pile of wood, or even a pile of soft coal, he takes those shoes off and uses them for a pillow, and there he keeps them safe. Besides it gives his feet a chance to breathe. Funny fellow the negro roustabout.

"Those negroes that you see there," remarked a nice motherly old Southern lady, who was a fellow passenger one day when I was watching the roustabouts at work from the upper deck, "those roustabouts, of course, are rather better than the average negro, or they wouldn't be working. You can imagine what the bad negro is."

"I suppose their souls are worth saving at that," I ventured.

"Souls! Souls!" she ejaculated. "They haven't any souls, unless you mean the soles of their shoes, and even you must admit that they're not worth saving."

"Why, they're just like us," I persisted, "except that their faces and bodies are black."

"Nonsense. So's a monkey, except that he has hair on his body and can't talk. If monkeys could talk you Northern folks would be wanting to save their souls. Now, just get it into your head that those negroes down there haven't any more souls than so many monkeys and you'll have the negro problem sized up just about right."

I left her sadly. One's standpoint on the negro question changes a lot, it must be admitted, when one gets down into the Black Belt, but, after

all, it's hard to agree with the Southern lady.

It was more fun watching their footwear than talking about their souls, so I went down and took snap shots at the feet. Occasionally a superstitious black fellow would take fright and jump high just as the shutter snapped and I'd lose a film. Even the mate couldn't understand why on earth a man would be fool enough to take pictures of negroes' feet, and I didn't try to explain. For my part I couldn't understand why they didn't use steam or electric conveyers for the freight instead of negro muscle, but I didn't venture to criticise.

I suppose that some negroes, sometimes, must buy new shoes. I mean working negroes, of course, for the fancy sort are extra good customers in the South, they tell me, particularly if the footwear is fancy enough. But how on earth the right sizes are kept in stock long enough and wide enough gets me. Foot after foot went by my camera that must have been over twelve, and I venture to say that a good many would draw fifteen WW on any size stick that was ever invented.

"Where do they get those shoes?" I asked of the mate.

Once in a great while they buy 'em of stores, win 'em at craps away from other negroes, pick them up from dust heaps. Any old way."

"Don't they get enough wages to buy good, strong, serviceable shoes?"

"Wages? Holy Moses! We have to pay our labor \$90 a month.

"What do they do with it?"

"Craps and every kind of foolishness."

"They seem to think so much of their shoes that I would think they would get shoes the first thing and then fool their money away after that."

"Sometimes they do, but in the first place much as a negro thinks of his shoes, it's the thing he hates worst to spend real money for. Then it is the first thing some other negro will want to throw craps for, and a rouser who gets a pair of new shoes has his life pestered out of him to keep some other negro from stealing them off his feet or out from under his head while he is asleep or winning them away from him at craps. Of course roustering is hard on shoes and they can't stay new long. Jumping out in the rain and mud rots 'em from the outside, and then from the inside—well, you can imagine what a negro rouser's feet are like."

"I would think they would have rubber boots to wear in mud and wet."

"Well, some of 'em do, but the trouble is when it comes dry again the rubber is uncomfortable, and the negro that comes aboard with a change of footwear seldom goes off the boat with it. The roustabouts have found that it isn't safe to have any more clothes and shoes than what they have on."

Just at this moment an odd foot covering went by. A negro whose shoes had given out had taken two old, old, old, old, horribly old felt hats and bound one on each foot with strips of rags. I got him into con-

Genuine

Hard-Pan



Shoes

The real genuine **Hard-Pan** shoes are the kind that wear the longest.

This is because they are solidly made of far better leather than any ordinary shoes.

For a quarter of a century we have made the **Hard-Pan** shoe. During this time the word **Hard-Pan** has come to stand for shoes that are extra good in every way.

This is why they are so widely imitated.

To protect the public we stamp our trade mark on the soles of every pair—a guarantee in every case of shoe satisfaction.

And the genuine original **Hard-Pan** shoes are made and sold only by

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



Celebrated "Snow" Shoe

We have been made the Michigan distributors of the celebrated "Snow" Shoe, and have purchased the entire stock which the C. E. Smith Shoe Co., of Detroit (the former distributors who are retiring from business), had on hand, so that we might be able to fill orders at once and without delay while more are coming through the works.

There is no shoe in this country that has so favorable a reputation as "snappy, up-to-date" goods, together with the fact that this manufacturer is the only one who **guarantees** his Patent Leather Shoes against cracking.

Those who have purchased of the C. E. Smith Shoe Co. can re-order of us, using same stock numbers, and while the present stock lasts you will receive old prices.

Do not forget that we are the Michigan distributors of the celebrated "Snow" Shoe.

Waldron, Alderton & Melze
Saginaw, Mich.

versation and he said that the foot-gear was the most comfortable he ever had for dry weather, but when he went ashore at night into a muddy field the hats made pretty tough navigating. However, when it happened to be clay mud, sometimes it hardened so that it made a sort of sole that wasn't so bad.

As to stockings I didn't see one on a rouser while I was on the boat, and it made me shudder, away down in Mississippi one morning when we were loading railroad ties, each negro teting a heavy tie aboard on his shoulder, to see two fat, bloated moc-casins which the men had killed when the bottom of one of the piles of ties was reached.

There was a nice little lady aboard from Atlanta, and I asked her how white shoes and slippers were doing in her city.

"Why, selling lots of 'em, I reckon. I wore 'em myself last year and the year before, but then the negro girls all got 'em an' a good many of us declared we wouldn't wear another pair, and I haven't, but it looks as if most people keep right on and I reckon likely I'll put 'em on again this next year."

"They're a pretty comfortable thing to give up," I remarked.

"That's just the way I reckoned, myself. I said to Sue Parselle, 'Sue,' I said, 'you an' I are jes' idgits to give up good things to negroes,' 'an' Sue an' I are goin' to wear 'em again nex' summer."

"Whether the negro girls do or not?"

"It don't make any dif'nce, but it jes' makes mah blood boil to see 'em. There's a negro girl school in Atlanta, an' to see them negro girls with their white shoes on an' tryin' to be jes' lak white girls an' callin' each other 'dear' an' 'sweetheart' an' 'honeyin' roun' up an' down the walks three or four of 'em with their arms 'round each other's waists, jes' lak white girls, it's disgustin'. That's what it is."

"But you're not going to let them cheat you and your friend out of comfortable summer footwear?"

"Indeed an' we're not."

And so, I judge, canvas goods will be considerably in demand in the South, anyway, another season.—Ike N. Fitem in Boot and Shoe Recorder.

Song of the Grocer.

Here's to good old teas,
Scoop 'em up, scoop 'em up!
Here's to pepper—full of p's,
Scoop it up, scoop it up!
Here's to every grocer!
Will he take a back seat? No, sir!
On fat profits he will grow, sir!
Scoop 'em up, scoop 'em up!

Here's to groceries that please,
Scale 'em down, scale 'em down!
Here's to "mighty," study cheese,
Scale it down, scale it down!
Here's to breakfast Eat-a-bola,
Here's to healthy Take-a-rola,
Here's to fragrant Gorgonzola,
Scale 'em down, scale 'em down!

Here's to everything we sell,
Scale and scoop, scale and scoop.
Of rich margins may you tell,
Scale and scoop, scale and scoop.
May we reach on every side,
O'er Prosperity's high tide,
Scaling profits far and wide,
With a scoop, with a scoop!
Scaling profits far and wide,
With a scoop!

Some men are kept so busy criti-cising others that they have no time to accomplish anything themselves.

Assortment To Purchase for Christ-mas Trade.

The writer at one time was working extra in a shoe store about a month before Christmas. He was assigned to the slipper department. The store in which he was engaged had a reputa-tion for carrying the largest stock of slippers in the city, and it was nothing unusual for a half dozen extra salesmen to be employed in that department commencing about six weeks before Christmas and lasting until the holidays.

It was a busy Saturday night. A gentleman came in and asked to see slippers for himself. He said at the commencement: "I want a very neat slipper and I want one that fits as well as a shoe. It has been the cus-tom of my wife, ever since we were married, to make me a Christmas present of a pair of slippers. In most cases the kind she selected neither suited me nor fitted my foot."

"This time I am going to work a little sneak on her. I am going to tell you just what I want and ask you to fit my foot. Then I am going to ask you to lay them away and write my name on them. She will be in in a week or two, no doubt, to buy a pair. I will then ask you to make it appear that you are getting this pair out of stock, and if she finds any objection to them, I wish you would please use all your argumenta-tive powers to convince her that this is the pair that would be best suited for me."

His wishes were complied with, and he was fitted in a nice vici kid turn

slipper, size 8 B. They were laid away for him and his name put on them as he directed.

The occasion of Christmas suggests slippers to the minds of nearly all re-tail shoe dealers. Women buy them for their husbands, and men buy them for their wives. They are, no doubt, about as appropriate gifts as could be selected and are useful as well as ornamental.

The city stores, as a general thing, make an earnest effort to capture the slipper trade, but the country stores, according to our observation, are sometimes negligent in this respect.

They argue that they would have to put in such a large assortment in order to please their patrons that it would not be profitable. They fear that the goods left over after Christ-mas, which would probably have to be carried another year, would more than eat up the profits of the sales that they had made.

In one respect they are correct. It takes a great deal of care, forethought and good judgment to buy slippers judiciously. Sizes, kinds, styles and qualities must all be considered.

One dealer remarked to the writer that it was not at all difficult to buy a bill of slippers and sell part of them, but it was an extremely difficult mat-ter to buy a bill of slippers and sell all of them before the holidays.

What is left over is naturally dead property until another year. There is one thing that can be said about them, however, that can not be said about shoes. Styles do not change to any great extent. A slipper is bought and

All the Good Points

of a rubber shoe
can be summed up
in two words---

"Beacon Falls"

You can get them at

Not in a Trust

236 Monroe St., Chicago



Our new catalogue is a beauty

worn more for comfort than anything else. Certain patterns are always staple.

While care should be exercised in buying a certain quantity and sizes, there need not be much difficulty in ascertaining just what styles will be correct.

We will endeavor to give a general idea of what would be considered an average slipper bill for a town of ordinary size in the country.

In speaking of women's slippers, we think the fur trimmed ones usually predominate, and we would not advise paying less than 75 cents per pair for them. They can be purchased much cheaper, but their appearance is against them and they will not wear long enough to please the recipient. It would be much better to let the buskin take the place of the cheap fur trimmed slipper.

Perhaps thirty-six pairs of the 75 cent kind, eighteen pairs each of two different colors would be about correct. They will retail at about \$1 per pair, which means a fair profit.

Then about thirty-six or forty-eight pairs costing \$1, about a dozen pairs each of three different styles, retailing the best looking style for \$1.50, and the other two styles for \$1.25 or \$1.35. This equalizes the profit to some extent.

Then we would suggest about eighteen pairs costing \$1.15, which would readily retail for \$1.50.

Of course the regular line of warm shoes and buskins should be purchased, but they are not novelties. They are staples. About twelve pairs each of 5s to 8s, 8½s to 11s and 11½s to 2s, costing respectively 60, 70 and 75 cents per pair. A red felt with black fur trimming would probably be the best seller in these sizes.

It might also be well to purchase something to sell for 25 and 50 cents, but we would not advise many of this quality.

In slippers for men there is usually a good trade on the 50 cent Everett, costing about 37½ cents. A retailer will not run much risk in buying these in large quantities, although if he can work his trade up to better grades it will be better for all parties concerned.

They can also be bought in boys and youths' at a few cents less per pair and will retail at the same price as men's.

Then we would suggest a slipper to retail at about 75 cents per pair, but we would not buy many of them. One of the best staple sellers in slippers will be the dollar kind. They can be bought for 70 or 75 cents in both tan and black and will find many purchasers at the price quoted.

A line upon which the retailer should center his best efforts is one which retails at \$1.50, costing about \$1.15. They can be had in black and tan turn sole, chamois lined, both Romeo and opera styles. For a country trade we would not suggest buying them on narrow widths. We would confine them to an E width. You will find that the sales of each color will be about equal—probably as many tans sold as blacks.

The Romeos, especially, or Faust slipper, as some call them, which

reach the ankle, can be sold more or less all the year round. Quite a few men purchase them of their own accord to wear around the house, in the event that their better halves have neglected supplying them during the holidays. These should be bought in such quantities as the volume of the retail business would suggest. It is not within our province to say whether you should buy 12, 24, 36 or 48 pairs. You know better about that than we do.

A grab sale at a quarter per grab could also be made an attractive feature. Pick out all merchandise that you are willing to sell for 25 cents. Small articles worth only a few cents could be bunched together and any slow moving merchandise could be placed with this lot. The goods can be concealed in wrapping, or placed so that they can be examined before purchasing.

Nothing should be placed with this lot that is not worth 25 cents per grab or more. These attractions should stimulate the holiday trade earlier than usual, but judgment should be used in not starting too early as to interfere with the sales of regular lines.

It is best to conclude the giving of the coupons a few days before Christmas so as to give this department a chance to complete all business before Christmas Eve.—Drygoodsman.

Honesty is as good a policy as it ever was, but it doesn't seem to have been used as much in politics as we have been led to believe.

Our Holiday Goods

display will be ready soon.

See line before placing
your order.

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

Blankets Robes Fur Coats

Now is the time to see
that your stock is complete.

Send for our new illustrated list.

Prompt Shipments

Brown & Sehler Co.
Grand Rapids, Mich.
WHOLESALE ONLY

Mail us your sizing orders for

RUBBERS



We carry the

"Glove"

Rubbers in firsts. Try them! Further arguments will be needless.

If you want a good seconds we can furnish Rhode Islands at 5 per cent. less than other seconds.

Hirth-Krause Co.

Shoe Manufacturers

Grand Rapids, Mich.

HARD PAN SHOES
FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR
SOLD HERE
MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

Getting the Business

is an important point, but vastly more important is holding fast the business you get.

Hard-Pan Shoes

keep the trade coming—simply can't keep the people away from a store that handles our Hard-Pans.
Good leather and good shoemaking—that's the combination; that's exactly our proposition and that's what counts when it comes right down to business.
Think what this means to you when we give you the exclusive agency in your town. We give you shoemaking, we give you profits. Deliveries right out of stock.
Mail a postal today for samples.

Our Name on the Strap of Every Pair

HEROLD-BERTSCH SHOE CO.
Makers of Shoes
GRAND RAPIDS, MICH.

Difficulty Experienced in Securing Men for the Woods.

Menominee, Nov. 6.—That the output of forest products will be curtailed 25 per cent. by the scarcity of labor and that lumber prices will be proportionately higher, is the statement of one of the most prominent and best informed lumbermen in this city.

Lumbermen and loggers all over the Upper Peninsula are seriously concerned over the labor problem, which threatens to greatly hamper all mill and lumber operations for months to come.

It is stated that many jobbers who have contracts on hand will be unable to fill them because they have found it is almost impossible to obtain help and that it is almost impossible to get any one to contract at the present time to get out any certain amount of timber within a specified time.

An instance of the scarcity of labor comes from Crystal Falls, which has for many years been the center of a big wood business. The yearly output shipped to the Chicago and Milwaukee markets has always been in the neighborhood of 14,000 cords. This year there will be less than 1,000 cords shipped.

Wood choppers are so scarce that the city of Crystal Falls, situated in the heart of a large timber belt, is facing a wood famine. The delay in getting cars at Crystal Falls is also said to be a factor in the situation.

It is not believed that the mills of Menominee county will suffer seriously as the result of the scarcity of labor as they get most of their timber from individual jobbers, who depend on their relatives and other men whom the big jobbers can not get to go into the larger camps. The Spies Lumber Company, the J. W. Wells Company and the Peninsular Box & Lumber Company expect to get as much timber as ever, although they may have to go farther and pay more for it.

Crawford & Sons, at Cedar River, are the largest operators in the county outside of the city. They have been logging all summer and their skidding is well under way. Their output this year will be close to the average, 20,000,000 feet of lumber and a large number of shingles.

The Mashek Lumber Co. extended its logging railroad several miles this summer and will operate extensively this season unless it becomes crippled for help. The Wisconsin Land & Lumber Co., at Hermansville, has no labor troubles as the majority of its men live in the village and are employed by the same company the year around.

The I. Stephenson Co., of Wells, has had great trouble to secure crews for its woods operations. It is expected that the situation will be relieved somewhat, however, by the close of the Ford River Lumber Company's mill at Ford River and the shutting down of other summer mills.

A large Delta county operator said last week that offers of \$45 and \$50 per month and board did not have any effect in securing men for the woods. Lumbermen are at a loss to account for the unusual scarcity

of help, although some are inclined to attribute it to the large amount of building operations now going on in this section, especially in the lower end of the Upper Peninsula.

Quill toothpicks come from France. The largest factory in the world is near Paris, where there is an annual product of 20,000,000 quills. The factory was started to make quill pens, but when these went out of general use it was converted into a toothpick mill.

BUY
Mayer Shoes
And Watch
Your Business Grow

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

"Red Seal Shoes"

"Red Seal" is the seal of shoe quality for women. All leathers. Twelve styles. Blucher cut, lace or button, for house or street wear. Retails for \$2.50 and \$3.00.

MICHIGAN SHOE CO., - - DETROIT

Floor Coverings

We carry a complete line of Matting, Oil Cloths and Linoleums.

Mattings at 10½c per yard and better. Floor Oil Cloths at 17c per yard and better. Linoleum at 35c per yard and better. Also a nice line of Stove Oil Cloth Rugs.

Our goods are new and the patterns are neat and desirable.

P. STEKETEE & SONS
Wholesale Dry Goods Grand Rapids, Mich.

The Sun Never Sets

Where the
Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

Over Any Other Artificial Light, which is Demonstrated by the Many Thousands in Use for the Last Nine Years All Over the World.

Write for M. T. Catalog, it tells all about them and Our Systems.

BRILLIANT GAS LAMP CO.
42 STATE ST. CHICAGO, ILL.



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 dividend 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

REEDER'S GRAND RAPIDS

Have a large stock
for immediate
delivery

HOOD RUBBERS



The goods are right
The price is right

They are

NOT

made by a

TRUST



Geo. H. Reeder & Co.

State Agents

Grand Rapids, Mich.

IDEALS NOW LEAD.

The Individual No Longer the Dominating Personality.

They remind us at the learned college class in economies that workers are called laborers no longer, but operators. In the shops, as the delicately caparisoned customers all know, salespeople are known by their numbers, not by their names. Forsooth, something of the personal is passing from our workaday world. Its great grandeur has waned in degrees from the pompous days of the proprietor-laborer in his factory cottage where the man was sovereign, through intermediary stages of bigger and bigger factories, of more and more automatic organizations, of littler and littler men until the present decadence, the present departure of the dominating personality. In the large shops customers do not know or see the proprietor; the leading member of the firm may retire yet the business proceeds as before. His voice speaks in the hum of his thousand employes, his pulse throbs through the arteries of the entire system, the methods of the house, but the man as a personality with handshake, mustachios, and brilliant white collar has dissolved, or has diffused himself among all the white collars, mustachios and handshakes of buyers and clerks.

Ditto in the home. Good Mamma scarcely need know anything of baking and brewing and washing and sewing if but her telephone is in order. The roly-poly washerwoman of yore toiling in her tubs, who knew the family children by name and chattered neighborhood gossip with Mamma, is softly and suddenly vanishing away, and laundries known only by their bills and telephone calls are appearing. Rugs and curtains are off with the collars and cuffs to the cleaneries, soon to be followed, folks say, by the dear familiar fragrances of the saucepan and mixing bowl. For, tell it not in Gath among the orthodox housemothers, but cook and kitchen are passing too, and Mother Earth's fair fruits and predigested breakfasts are coming up to the table by tubes like the water, or by wagon from remote ranges like our bread from unseen bakeries, leaving us quite bereft of the family ills and pills and bills of the celebrated "girl" and "second girl" save as "cases" of some associated charities. For hand-to-hand and heart-to-heart beneficence also is out of fashion in these tripping times of organization where individual men are little, and system, means, and methods are big.

Society itself slackens its hold on the personal. And society is the stronghold of all that is personal. It is the battleground of human interest. Alackaday for the human interest! When Lady Teazle was teasing her lord and amusing all London, gossip and slander and shadowy reminiscence were leading stocks in trade in her success as a drawing room figure. But nowadays scandalmongers are counted boorish. The etiquette manuals counsel the uninstructed to avoid uncomplimentary personalities, in general, and the debutantes are en-

joined to supply their conversation from the impersonal largess of art, music, travel, the drama, literature.

Literature is cited as a small talk topic. And literature is among the waning personalities, the waxing impersonalities. It is not that the novelists love hero and heroine with their fire and sword the less; but that the public love nonromantic reading the more. Here must be discrimination between the bookish public and the word-deciphering masses. A few hundred years ago the masses were illiterate. Of making any books there was scarce beginning; of newspapers there were none. In their twentieth century incarnations these people have and enjoy the dailies and dime novels. The readers of a century or two ago meantime have risen to the level of science and letters and philosophy, at least in their popular phases. When the great Haeckel's "Riddles of the Universe" sallied forth from the printing presses a few years ago its welcome among even the multitudinous novel reading masses incited comment by the press.

And last year the press noted a change in political methods. The politician as orator was scored as passe. Men move their masses now by the principles they represent, the cause they have espoused rather than by personal magnetism or eloquence. The change is subtle and great. The personal element has left the leader. Yet of old the personal element was the leader's talisman. It was his personal prowess that pressed the people on. Their devotion gathered about him. They loved him, and through their love for him they were constrained to work his will.

Men will lead by their personality and magnetism. Men still follow for the sake of the leader. But the representative men of the hour are puppets of principle. The leader leads perforce of what he represents, teaches, expresses. And it is this principle which he advocates that has become the virtual leader. The man is merely the mouthpiece of a great truth, a cause, a movement. More and more it is the truth, the cause, the movement that sways men's minds; less and less it is the puissance of a supreme personality. The French were perhaps the first people to appreciate this, with their slogan of "Liberty, equality, fraternity."

Less and less we reckon with the things that are seen, more and more we rely on invisible realities. More and more we are grasping the "thing itself," the noumenon, and require no longer the represented thing, the phenomenon. We no longer need kindergarten blocks and balls and pictures; we understand abstract number, color, form. Our consciousness has risen above the concrete to the abstract. We are passing from concrete ideals to abstract, from concrete thought to abstract. We follow not the leaders, but that which the leaders would teach. The individual leaders may fall by the wayside, they may pass away, but the ideals remain—their disciples remain, the truth goes marching on.

In a good book of spiritual wisdom is set forth the ideal of a character

CHAS. A. BENSON

DEALER IN

CHOICE GROCERIES, ETC

BELL PHONE 618-2R

BENSON MICH. Sept. 25, 1906.

Michigan Tradesman,

Grand Rapids, Michigan.

Gentlemen--Your paper is a most welcome visitor.

It is without a peer. I have met with splendid success during my business career of three years here and I am firm in my belief that, without your paper, I WOULD NOT HAVE BEEN SO SUCCESSFUL, as your pointers and advice are always SOUND, RELIABLE and PRACTICAL beyond comparison.

I contemplate building a second addition to my store in the spring to meet the demands of my increasing trade.

With best wishes for your continued prosperity, I am,

Yours truly,

Chas A. Benson

BUTTER, EGGS, POTATOES,
VEGETABLES, FRUITS,
BEANS, POP CORN,
HICKORY NUTS, CHESTNUTS,
BUTTER-NUTS, MAPLE
SYRUP, MAPLE SUGAR, ETC.

J. L. MEEKER,

Jobber of COUNTRY PRODUCE

AND DEALER IN

General Merchandise.

NUTWOOD, OHIO. OCT 18 1906

The Tradesman Co.

Grand Rapids Mich.

Dear Sirs.

Inclosed please find check for Two Dollars for which please send the Tradesman to my address for one year from date of expiration of present subscription. I could not get along without the Tradesman it is the best publication of its class that I have ever got hold of.

Yours Truly
J. L. Meeker
NUTWOOD, OHIO.

that has lost all its personal idiosyncrasies, that has become a beneficent force in the hands of the vast powers unseen. Do we realize how this ideal is fulfilling at least incipiently in some great folk of today whose personality is merged in the work they do, whose egoism is mingled with the many egos of their co-workers? Their thoughts, their words, their acts flow as lifeblood through all the arteries of the organization which they head. It is their living organism of a thousand individual egos that becomes the leader, the dominating personality, the ruling ego.

When we comprehend the rising of the general consciousness from the concrete to the abstract, and when we understand the merging of the one supreme personality into a multiple large personality we get some meaning from the passing of the personal.

Our merchant is a firm, our washerwoman is a laundry, our hero is a science, our leader is a principle. The individual merchant may go the way of the flesh, but the firm remains, the individual washerwoman may fall ill, but the vast laundry continues her work, the individual leader may fail, but the truth still speaks through the lips of a hundred co-laborers.

E pluribus unum. Personality has become a multiple personality; the concrete has become the abstract. These are two inner meanings of these outward workings.

In a word, we are becoming socialized. For organization presupposes an ensoulng principle; and the increasing organization among men goes hand in hand with their increasing appreciation of the abstract.

As human solidarity is recognized and realized in universal brotherhood the universal soul of the universal man is being born.

Ada May Krecker.

Plenty Reigns in Palestine.

The Holy Land is flowing with milk and honey. The stimulus given to Palestine trade is in great measure due to plentiful rains and consequent good cereal and orange crops and the absence of quantitative restrictions. Twenty years ago the revenue was about \$50,000, while last year it was estimated at \$200,000. Another incentive to trade is the annually growing number of tourists who now visit the country in spring and autumn, arriving frequently in specially chartered vessels. At Gaza the government purposes to build a sea jetty, which would give an impetus to trade there, as at present there is only an open roadstead, and whenever the sea is rough the loading or discharging of cargoes is impracticable. The governor of Beersheba is doing his best to encourage building. A carriage road is being made to Hebron from Beersheba, which also is a telegraph station. The Jaffa-Jerusalem railway is a prosperous line. In about a year a new carriage road will be finished to the Dead Sea and Jericho.

Telepathy is an exchange of thought, but what most people need is free access to a thought factory.

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. 120	4	1 1/2	10
128	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	8
135	4 1/2	1 1/2	8
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 85		
AUGURS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS.			
Railroad	15 00		
Garden	33 00		
BOLTS			
Stove	70		
Carriage, new list	70		
Flow	50		
BUCKETS.			
Well, plain	4 50		
BUTTS, CAST.			
Cast Loose, Pin, figured	70		
Wrought, narrow	60		
CHAIN.			
Common, 1/4 in. 5-16 in. 1/2 in. 3/4 in.	7 00		
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	8 00		
BBB, 1 1/8 in. 1 1/4 in. 1 1/2 in. 1 3/4 in.	9 00		
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		
EXPENSIVE 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	12		
List 12 13 14 15 16 17			
Discount, 70.			
GAUGES.			
Stanley Rule and Level Co.'s	60 & 10		
GLASS			
Single Strength, by box	90		
Double Strength, by box	90		
By the light	90		
HAMMERS			
Maydole & Co.'s new list	33 1/2		
Yerkes & Plumb's	40 & 10		
Mason's Solid Cast Steel	30c list 70		
HINGES.			
Gate, Clark's 1, 2, 3	60 & 10		
HOLLOW WARE.			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
HORSE NAILS.			
Au Sable	40 & 10		
HOUSE FURNISHING GOODS.			
Stamped Tinware, new list	70		
Japanese Tinware	50 & 10		

IRON

Bar Iron	2 25 rate
Light Band	3 60 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 1/2c 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 25
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	
6 advance	20
4 advance	45
3 advance	45
2 advance	70
1 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	25
Finish 6 advance	25
Barrel 1/2 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burns	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x26, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb 13	
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickel	20
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55
Churns	
2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each	5 1/2
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.	35
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7
SEALING WAX	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	56
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 25
Quarts	50
1/2 gallon	85
Caps	25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (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 60
No. 2 Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 40
3 gal. galv. iron with spout, per doz.	2 25
5 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacetas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
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. 10c 50	
No. 0 Tub., cases 2 doz. each, bx. 15c 50	
No. 0 Tub., bbls. 5 doz. each, per bbl. 1 90	
No. 0 Tub., Bull's eye, cases 1 dz. e. 1 25	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 1/2 in. wide, per gross or roll	28
No. 1, 1 in. wide, per gross or roll	38
No. 2, 1 1/2 in. wide, per gross or roll	60
No. 3, 1 1/2 in. wide, per gross or roll	90
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



Observations of a Gotham Egg Man.

There is evidently need for a considerable reform in the manner of paying for eggs by a large majority of the collectors at interior points. At this season of year there is a very wide difference in egg values and yet collectors very commonly make no proper discrimination in the prices paid for the different qualities, and it would seem that many of them buy the goods without any certain knowledge of their quality. Consequently they often pay more than the eggs are worth and lose money.

When the supply of fresh eggs falls to a point which makes an outlet for refrigerator stock dealers naturally prefer the latter to any fresh gathered eggs which have been held for any length of time outside of storage; and at this season of year the fresh collections are always more or less mixed with stale, weak bodied, shrunken eggs which are of less value than good storage eggs and which greatly depreciate the value of the fresh stock with which they are mixed. Fine fresh eggs become scarce at this season and are worth, if separated by themselves, anywhere from 5 to 10c. a dozen more than the poor, stale goods that are often mixed with them.

When there is such a wide range of actual value as this it certainly seems absurd for collectors to take in goods at any uniform price; and when they do so they not only take great chances of paying more than the stock is worth but they largely destroy the incentive to marketing eggs while fresh.

It is gratifying to know that in some sections where egg collectors have formed associations for mutual benefit, steps have been taken toward the buying of all eggs on a loss off basis; and it is much to be hoped that this system will before long come into general vogue. It would even be a good thing for the egg trade as a whole if the pure food laws could be so arranged and so effectually enforced as to compel the candling of all eggs before marketing; of course there are manifest difficulties in the way of any such inspection as would be necessary to make this compulsory but it would save an enormous amount of useless expense if the system were universally adopted.

There is no sense, nor any real profit, in holding eggs for any length of time outside of cold storage; if country storekeepers and farmers were paid for their eggs different prices according to their actual value in distributing markets, it would be found as a general rule that there was an actual loss in carrying fresh eggs in unfavorable surroundings until they became stale and if the eggs were paid for at their true value the practice of so holding at country places would very soon be discontinued.

With a proper system of collecting, candling and paying different prices for different grades it would not be a year before the supply of eggs in distributing markets would be much more largely confined to fine fresh and refrigerator eggs—and it would certainly be a great improvement if this were the case.

If any of our readers care to discuss this question in this column I should be glad if they would do so. Is there any good reason why interior egg shippers should not buy loss off and at different prices according to grade? Is there any reason why the loss in shipping rotten eggs can not be eliminated by throwing them out when packing? Is there any reason why interior buyers should go on paying a uniform price for eggs whose value may vary 5 to 10c a dozen when they don't know the proportions? Let us hear from the shippers.

The closing of the month on the day of issue prevents us from compiling for this issue the October egg statistics; these will be given next week, when we hope to present the usual estimates of storage stock and reduction for October, the October receipts at the leading markets, etc.

The receipts of eggs at Chicago, New York, Boston and Philadelphia for week ending October 20 were 127,181 cases against 110,976 corresponding week last year; and for week ending October 27 they were 112,375 cases against 92,933 corresponding week last year. This shows that while in the first two weeks of October the receipts at these markets ran down to about last year's figures the last two weeks made a considerable gain. But the supply of fresh gathered eggs is now decreasing, dealers in this section are getting nearer to the end of their own holdings of stored eggs, and we may expect a more rapid reduction in refrigerator reserves and a more active market for them in the near future. But we need it!—N. Y. Produce Review.

An Up-To-Date Poultry House.

If you are a shipper of live or dressed poultry or rabbits and want good connections in one of the best markets for poultry and game of all kinds, get in touch with Myers, Weil & Co., of Cleveland, Ohio. They make a specialty during the winter months of live and dressed poultry and report an especially good outlook for the Thanksgiving market. They advise shippers to get started early, so as to have their shipments of live stock there not later than the 25th or 26th, and dressed not later than the 27th. Cleveland prefers scalded poultry, entrails in, heads and feet on, although large amounts of dry picked are also sold there. Live geese are especially wanted, likewise fine undrawn cotton tail and Jack rabbits. Write them promptly for booklet.



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

If You Have Any Fancy Poultry Turkeys, Ducks, Geese, Chickens and Fowls

for Thanksgiving trade let us hear from you. We buy all that comes at market prices. Money right back. No commission, no cartage.

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

Will Pay 24c Per Dozen

for Fresh Eggs delivered Grand Rapids, for five days

C. D. CRITTENDEN CO., Grand Rapids, Mich.
Both Phones 1300 3 N. Ionia St.

ESTABLISHED 1876

We Buy

White Beans,
Red Kidney Beans,
Peas, Potatoes, Onions,
Apples, Clover Seed.

Send us your orders. If wishing to sell or buy, communicate with us.

We Sell All Kinds

Field Seeds,
Peas, Beans,
Apples,
Onions, Potatoes.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

NEW CHEESE

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Egg Cases and Egg Case Fillers

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

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

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

41-16 Ottawa St.

GRAND RAPIDS, MICH.

Cover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH
OTTAWA AND LOUIS STREETS

NEW YORK MARKET

Special features of the Grocery and Produce Trade.

Special Correspondence.

NEW YORK, Nov. 3.—In a speculative way coffee is about 10 points higher, but the market is so subject to these slight changes that they indicate nothing of importance. Not a bit of change is to be noted in the spot market. Buyers are not purchasing ahead of current requirements, and the general situation is a waiting one. At the close Rio No. 7 is quoted at 79c. In store and about there are 3,720,340 bags, against 4,441,127 bags at the same time last season. Mild grades are moving in a fairly satisfactory way, with a somewhat firmer feeling, seemingly in sympathy with Brazilian. Good Cucuta, 10½c and washed Bogotas, 9¾@11c.

The tea market is in a satisfactory condition. Congous remain firm at some recent advance owing to scarcity, and this scarcity has, of course, proven beneficial to the India and Ceylon interests. Country greens are quiet and working out at about former rates.

Refined sugar supplies have become pretty well reduced here and a firmer feeling exists although rates are practically as last noted. The demand at present is simply of an everyday character, and this condition will probably continue for some time as the trade is apparently pretty well stocked up.

There is a good steady demand for rice and receipts are taken almost "before arrival." Dealers are very firm in their views and the buyer who is holding off in the hope of picking up "jobs" will wait in vain, because the supply is certainly light, and for the rest of the year the situation will be in favor of the seller beyond a doubt.

In spices we have a very firm market for cloves and ginger, with a tendency to higher quotations. Pepper is a little lower and a good business is generally reported by jobbers. Other articles are about unchanged, although the whole situation, as might be expected at this time of year, is somewhat stronger.

Molasses is very firm. Receipts are hardly sufficient to meet the demand and the whole situation is strongly in favor of the seller. Open-kettle stock is bound to be in very light supply and the consumer who wants her usual Christmas supply of molasses this year will pay a round advance. Good to prime centrifugal ranges all the way from 18@28c and open-kettle 30@38c. Syrups are in

good demand. The molasses crop of 1907 will reach the consumer in a condition less pleasing to the eye than heretofore—the sense of taste will have to be depended on. But one thing is sure, and that is the article will be the "clear quit."

Canned goods are steady and gaining strength with almost every day. This is especially true of tomatoes, which are not in very active demand at the moment, but sellers abate not a jot in their asking price of 90c. If less is taken it will be because the goods are not up to the full standard requirements. There is seemingly a good supply of cheap corn and a very light supply of good stock. Fancy Maine is worth 80@90c f. o. b. Portland. Peas are not overabundant, and it is hard to find good stock for less than 31. Salmon is steady and some grades are oversold by jobbers.

Quietude prevails in the butter market and the supply and demand seem about equal. Extra creamery must be all that its name implies to obtain the top rates, and a good deal of really good stock seems to be moving at figures somewhat under these figures. There is a moderate enquiry for storage creamery. Imitation creamery is in light supply and well sustained. Factory is firm and perhaps a little higher. Extra creamery, 27c; seconds to firsts, 23@26c; held stock, 25½@26½c; imitation creamery, 22@23c; Western factory, 18@20c; renovated, 19@22c.

Cheese is practically without change and best full cream is working out at 13¼c for either large or small. Supplies, of course, are running light and many factories have closed down entirely for the season.

Eggs are now quoted for near-by stock at about "J. P. Morgan rates," 34@35c, with receipts very light, and from all appearances there is nothing to prevent a 50c or 75c rate in due time. Luckily the consumer has had an ample supply of medium grades, which are good enough for all practical purposes; but even these are growing less plenty and finest Western are held at 28c; seconds to firsts, 25@27c.

One at a Time.

Women do not mass as well as men do. They lose by aggregation. A street car full of women makes walking seem attractive. A regiment of men is pleasing. A regiment of women would be disturbing. So there are some flowers that, although individually charming, do not bunch well. Taken in large groups women are objectionable. It is as individuals or in small squads that they are so incomparably interesting.

No woman is so mannish as to dislike shopping.

Write us for prices on Feed, Flour and Grain

in carlots or less. Can supply mixed cars at close prices and immediate shipment.

We sell old fashioned stone ground Buckwheat Flour. Now is the time to buy.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.
Grand Rapids, Michigan

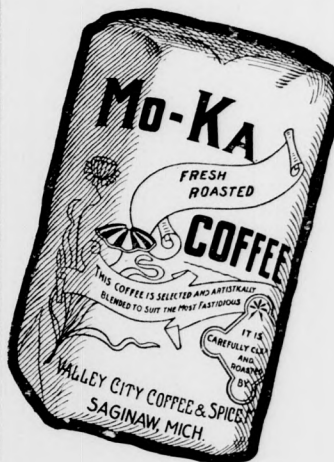
Sherwood Hall Co., Ltd.

Jobbers of

Carriage and Wagon Material

Blacksmith and Horseshoers' Tools and Supplies. Largest and most complete stock in Western Michigan. Our prices are reasonable.

24 North Tonia St.
Grand Rapids, Mich.



Mo-ka Coffee is a Steady Seller

The demand for a High-Grade Coffee at a Popular Price is constant and is steadily growing. Dealers who handle Mo-Ka Coffee are assured of regularly increasing sales at fair profits.

Do not spoil your trade with cheap so-called "coffees."

Mo-Ka is put up only in 1 lb. air-tight packages, preserving its aroma and strength to the consumer and insuring cleanliness. Write us for prices.

The Smart & Fox Company
Wholesale Grocers and Coffee Roasters
Saginaw, Mich.

You Don't Have to Worry

about your money—or the price you will get—when you ship your small lots of fancy fresh eggs to us.

Never mind how the market goes—if you can ship us fancy fresh stock—we can use them at pleasing prices—in our Candling Dept.

We Want Your Business

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
Established 1865. We honor sight drafts after exchange of references.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

FOOTE & JENKS' FLAVORING EXTRACTS

Pure Extract Vanilla and Genuine, Original Terpeneless Extract of Lemon

State and National Pure Food Standards.

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foote & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

MILLERS AND SHIPPERS OF

Established 1883
WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples
GRAND RAPIDS, MICH.

Fine Feed Corn Meal Cracked Corn STREET CAR FEED Mill Feeds Oil Meal Sugar Beet Feed
MOLASSES FEED GLUTEN MEAL COTTON SEED MEAL KILN DRIED MALT
LOCAL SHIPMENTS STRAIGHT CARS MIXED CARS



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

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

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

What Road Men Should Know About Advertising.

Every salesman is more or less an advertising man if he does his work properly. It is his business to continue the work which those who are managing his firm's advertising campaign have begun.

A salesman should know that there is some special reason for impressing on the public every statement made in the advertisements of his firm. He should understand that none of these statements are made casually, with no other purpose than to fill up the space on the magazine page or the billboard with mere observations about the product advertised.

He must know what the reason is for giving prominence to the particular facts which the advertiser has chosen, in preference to others which may seem just as important to one who is uninformed on the subject. In other words, he must understand his firm's advertising policy and further it to the utmost.

The advertiser can only do one thing—he can do no more than persistently call the public's attention to a certain fact or facts about his product. The advertiser can blazon his messages on so many walls and signboards along the public highways that the men and women he wants to reach have no choice but to notice it. He can thrust it before them whenever they glance at a magazine or newspaper, and in various ways pursue them until the least observant must take notice. But he can not compel the people to accept his logic and agree with his reasons—this the salesman can do. In this respect the salesman's work is the complement of the advertiser's.

The salesman should make it his business to know whether his firm's advertising has been read and digested by each dealer with whom he comes in contact, and should then proceed systematically to complete the work which the advertising has begun. All his customers may be divided into two classes. In the first are those who have tried the product; are satisfied with it because it has made them money; and have some idea of the peculiar merits that distinguish it from competitors' because they have seen its peculiar merits extensively advertised. They know it only by hear-say.

In the second class are the customers who have tried it; are satisfied with it because it has made them money, and are enthusiastic over its peculiar merits because such merits

have been actually shown up and proved to them, leaving no doubt as to the reason of the salability of the product and the profits there are in it.

Every salesman should bring as many of his customers as possible into the second class.

In doing this the salesman continues the work of the advertiser. More than that he makes of each of his customers an advertisement for his wares.

The dealer who gets his information about any product which he sells only by reading the national advertising of the supplier may or may not feel convinced as to the truth of the claims made for that product, and unless it is a question of immediate profit to himself he is not likely to volunteer an endorsement of them.

He knows perhaps that a brand of flour is advertised as being made by a unique process which precludes there being any grit; but he is not always prepared to urge this argument upon the consumer until some salesman has shown him how important a factor this same claim is in bringing business to his own store; and has explained the process, answered all objections and queries, and made the customer feel that the advertised claim of superiority is a vital matter in which he personally is concerned.

Some people have made the mistake of thinking that a salesman representing a house which advertises extensively has less to do than men who represent comparatively unknown houses.

Advertising paves the way for the salesman and simplifies some features of his work by acquainting the customer in advance with the nature of the product and the advantages claimed for it. In this way some progress had already been made toward a sale at the point where the salesman begins his work; he has, however, fully as much to do in substantiating the advertised claims of merit and in satisfying the curiosity of customers which has been stimulated by the advertising, as he would in securing attention and confidence for an unheard-of article. The salesman has not less work to do on account of representing a big advertiser; but he works to better purpose and his opportunities for his personal advancement are greater.

Salesmen will get better results if they are able to talk the merits of their goods from the consumer's standpoint as well as from the retailer's. Some salesmen make the mistake of thinking that if they show their product to be a money-maker, arguing along the lines of how rapidly its sales have increased and what a handsome profit it is sure to earn, they are saying all that could be expected of them. It should be remembered, however, that the dealer has learned the habit of constantly putting himself in his customers' place in order to judge whether any article he thinks of retailing will have a ready sale. He has learned to "sell himself" before attempting to sell the general pub-

lic, and to this end has accustomed himself to weigh all the facts bearing on the worth of an article as distinguished from its value just as a consumer would do.

It is quite important therefore that he should have the merits of any article demonstrated to him from a consumer's viewpoint before he is asked to buy. If he is satisfied in this respect he will readily conclude for himself that the proffered article will be salable, and his reasons for thinking so will be strengthened by whatever the salesman may have to say from the other side of the question—on the side of values in a strict commercial sense.

Every salesman should understand the retailer's viewpoint. — P. E. Hickey in Salesmanship.

Women as Traveling Salesmen.

Out of 100 men and the same number of women started out with a sample case and order book more orders will be turned in by the women than by the men. But how and why are these orders gotten? From my experiences I have drawn a conclusion that two-fifths of the women's orders are secured by jollying the trade. Another two-fifths are the result of hard luck stories plainly expressed or hinted at and the resulting sympathy on the part of the buyers. The remaining one-fifth are due to salesmanship.

There is one rule among traveling men, unwritten but religiously lived up to by all the professionals—the rule that each man waits his turn for his interview with the buyer. Women seldom live up to this rule; nearly every one will butt in ahead of a waiting line of fellow-salesmen. I challenge any one to make a canvass of any merchants, druggists, or grocers, for instance, whose trade is solicited by women drummers, and he will find that not one in a hundred but objects to being called on and asked for business by a woman. The average merchant will give a woman an order and then kick himself for being an easy mark, and confess that he bought because he "hated to turn down a woman" or "wanted to help her out." Where it isn't sympathy or gallantry it often is the result of flattery or worse on the part of a woman with an order book. Personally, I never wanted orders that I had to plead for or that the buyer regretted giving me as soon as I had left his office; and, further, it isn't justice to the buyer, even if he is foolish enough to give his business in exchange for a pleasant smile, all through his inability to say "No" to a woman, knowing that he will regret his act before the ink on the order book is dry. Merchants have accused me of taking unfair means to place my goods in their stores when, after turning me down, one of my women assistants called on them, told her little story, perhaps not as well as I had told it, but with the addition of a little hot air, and secured their order. These merchants could turn me down with a smile—a woman they couldn't.

There is one other strong point against women drummers and in fav-

or of men carrying the grips and order books. The effect of road life has an exactly opposite effect on the members of the two sexes. A young man who, through no fault of his, starts manhood and his travels lacking in gentlemanly manners, uncouth and ill bred, will in a year's time have the rough corners worn down and be able to hold his own in good company, able to wear evening clothes without the necessity of eating with his knife or having to tuck his napkin into his collar to save his shirt front. Not only will his manners be improved, but by constantly meeting those who often are his mental and social superiors his education will become wider and more finished. On the other hand, a girl brought up amidst the most refined surroundings will, when she has for a time assumed the aggressive, such as she has to in order to sell goods, acquire a forward or bold manner which soon will become noticeable in her social as well as her business life. She soon will forget the traits of character and deportment that go to make what we call a gentlewoman. The rough, unlearned boy becomes a refined gentleman; the refined girl becomes a coarse, forward woman. As to the moral side, that is a long story which I prefer to pass for the present.

Of course there are many exceptions to this or any other rule. I have met several myself, but the foregoing applies to a large majority of women who start out to be traveling saleswomen and compels the thought that the gain is overshadowed by the loss of womanly instincts and mannerisms when a woman goes on the road. R. Ford.

The Heart of the Tree.

What does he plant who plants a tree?
He plants the friend of sun and sky;
He plants the flag of breezes free;
The shaft of beauty, towering high;
He plants a home to heaven high.
For song and mother-croon of bird
In hushed and happy twilight heard—
The treble of heaven's harmony—
These things he plants who plants a tree.

What does he plant who plants a tree?
He plants cool shade and tender rain,
And seed and bud of days to me,
And years that fade and flush again;
He plants the glory of the plain;
He plants the forest's heritage,
The harvest of a coming age,
The joy that unborn eyes shall see—
These things he plants who plants a tree.

What does he plant who plants a tree?
He plants, in sap, and leaf, and wood,
In love of home and loyalty
And far-cast thought of civic good,
His blessings on the neighborhood.
Who in the hollow of His hand
Holds all the growth of all our land?
A nation's growth from sea to sea
Stirs in his heart who plants a tree.
Henry Cuyler Bunner.

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

===== We Are the =====
Heaviest
Receivers and Distributers
===== of =====
Fancy Michigan Butter
In Philadelphia

=====

We handle the output of many of the finest creameries in the State. We have practically an unlimited outlet and can handle yours to your entire satisfaction.

Get in line and mark your next shipment,

W. R. BRICE & CO.,

Philadelphia, Pa.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
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 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.
 Next meeting—Third Tuesday in November.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.
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How To Photograph on Silk.

You can purchase the silk already prepared, we understand, for the kind of work proposed. If not, proceed as follows: The silk (China silk is said to be best) is thoroughly and carefully washed, to free it from dressing, and then immersed in the following solution:

Sodium chloride 4 parts
 Arrowroot 4 parts
 Acetic acid 15 parts
 Distilled water 100 parts

Dissolve the arrowroot in the water by warming gently, then add remaining ingredients. Dissolve 4 parts of tannin in 100 parts distilled water and mix the solutions. Let the silk remain in the bath for three

minutes, then hang it carefully on a cord stretched across the room to dry. The sensitizing mixture is as follows:

Silver nitrate 90 parts
 Distilled water 750 parts
 Nitric acid 1 part

Dissolve. On the surface of this solution the silk is to be floated for one minute, then hung up until superficially dry, then pinned out carefully on a flat board until completely dry. This must, of course, be done in the dark room. Print, wash and tone in the usual manner. A writer some time ago recommended a mixture of the acetate and suphocyaneide toners as giving the best results.

Thos. Willets.

Formula for Coloring Incandescent Bulbs.

The process generally recommended for coloring incandescent lamps is to coat them with a solution of collodion in which has been dissolved anilin of the desired shade. For frosting a solution of alum or a transparent solution of white shellac dissolved in wood alcohol may be used.

However, we do not believe any of these extemporaneous methods of coating are likely to give satisfaction and they may start a fire through the bulb heating up and igniting any organic material contained in the varnish. We consider it would be better in every respect to buy the bulbs already colored.

Thos. Willets.

Hope is a magnifying glass, but disappointment needs only the naked eye.

The Drug Market.

Opium—Is very firm and advancing.

Morphine—Is steady.

Quinine—Is in good demand and firm.

Glycerine—Is very firm and tending higher.

Menthol—Is weak and lower.

Wahoo Bark—Is again very scarce and has advanced.

Juniper Berries—Are scarce and tending higher.

All Essential Oils—Are very firm and are advancing. Anise, citronella, lemon, pennyroyal and sassafras are all higher.

Gum Camphor—Is very scarce and firm. Another advance is looked for.

Linseed Oil—Has advanced 1c per gallon.

Buchu Leaves—Are scarce and have advanced.

Blue Vitriol—Has advanced on account of scarcity.

Method for Preparing a Good Library Paste.

The library pastes of the market are made by dissolving a good quality of white dextrin in water and adding some preservative. In order to make the best paste it is necessary to let it stand after bottling for some weeks, or if it is desired to expedite the process the aging can be hastened by allowing it to stand for a few days in an ice-box. By following directions as to heat, etc., it is possible to make a paste containing as little as four ounces of dextrin to eight ounces of water, but that preference should be given to a paste

containing five or five and one-half ounces of dextrin to every eight ounces of water.

White dextrin 5 or 5½ lbs.
 Water, heated about 160° 1 gal.

Oil wintergreen ½ dr.
 Oil cloves ½ dr.

Dissolve the dextrin in water by stirring; when cool, add the oils and stir; pour the paste into bottles, cork, and put in a cool place where they may congeal and ripen. The time required for this varies, but the process can be much expedited by placing the bottles containing the paste in a cooling chamber at a temperature of 40 or 45 deg., when it will ripen in a few days.

J. Morley.

Since His Mother Died.

A smart lawyer had been bullyragging the witness in a laundry case.

Finally he asked: "How long have you been getting your washing done at this place?"

"Ever since your mother died," answered the witness.

"What do you mean, sir?" asked the lawyer, firing up.

"Just what I say, sir," calmly replied the witness.

"Do you mean to insinuate that my mother ever did your washing? You—*you*—"

"No; I mean just what I say. Your mother died six years ago. Since then I have had my washing done at this laundry."

Then the witness was allowed to step down, and the smart lawyer smarted smartly amid the giggles of the multitude.

—“A NEW IDEA”—

Using Croton Oil In a Cough Medicine

Extract From Bulletin No. 20

Minnesota Dairy and Food Commission

ANALYSES

Kennedy's Honey and Tar—Contains a small percentage of alcohol. Low grade sugar syrup added to produce desired body. Sample also contains CHLOROFORM, SALICYLIC ACID, CODEINE, CROTON OIL, peppermint and sassafras.

Bee's Honey and Tar—Sugar syrup used to give consistency of thick molasses. Sample also contains CHLOROFORM, SALICYLIC ACID, MORPHINE, CROTON OIL and peppermint.

DeWitt's Kodol Dyspepsia Cure—Alcohol 18.10 per cent. Low grade sugar syrup added to give desired consistency. Sample contains SALICYLIC ACID and STRYCHNINE.

Kennedy's Laxative Honey and Tar is manufactured by E. C. DeWitt & Co., Chicago.

Bee's Laxative Honey and Tar is manufactured by the Pineule Medicine Co., Chicago, a concern that is owned by E. C. DeWitt & Co.

After loading the trade to a stand-still with their "One Minute" cough cure, which is now apparently one of the deadest preparations of the kind on the market, they abandoned the "One Minute" to its fate, leaving the dealers loaded to the guards.

It is also apparent that Kennedy's Laxative Honey and Tar was put out with the idea of trading upon the name and reputation of the genuine **Foley's Honey and Tar**. This advertisement is published as a warning to the trade not to dispense the above preparations when the genuine **Foley's Honey and Tar** is asked for.

We are willing to concede that the idea of putting Croton Oil as a laxative in a cough remedy is original with them and we hope you will give them all the credit they deserve for this "new idea."

Foley & Company, 92-94-96 Ohio Street, Chicago, Illinois.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copaiba	1 15@ 25	Scilla Co	@ 50
Aceticum	6@ 8	Cubebae	1 35@ 1 40	Tolutan	@ 50
Benzolcum, Ger.	70@ 75	Evechthitos	1 00@ 1 10	Prunus virg	@ 50
Boracic	@ 17	Erigeron	1 00@ 1 10		
Carbolicum	26@ 29	Gaultheria	2 25@ 2 35	Tinctures	
Citricum	52@ 55	Geranium	oz 50@ 60	Anconitum Nap's R	60
Hydrochlor	3@ 5	Gossippi Sem gal	50@ 60	Anconitum Nap's F	50
Nitrosum	8@ 10	Hedeoma	3 00@ 3 10	Aloes	60
Oxalicum	10@ 12	Junipera	40@ 1 20	Arnica	50
Phosphorium, dil.	@ 15	Lavendula	90@ 3 00	Aloes & Myrrh	60
Salicylicum	42@ 45	Limons	1 35@ 1 40	Asafoetida	50
Sulphuricum	1 1/4@ 5	Mentha Piper	3 50@ 3 60	Atrope Belladonna	60
Tannicum	75@ 85	Mentha Verid	5 00@ 5 50	Aurant Cortex	50
Tartaricum	38@ 40	Morrhuae gal	1 25@ 1 50	Benzoin Co	50
		Myrica	3 00@ 3 50	Barosma	50
Ammonia		Olive	75@ 3 00	Cantharides	50
Aqua, 18 deg	4@ 6	Picea Liquida	10@ 12	Cardamon	50
Aqua, 20 deg	6@ 8	Picea Liquida gal	@ 35	Cardamon Cr	50
Carbonas	13@ 15	Ricina	1 02@ 1 06	Castor	1 50
Chloridum	12@ 14	Rosmarini	@ 1 00	Catechu	50
Aniline		Rosae oz	5 00@ 6 00	Cinchona	50
Black	2 00@ 2 25	Succini	40@ 45	Cinchona Co	60
Brown	80@ 1 00	Santal	90 1 00	Columbia	60
Red	45@ 50	Sassafras	2 25@ 4 50	Cubebae	50
Yellow	2 50@ 3 00	Sinapis, ess, oz	@ 65	Cassia Acutifol	50
Baccaae		Tigil	1 10@ 1 20	Cassia Acutifol Co	50
Cubebae	22@ 25	Thyme	40@ 50	Digitalis	50
Juniperus	8@ 10	Thyme, opt	@ 1 00	Ergot	50
Xanthoxylum	30@ 35	Theobromas	15@ 26	Ferri Chloridum	50
Balsamum				Gentian Co	50
Copaiba	45@ 50	Potassium		Guaiaca ammon	60
Peru	@ 1 50	Bi-Carb	15@ 18	Hyoscyamus	50
Terabin, Canada	60@ 65	Bichromate	13@ 15	Iodine	75
Tolutan	35@ 40	Bromide	25@ 30	Iodine, colorless	75
Cortex		Carb	12@ 15	Iodine, colorless	75
Ables, Canadian	18	Chlorate	12@ 14	Kino	50
Cassiae	18	Cyanide	2 50@ 3 00	Lobelia	50
Cinchona Flava	18	Iodide	2 50@ 3 00	Myrrh	50
Buonymus atro.	60	Potassa, Bitart pr	30@ 32	Nux Vomica	50
Myrica Cerifera	20	Potass Nitras opt	7@ 10	Opil	75
Prunus Virginl.	15	Potass Nitras	6@ 8	Opil, camphorated	1 50
Quillaja, gr'd	12	Prussiate	23@ 26	Opil, deodorized	50
Sassafras	po 25	Sulphate po	15@ 18	Quassia	50
Ulmus	36			Rhatany	50
Extractum		Radix		Rhel	50
Glycyrrhiza Gla.	24@ 30	Aconitum	20@ 25	Sanguinaria	50
Glycyrrhiza, po.	28@ 30	Althae	30@ 35	Serpentaria	50
Haematox	11@ 12	Anchusa	10@ 12	Stromonium	60
Haematox, ls	13@ 14	Arum po	@ 25	Tolutan	60
Haematox, 1/2s	14@ 15	Calamus	20@ 40	Valerian	50
Haematox, 1/4s	16@ 17	Gentiana po 15	12@ 15	Veratrum Veride	50
Ferru		Glycyrrhiza pv 15	16@ 18	Zingiber	20
Carbonate Precip	15	Hydrastis, Canada	1 90		
Citrate and Quina	2 00	Hydrastis, Can. po	@ 2 00	Miscellaneous	
Citrate Soluble	55	Hellebore, Alba	12@ 15	Aether, Spts Nit 3f 30@	35
Ferrocyanidum S	40	Inula, po	18@ 22	Aether, Spts Nit 4f 34@	38
Solut. Chloride	15	Ipecac, po	2 50@ 2 60	Alumen, grd po 7 3@	4
Sulphate, com'l	2	Iris plox	35@ 40	Annatto	40@ 50
Sulphate, com'l, by	70	Jalapa, pr	25@ 30	Antimoni, po	4@ 5
Sulphate, pure	7	Maranta, 1/4s	@ 35	Antimoni et po T	40@ 50
Flora		Podophyllum po.	15@ 18	Antipyrin	@ 25
Antica	15@ 18	Rhel	75@ 1 00	Antifebrin	@ 20
Anthemis	30@ 35	Rhel, cut	1 00@ 1 25	Argenti Nitras oz	@ 55
Matricaria	30@ 35	Rhel, pv	75@ 1 00	Arsenicum	10@ 12
Folia		Spigella	1 45@ 1 50	Balm Gilead buds	60@ 65
Barosma	35@ 38	Sanuginari, po 18	@ 15	Bismuth 8 N. 1 85@ 1 90	
Cassia Acutifol.	15@ 20	Serpentaria	50@ 55	Calcium Chlor, ls	@ 9
Cassia, Acutifol.	25@ 30	Senega	85@ 90	Calcium Chlor, 1/4s	@ 10
Salvia officinalis.	18@ 20	Smilax, off's H.	@ 48	Calcium Chlor, 1/2s	@ 12
1/4s and 1/2s	8@ 10	Smilax, M	@ 25	Cantharides, Rus	@ 1 75
Gummi		Scilla po 45	20@ 25	Capsiel Fruc's af	@ 20
Acacia 1st pkd.	@ 65	Symplocarpus	@ 25	Capsiel Fruc's po	@ 22
Acacia, 2nd pkd.	@ 55	Valeriana Eng	@ 25	Cap'l Fruc's B po	@ 15
Acacia, 3rd pkd.	@ 35	Valeriana, Ger.	15@ 20	Carphylus	22@ 25
Acacia, sifted sts.	@ 25	Zingiber a	12@ 14	Carmines, No. 40.	@ 25
Acacia, po.	45@ 65	Zingiber j	22@ 25	Cera Alba	50@ 55
Aloe Barb	22@ 25			Cera Flava	40@ 42
Aloe, Cape	@ 25	Semen		Crocus	1 40@ 1 50
Aloe, Socotri	@ 45	Anisum po 20	@ 16	Cassia Fructus	@ 35
Ammoniac	55@ 60	Apium (gravel's)	13@ 15	Centraria	@ 10
Asafoetida	35@ 40	Bird, ls	4@ 6	Cataceum	@ 35
Benzolcum	50@ 55	Carul po 15	12@ 14	Chloroform	32@ 52
Catechu, ls	@ 13	Cardamon	70@ 90	Chloro'm Squibbs	@ 90
Catechu, 1/2s	@ 14	Coriandrum	12@ 14	Chloral Hyd Crsl	35@ 1 60
Catechu, 1/4s	@ 16	Cannabis Sativa	7@ 8	Chondrus	20@ 25
Comphorae	1 12@ 1 21	Cydonium	75@ 1 00	Cinchonidine P-W	38@ 48
Euphorbium	@ 40	Chenopodium	25@ 30	Cinchonid'e Germ	38@ 48
Galbanum	@ 1 00	Dipterix Odorate	80@ 1 00	Cocaine	3 05@ 3 30
Gamboge	po. 1 35@ 1 45	Foeniculum	@ 18	Corks list D P Ct.	75
Gualacum	po 35	Foenugreek, po.	7@ 9	Creosotum	@ 45
Kino	po 45c	Lini	4@ 6	Creta	bbl 75 @ 2
Mastic	@ 60	Lini, grd. bbl. 2 1/2	3@ 6	Creta, prep	@ 5
Myrrh	po 50	Lobelia	75@ 80	Creta, precip	9@ 11
Oil	3 30@ 3 35	Pharlaris Cana'n	9@ 10	Creta, Rubra	@ 8
Shellac	60@ 70	Sinapis Alba	7@ 9	Crocus	1 50@ 1 60
Shellac, bleached	60@ 65	Sinapis Nigra	9@ 10	Cudbear	@ 24
Pragacanth	70@ 1 00	Spiritus		Cupri Sulph	6@ 8
Herba		Frumenti W D. 2	00@ 2 50	Dextrine	7@ 10
Absinthium	4 50@ 4 60	Frumenti	1 25@ 1 50	Emery, all Nos.	@ 8
Eupatorium oz pk	20	Juniperis Co O T 1	65@ 2 00	Emery, po	@ 6
Lobelia	oz pk	Juniperis Co	1 75@ 2 50	Ergota	po 65 @ 65
Majorum	oz pk	Saccharum N E 1	90@ 2 10	Ether Sulph	70@ 80
Mentra Pip. oz pk	23	Spt Vini Galli	1 75@ 2 50	Flake White	12@ 15
Mentra Ver. oz pk	25	Vini Oportu	1 25@ 2 00	Galla	@ 23
Rue	oz pk			Gambler	8@ 9
Tanacetum V.	39	Sponges		Gelatin, Cooper	@ 60
Thymus V. oz pk	25	Florida Sheeps' wool		Gelatin, French	35@ 60
Magnesia		carriage	3 00@ 3 50	Glassware, fit box	75
Calcined, Pat.	55@ 60	Nassau sheeps' wool		Less than box	70
Carbonate, Pat.	13@ 20	carriage	3 50@ 3 75	Glue, brown	11@ 13
Carbonate, K-M.	18@ 20	Velvet extra sheeps'		Glue white	15@ 25
Carbonate	18@ 20	wool, carriage	@ 2 00	Glycerina	12 1/2@ 16
Oleum		Extra yellow sheeps'		Grana Paradisi	@ 25
Absinthium	4 90@ 5 00	wool carriage	@ 1 25	Humulus	35@ 60
Amygdalae, Dulc.	50@ 60	Grass sheeps' wool		Hydrarg Ch. Mt	@ 90
Amygdalae, Ama	8 00@ 8 25	carriage	@ 1 00	Hydrarg Ch. Cor	@ 85
Anisi	1 75@ 1 90	Hard, slate use.	@ 1 40	Hydrarg Ox Ru'm	@ 1 00
Aurant Cortex	2 75@ 2 85	Yellow Reef, for	@ 1 40	Hydrarg Amm'l	@ 1 10
Bergamit	2 85@ 3 00	Syrups		Hydrarg Ungue'm	50@ 60
Caliputi	85@ 90	Acacia	@ 50	Hydrargyrum	@ 75
Carvophilli	1 40@ 1 50	Aurant Cortex	@ 50	Ichthyobolla, Am.	90@ 1 00
Cedar	50@ 60	Zingiber	@ 50	Indigo	75@ 1 00
Chenopadii	3 75@ 4 00	Ipecac	@ 50	Iodine, Resubi	3 85@ 3 90
Cinnamoni	1 50@ 1 60	Ferri Iod	@ 50	Iodoform	3 90@ 4 00
Citronella	60@ 65	Rhel Arom	@ 50	Lupulin	@ 40
Senega	60@ 65	Smilax Off's	50@ 60	Lycopodium	85@ 90

Liquor Arsen et		Rubia Tinctorum	12@ 14	Vanilla	9 00@
Hydrarg Iod	@ 25	Saccharum La's.	22@ 25	Zinci Sulph	7@ 8
Liq Potass Arsenit	10@ 12	Salacin	4 50@ 4 75	Oils	
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@ 50	bbl. gal.	
Mannia, S F	3 40@ 3 50	Sapo, W	12@ 14	Whale, winter	70@ 70
Menthol	3 40@ 3 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Morphia, S P & W	3 35@ 3 60	Sapo, G	@ 15	Lard, No. 1	60@ 65
Morphia, Mal.	2 35@ 2 60	Seldlitz Mixture	20@ 22	Linseed, pure raw	38@ 41
Moschus Canton.	@ 40	Sinapis	@ 18	Linseed, boiled	39@ 42
Myristica, No. 1	25@ 30	Sinapis, opt	@ 30	Neat's-foot, w str	65@ 70
Nux Vomica po 15	@ 10	Snuff, Maccaboy,	@ 30	Spts. Turpentine	Market
Os Sepia	25@ 28	DeVoes	@ 51	Paints	
Pepsin Saac, H &	@ 50	Snuff, S'h DeVoe's	@ 51	Red Venetian	1 1/2@ 2 @ 3
P D Co	@ 1 00	Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2@ 2 @ 4
Pieis Liq N N 1/4	@ 2 00	Soda, Boras, po.	9@ 11	Ochre, yel Ber	1 1/2@ 2 @ 3
Pieis Liq qts	@ 1 00	Soda et Pot's Tart	25@ 28	Putty, commer'l	2 1/2@ 2 3/4 @ 3
Pil Hydrarg po 80	@ 50	Soda, Carb	1 1/2@ 2	Putty, strictly pr 2 1/2	2 3/4 @ 3
Pil Hydrarg po 22	@ 18	Soda, Bi-Carb	3@ 5	Vermillion, Prime	
Piper Alba po 35	@ 80	Soda, Ash	3 1/2@ 4	American	13@ 15
Pix Burgum	@ 8	Soda, Sulphas	@ 2	Green, Paris	24@ 30
Plumbi Acet	12@ 15	Spts, Cologne	@ 2 60	Green, Pennsular	13@ 16
Pulvis Ip'c et Opil	1 30@ 1 50	Spts, Ether Co.	56@ 55	Lead, red	7 1/2@ 7 3/4
Pyrethrum, bxs H	@ 75	Spts, Myrcia Dom	@ 2 00	Lead, white	7 1/2@ 7 3/4
& P D Co. doz	@ 25	Spts, Vini Rect bbl	@ 90	Whiting, white S'n	@ 90
Pyrethrum, pv	20@ 25	Spts, Vini Rect 1/2 b	@ 7	Whiting, white S'n	@ 90
Quassia	8@ 10	Spts, Vini R't 10 gl	@ 7	Whiting, white S'n	@ 90
Quina, S P & W	17@ 20	Strychnia, Cryst'l	1 05@ 1 25	Whiting, white S'n	@ 90
Quina, S Ger.	17@ 20	Sulphur Subl	2 1/2@ 3 1/4	Whiting, white S'n	@ 90
Quina, N. Y.	17@ 20	Sulphur, Roll	2 1/2@ 3 1/4	Whiting, white S'n	@ 90
		Tamarinds	8@ 10	Whiting, white S'n	@ 90
		Teobromae	45@ 50	Whiting, white S'n	@ 90

Freezable

Goods

Now is the time to stock

Mineral Waters
Liquid Foods
Malt Extracts
Butter Colors
Toilet Waters
Hair Preparations
Inks, Etc.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

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AF	Soap	Soap
AG	Soda	Soda
AH	Soups	Soups
AI	Spices	Spices
AJ	Starch	Starch
AK	Syrups	Syrups
AL	T	T
AM	Tea	Tea
AN	Tobacco	Tobacco
AO	Twine	Twine
AP	Vinegar	Vinegar
AQ	W	W
AR	Wicking	Wicking
AS	Woodenware	Woodenware
AT	Wrapping Paper	Wrapping Paper
AV	Yeast Cake	Yeast Cake

1

ARCTIC AMMONIA

Doz.

12 oz. ovals 2 doz. box

AXLE GREASE

Frazer's

1lb. wood boxes, 4 dz.

1lb. tin boxes, 3 doz.

3 1/2 lb. tin boxes, 2 doz.

15 lb. pails, per doz.

25 lb. pails, per doz.

BAKED BEANS

Columbia Brand

1lb. can, per doz.

2lb. can, per doz.

3lb. can, per doz.

BATH BRICK

American

English

BLUING

Arctic

6 oz. ovals 3 doz. box

16 oz. round 2 doz. box

Sawyer's Pepper Box

No. 3, 3 doz. wood

No. 5, 3 doz. wood

BROOMS

No. 1 Carpet

No. 2 Carpet

No. 3 Carpet

No. 4 Carpet

Parlor Gem

Common Whisk

Fancy Whisk

Warehouse

BRUSHES

Solid Back 8 in.

Solid Back, 11 in.

Pointed Ends

No. 3

No. 1

No. 2

Shoe

No. 8

No. 7

No. 4

No. 3

BUTTER COLOR

W. R. & Co.'s, 15c size

W. R. & Co.'s, 25c size

CANDLES

Electric Light, 8s.

Electric Light, 16s.

Paraffine, 6s.

Paraffine, 12s.

Wicking

CANNED GOODS

Apples

3lb. Standards

Gallon

Blackberries

2lb.

Standards gallons

Beans

Baked

Red Kidney

String

Wax

Blueberries

Standard

Gallon

Brook Trout

2lb. cans, spiced

Clams

Little Neck, 1lb.

Little Neck, 2lb.

Clam Bouillon

Burham's 1/2 pt.

Burham's pts.

Burham's qts.

Cherries

Red Standards

White

Corn

Fair

Good

Fancy

French Peas

Sur Extra Fine

Extra Fine

Fine

Moyen

Gooseberries

Standard

Hominy

Lobster

Star, 1/2 lb.

Star, 1lb.

Pieric Tails

Mackerel

Mustard, 1lb.

Mustard, 2lb.

Soused, 1 1/2 lb.

Soused, 2lb.

Tomato, 1lb.

Tomato, 2lb.

Mushrooms

Hotels

Buttons

2

OYSTERS

Cove, 1lb.

Cove, 2lb.

Cove, 1lb. Oval

Plums

Peas

Marrowfat

Early June

Early June Sifted

Peaches

Pie

Yellow

Pineapple

Grated

Sliced

Pumpkin

Fair

Good

Fancy

Gallon

Raspberries

Standard

Russian Caviar

1/2 lb. cans

1/2 lb. cans

1lb. cans

Salmon

Col'a River, talls

Col'a River, flats

Red Alaska

Pink Alaska

Sardines

Domestic

Domestic

Domestic

California

California

French

French

Shrimps

Standard

Fair

Good

Fancy

Strawberries

Standard

Fancy

Tomatoes

Fair

Good

Fancy

Gallons

CARBON OILS

Perfection

Water White

D. S. Gasoline

K. S. Gasoline

Deodor'd Nap'a

Cylinder

Engine

Black, winter

CEREALS

Breakfast Foods

Bordeau Flakes

Cream of Wheat

Egg-O-See

Excella Flakes

Excella, large pkgs.

Force, 36 2 lb.

Grape Nuts, 2 doz.

Malta Ceres, 24 lb.

Malta Flakes, 36 lb.

Pillsbury's Vitos, 3 dz.

Raisins, 36 lb.

Sunlight Flakes, 36 lb.

Sunlight Flakes, 20 lbs

Vigor, 36 pkgs.

Zest, 20 2lb.

Zest, 36 small pkgs.

Crescent Flakes

One case

Five cases

Special deal until Oct. 1.

One case free with ten cases.

One-half case free with 5 1/2 cases.

One-fourth case free with 2 1/2 cases.

Freight allowed

Rolled C. ts

Rolled Avena, obl

Steel Cut, 100 lb. sacks

Monarch, bbl.

Monarch, 90 lb. sacks

Quaker, cases

Cracked Wheat

Bulk

24 2 lb. packages

CATSUP

Columbia

Columbia, 25 pts.

Snider's quarts

Snider's pints

Snider's 1/2 pints

CHEESE

Acme

Carson City

Elsie

Emblem

3

Gem	@15
Ideal	@14
Jersey	@14 1/2
Peerless	@14 1/2
Riverside	@14 1/2
Springdale	@14 1/2
Warner's	@15
Brick	@15
Leiden	@15
Limburger	@15
Pineapple	@40
Sap Sago	@19
Swiss, domestic	@16
Swiss, imported	@20

American Flag Spruce	50
Beeman's Pepsin	55
Madam	90
Best Pepsin	45
Best Pepsin, 5 boxes	20
Black Jack	50
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf.	95
Sugar Loaf	50
Yucatan	50

Bulk	...
Red	...
Eagle	...
Frank's	...
Schen's	...

Walter Baker & Co.'s	...
German Sweet	23
Premium	30
Vanilla	41
Caracas	35
Eagle	28

Baker's	38
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	33
Epps	42
Huyler	45
Van Houten, 1/2s	12
Van Houten, 1/4s	20
Van Houten, 1s	40
Webb	30
Wilbur, 1/2s	41
Wilbur, 1/4s	42

Dunham's 1/2s	26
Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	13

COCOA SHELLS	2 1/2
Less quantity	3
Pound packages	4
COFFEE	...
Rio	...
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	13 1/2
Common	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	19

Maracaibo	...
Choice	...
Mexican	16 1/2
Fancy	19
Guatemala	15
Choice	...
Java	...
African	12
Fancy African	17
O. G.	25
P. G.	31

Mocha	...
Arabian	21
Package	...
New York Basis	16 00
Arbuckle	15 50
Dilworth	15 50
Jersey	15 00
Lion	14 50

McLaughlin's XXXX	...
McLaughlin's XXXX sold	...
to retailers only. Mail all	...
orders direct to W. F.	...
McLaughlin & Co., Chicag.	...

Extract	...
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CRACKERS	...
National Biscuit Company	...
Brand	...
Butter	...
Seymour, Round	6
New York, Square	6
Family	6
Salted, Hexagon	6

N. B. C. Soda	...
Select Soda	...
Saratoga Flakes	13
Zephyrettes	13
Oyster	...
N. B. C. Round	6
N. B. C. Square Salted	6
Paust, Shell	7 1/2

6	7	8	9	10	11
Meal Bolted 2 80 Golden Granulated 2 90 St. Car Feed screened 20 00 No. 1 Corn and Oats 20 00 Corn, cracked 19 50 Corn Meal, coarse 19 50 Oil Meal, old proc. 32 00 Winter Wheat Bran 19 50 Winter Wheat Mid'g 21 50 Cow Feed 20 00 Oats Michigan 38 Corn Corn 50 Hay No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per 1 85 15 lb. pails, per 40 30 lb. pails, per 70 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Saginaw Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 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. 8 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 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 Tour'n't whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Fat Black 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 15 00 Pig 20 00 Brisket, clear 19 50 Clear Family 15 00 Dry Salt Meats S P Bellies 11 1/2 Bellies 12 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 14 Hams, 14 lb. average 14 Hams, 16 lb. average 14 Hams, 18 lb. average 14 Skinned Hams 14 Ham, dried beef sets 14 1/2 Bacon, clear 14 California Hams 8 1/2 Picnic Boiled Ham 14 Boiled Ham 19 1/2 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 7 1/2 Pure 11 80 lb. tubs, advance 1/2 60 lb. tubs, advance 1/2 50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1/2 3 lb. pails, advance 1/2 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Mettchess 7	Beef Extra Mess 10 00 Boneless 9 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 1/2 bbls. 2 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 Rolls, dairy 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 20 @ 2 50 Potted ham, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 85 Potted tongue, 1/4s 45 Potted tongue, 1/2s 85 RICE Screenings 4 Fair Japan 5 1/2 Choice Japan 6 1/2 Imported Japan 6 Fair La. hd. 6 1/2 Choice La. hd. 6 1/2 Fancy La. hd. 6 1/2 @ 7 1/2 Carolina, ex. fancy 6 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 50 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 25 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 3 00 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 6 1/2 Small whole 6 1/4 Strips or bricks 7 1/2 @ 10 Pellock 3 1/2 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 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 Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 15 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 85 Big Master, 100 bars 4 00 Marzeilles, 100 cakes. 5 80 Marzeilles, 100 cakes 5c 4 00 Marzeilles, 100 ck toilet 4 00 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 50 Kirkline, 24 4lb. 3 75 Pearline 3 80 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-N-More 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots 9 00 Sapallo, half gro lots 4 50 Sapallo, single boxes. 2 25 Sapallo, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 15 Cassia, Batavia, bund. 20 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyne 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 15 Ginger, African 18 Ginger, Cochiri 18 Ginger, Jamaica 25 Atace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/2 6lb. packages 5 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels 3 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/4 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 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 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 1 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Root Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 2 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Ant Hook 30 Country Club 32-34 Forex-XXXX 25 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, me 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 3 55 Barrel, 15 gal., each. 3 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 50 18-in. Cable No. 2 50 16-in. Cable, No. 3 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Louis Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 55 FRESH FISH Per lb. Jumbo Whitefish 16 No. 1 Whitefish 14 Trout 14 Halibut 10 Ciscos or Herring 8 Bluefish 10 1/2 @ 11 Live Lobster 25 Boiled Lobster 30 Cod 12 Haddock 8 Pickled 8 Pike 8 Perch, dressed 11 Smoked, White 15 Red Snapper 16 Col. River Salmon 16 Mackerel 16 HIDES AND PELTS Hides Green No. 1 11 1/2 Green No. 2 10 1/2 Cured No. 1 13 Cured No. 2 12 Calfskins, green, No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 14 Calfskins, cured No. 2 12 1/2 Steer Hides, 60lb. over 13 Pelts Lamb 30 Lamb 60 @ 85 Shearings 40 @ 70 Wool Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Jumbo, 32 lb. Cases Extra H H 10 Boston Cream 10 Olde Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Broken 10 Cut Loaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Bias Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureca Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 10 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy—in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crps. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bars 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons 60 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts 13 Cal. No. 1 16 Walnuts, soft shelled 16 Walnuts, Grenoble 16 Table nuts, fancy 15 Pecans, Med. 14 Pecans, ex. large. 16 Pecans, Jumbos 17 Hickory Nuts per bu. Ohio new 5 Cocoanuts 5 Chestnuts, New York State, per bu. 5 Shelled Spanish Peanuts 8 @ 8 1/2 Pecan Halves 56 Walnut Halves 38 Filbert Meats 25 Alicante Almonds 38 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 5 1/2 Fancy, H. P. Suns., Roasted 7 Choice, H. P. Jumbo Choice, H. P. Jumbo Roasted 8 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



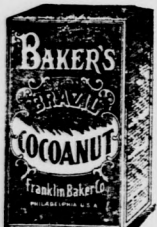
G. J. Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass4 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds5 1/2 @ 8
Chucks5 @ 6 1/2
Plates4 @ 4
Livers3 @ 3

Pork

Loins@ 13 1/2
Dressed@ 8
Boston Butts@ 12
Shoulders@ 10
Leaf Lard@ 9 1/2

Mutton

Carcass@ 9
Lamb@ 12 1/2
Spring Lamb@ 13

Veal

Carcass5 1/2 @ 8

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 35
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, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

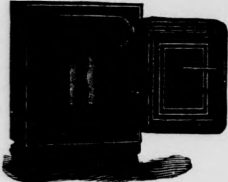
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 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's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman
Coupon
Books

Made by

Tradesman Company

Grand Rapids, Mich.

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

San Francisco, California, Crowd.

Fifteen thousand people were congre-
gated, to attend the special sale an-
nounced by Strauss & Frohman, 105-
107-109 Post Street, San Francisco, Cal-
ifornia. Their stock was arranged, their
advertising was composed, set up and
distributed, and the entire sale man-
aged, advertised and conducted under
my personal supervision and instruc-
tions. Take special notice the amount
of territory which the crowds cover on
Post Street. Covering entire block,
while the sale advertised for Strauss
& Frohman by the New York and St.
Louis Consolidated Salvage Company is
located in a building with only a fifty-
foot frontage.

Yours very truly,
Adam Goldman, Pres. and Gen'l Mgr.
New York and St. Louis Consolidated
Salvage Company.



Monopolize Your Business in Your City

Do you want something that will
monopolize your business? Do you want
to apply a system for increasing your
cash retail receipts, concentrating the
entire retail trade of your city, that are
now buying their wares and supplies
from the twenty-five different retail
clothing, dry goods and department
stores? Do you want all of these people
to do their buying in your store? Do
you want to get this business? Do you
want something that will make you the
merchant of your city? Get something
to move your surplus stock; get some-
thing to move your undesirable and un-
salable merchandise; turn your stock
into money; dispose of stock that you
may have overbought.

Write for free prospectus and com-
plete systems, showing you how to ad-
vertise your business; how to increase
your cash retail receipts; how to sell
your undesirable merchandise; a system
scientifically drafted and drawn up to
meet conditions embracing a combina-
tion of unparalleled methods compiled by
the highest authorities for retail mer-
chandising and advertising, assuring
your business a steady and healthy in-
crease; a combination of systems that
has been endorsed by the most con-
servative leading wholesalers, trade
journals and retail merchants of the
United States.

Write for plans and particulars, mail-
ed you absolutely free of charge. You
pay nothing for this information; a sys-
tem planned and drafted to meet con-
ditions in your locality and your stock,
to increase your cash daily receipts,
mailed you free of charge. Write for
full information and particulars for our
advanced scientific methods, a system
of conducting Special Sales and adver-
tising your business. All information
absolutely free of charge. State how
large your store is; how much stock
you carry; size of your town, so plans
can be drafted up in proportion to your
stock and your location. Address care-
fully:

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis

Consolidated Salvage Company

Home Office, General Contracting and
Advertising Departments,
Century Building, St. Louis, Mo.

Eastern Branch:

ADAM GOLDMAN, Pres. and Gen'l Mgr.
377-379 BROADWAY,
NEW YORK CITY.

**PILES
CURED**
...without...
**Chloroform,
Knife or Pain**
Dr. Willard M. Burleson
103 Monroe St., Grand Rapids
Booklet free on application

You don't have to explain, apol-
ogize, or take back when you sell

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

They are absolutely pure
—free from coloring matter,
chemical solvents or adul-
terants of any kind, and
are, therefore, in conformity
to the requirements of all
National and State Pure
Food laws.

46 Highest Awards in Europe and
America.

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

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Bargain if taken at once. \$1,800 stock of wallpaper, paints, calcimine, mouldings, etc. Goods new and in first-class condition. Speak quick if you want it. Sam H. Alexander, Madison, Wis. 277

For Sale—One-half interest in rushing grocery, up-to-date stock and fixtures. Will invoice total \$2,000. Growing business. Fine location. Weersing, Holland, Mich. 282

For Sale—If you want to buy farm lands or city property in Southern Illinois, I have some bargains; good crops, lot of fruit; price \$20 to \$65 per acre. Address Wm. T. Burge, Box 74, Centralia, Ill. 283

Improved farms, prairie and timber land in Central Minnesota; crop failures are unknown; will exchange land for other properties. For particulars write, Fred Mohl, Adrian, Minn. 281

For Rent—Furnished dwellings for the season at Thomasville, Ga., the great Winter Resort among the Pines. E. M. Mallette. 280

For Sale—Gasoline are light plant (Doran system), 12 lights complete, with tanks in good condition, for sale cheap. The Eagle, Harvey, Ill. 279

For Sale—Old-established grocery, patent medicine and drug sundries business, in good live town in Southern Michigan. Doing good business. Best store in town. Good reason for selling. Address P. & F., care Michigan Tradesman. 274

For Sale—Owing to illness, profitable racket store; clean stock; invoices about \$1,300. J. W. Hardt, South Haven, Mich. 276

Something new for the live merchant in the way of Christmas goods, genuine Indian blankets woven in size for sofa pillow tops, in beautiful Indian designs and colors. Can job to you at prices reasonable and for something new and novel for a holiday seller they can not be beaten. All kinds of Indian goods, Navajo blankets, baskets, etc. Also a full line of Arizona rubies and peridots. A good line of these goods reasonable and you will have something new that will please your trade and draw more. Write to-day, in time to secure Christmas stock. Get a sample dozen pillow tops to see what sellers they are. Arizona Ruby & Curio Co., Holbrook, Ariz. 275

Wanted—Retail shoe and mens' furnishings salesmen. None but first-class experienced men need apply. Address R. care Michigan Tradesman. 273

For Sale—Good paying business in best town in Northern Michigan. For particulars address Lock Box 252, Boyne City, Mich. 271

For Sale—First-class grocery stock, invoicing about \$600, in thriving town. Good business. Good reasons for selling. Write at once, Rogers & Son, Perry, Mich. 272

Want To Buy—A stock of boots and shoes. Have \$1,500 of real estate to exchange as part payment and will pay balance in cash. Edward F. Percival, Fort Huron, Mich. 278

For Sale—A fine grocery store with a good business and good location. Cheap rent, price \$16. Will stand investigation. Address Lock Box 12, Middlebury, Ind. 285

For Sale—Drug and grocery stock, invoicing \$4,500. Annual business \$12,000 to \$15,000. Hustling town of 800 in Central Michigan. Best of locations in brick store. Expenses low. Other interests, must get out. Address T. X., care Michigan Tradesman. 284

Notice—Want to buy for cash, general stock, shoes or clothing. Give price and location. Address R. E. Thompson, Decorah, Ia. 286

For Sale—Bazaar store in best town in Northern Michigan. Reason for selling, other business. Address Bazaar, Lock Box 280, Boyne City, Mich. 268

\$1 Special, postpaid, guaranteed AI, the all-write fountain pen writes right off, never wears out, hard rubber, 14 Kt. gold, Iridium point, no better. Order to-day. New York Supply Co., 213 W. 125th St., New York. 267

For Sale—Well improved 800 acre farm in Hand Co., South Dakota, bargain at \$20 per acre, also 320 acres nice rich prairie land at \$14.50. Easy terms. J. P. Morrill, 407 Globe Bldg., Minneapolis, Minn. 266

Cash for your real estate or business, no matter where located. If you desire a quick sale, send us description and price. Northwestern Business Agency, 43 Bank of Commerce Bldg., Minneapolis, Minn. 288

For Sale—Dry goods stock of \$15,000; all new goods; best town in state; 150 factories with a yearly pay-roll of \$4,000,000. Box 78, Kalamazoo, Mich. 265

If you want a good piece of Nebraska land that will raise fine wheat and corn, or three crops alfalfa annually, for only \$10 an acre, address F. H. Orcutt, Council Bluffs, Iowa. 262

We want a first-class man to sell our ingrain carpets in Michigan and Ohio. If you are familiar with these lines, please write us. Goods shipped from Philadelphia. F. H. Orcutt & Son, Council Bluffs, Iowa. 263

Handsome, very thin model men's watch, gold filled case guaranteed twenty years. Manufacturer's price \$6.85, sells for \$10 to \$12. Beautiful solid gold, full jeweled lady's watch, same price. The best Christmas side line possible to handle. Send for illustrations at once. Enormous demand for these articles during December. Hunt & McCree, Brokers, 150 Nassau St., New York. 269

For Sale or Exchange—Fine residence, in Grand Rapids, desirable location. House could not be built for less than \$7,000. Good barn, nearly three lots; will take \$5,500. Would consider \$1,500 drug stock or \$1,500 income property as part pay. Address No. 207, care Michigan Tradesman. 207

For Sale—Stock of boots and shoes in the beautiful city of Redlands, southern California. Population 7,000. Best schools in the state. Delightful climate. Good location, cheap rent. Satisfactory reasons. Stock and fixtures invoice about \$2,000. Established five years. Address O. K. Shoe Store, 333 Orange St., Redlands, Calif. 250

Onward sliding furniture shoe, patented August 7, 1906. Sell in every home and hotels. Can not wear holes in carpets nor mar finest floors. All casters do. Big profits. Write for special offer. Fair Mfg. Co., 2-5th St., Racine, Wis. 251

480 acres of the very best dairy land in the great Bread and Butter state, Minnesota, in Otter Tail county. All in one tract; can be sold in quarter sections. Price on whole tract, \$37 per acre; if sold separate, \$39 per acre. Cash payment per quarter, \$1,500; balance to suit purchaser at 6 per cent. The National Agency, Fergus Falls, Minn. 252

For Sale—The oldest, most up-to-date furniture, carpet and stove stores in Western Massachusetts. Owner has been twenty-two years in the business and wants to retire. Lowest rent in the city. Stock about \$10,000. Address Burns, the House Furnisher, Pittsfield, Mass. 258

For Sale, exchange or rent until sold, \$4,000 steam laundry; good location. Sheldon & Co., Angola, Ind. 257

Wanted—To buy for cash, good stock general merchandise. Must be in good location. J. B. Anderson, 1112 E. Ravenswood Park, Ravenswood, Ill. 256

For Sale—No. 1 sawmill in operation every day, 18,000 capacity, with planing mill in connection. Well equipped with machinery, 8 lots 66x120 feet, in best section in Michigan. Address B. G. Freeman, Shepherd, Mich. 245

Retail Store Decorations—Garlands, wreaths, fancy bells, show cards, changeable signs, gold leaf sign letters. Special discount. Catalogue free. K. Johnston Mfg. Co., Quincy, Ill. 244

For Sale—A \$2,000 hardware stock. Hustling town. Extra good chance for merchant tinner. Address "Hardware," care Michigan Tradesman. 246

Will sell at a great bargain, if sold soon, my stock of drugs, etc., in good brick store. Good location. Account, age and poor health. G. C. Beebe, Bay City, Mich. 248

Stock Purchase Proposals Wanted—A New York corporation manufacturing a standard article with an enviable reputation, desires to sell treasury stock for the sole purpose of increasing its working capital and not for the purchase either of property, patent right or interests of owners. Proposals for the purchase of \$35,000 of treasury stock will be received on the understanding that no proportion of such amount will be allotted or payment for same received, until the full amount has been subscribed for. Address Chas. E. Boyer, President, 90 Water St., New York. 249

For Sale—Fresh, clean drug stock, in good lively town of 2,000. Two other drug stores. Annual sales about \$4,000. Expenses light. Stock invoices about \$2,900. Reason for selling, have other business to attend to. Address No. 233, care Tradesman. 233

For Sale—General store in hustling town. Best location. Good reasons for selling. Must be sold at once. Stock invoices about \$1,000. Address No. 259, care Michigan Tradesman. 259

For Sale—Hardware stock, located in the best town in Northern Michigan. Will inventory about \$7,500. Must be sold for cash. Town of 1,500. Only two stores. Reason for selling, proprietor expects to go into manufacturing business. No answers wanted unless parties interested mean business. Address No. 237, care Michigan Tradesman. 237

Our business is adjusting old claims and judgments. What do you have? Guaranty Investment Co., Ltd., 802 Majestic Bldg., Detroit, Mich. 234

Drug stock for sale at Coloma, Mich. One of the best paying stocks in Michigan. Business will stand closest scrutiny. Going West, reason. First come, first served. Address Lock Box 18, Coloma, Mich. 232

Wanted—Established mercantile or manufacturing business in exchange for improved 395 acre Wisconsin stock and grain farm. Can close quick deal. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 226

Drug store wanted in good Michigan town or city. Have buyers with the cash. Send full particulars first letter. The National Drug Exchange, Detroit, Mich. 229

To Exchange—Want to trade \$10,000 worth of registered Red Polled cattle for general merchandise, shoes, hardware. Box 535, Maquoketa, Iowa. 240

For Sale—First-class hardware stock in one of the best towns in Central Michigan. Good business. Always made money. Address M. J., care Michigan Tradesman. 239

For Sale—Shares in Canadian and American copper companies at special inducements. E. Dande, 39 St. Antoine St., Montreal, Can. 242

For Sale or Trade—Four lots in Terre Haute, Ind. Price \$2,500.00. Will trade for land in Western Michigan. B. F. Tucker, Terre Haute, Ind. 219

Buy your roof paint now and preserve your roof. A perfect preservative for shingles, felt, paper, tin and iron. Delivered at your station in 10 gallon cans at 65c per gallon. Hardin-Hutton Co., Ft. Wayne, Ind. 202

For Sale—A complete mattress factory, can be shipped to any point. Address J. H. Anundson, Mason City, Ia. 198

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

For Sale—Hardwood, oak and hickory mill north Ark.; teams, wagons and timber; other timber adjoining; might trade for farm or country town lumber yard. A bargain. Value \$5,500. Address Lock Box 135, Newport, Ark. 206

The G. E. Breckenridge Auction Co., Edinburg, Ill. Expert merchandise and real estate auctioneers; converting merchandise into cash is our hobby. Merchants in despair should write us at once. Bankable references given. 166

Wanted—To buy a bazaar stock in some good town in Michigan. Address T. S. Cornell, P. O. Box 205, Kalamazoo, Mich. 173

North Dakota Real Estate; must be sold; have big bargains. Address the First National Bank, Mandan, N. D. 133

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Stanley, care Michigan Tradesman. 755

Stores—I sell stores for others; why not yours? Write for booklet. Edwin G. Orr, Dayton, Ohio. 129

Notice—I have a fine undertaking business and all kinds of merchandise, stocks, farms, hotels, for sale in all parts of the United States. If you want to buy, sell or exchange or close out, write me. G. B. Johns, Grand Ledge, Mich. 121

For Sale—Two-story modern brick block, double store room 40x60. Price \$3,500 cash. Pays 3 per cent. net on the investment. Original cost \$6,000. Address Gavin W. Telfer, Big Rapids, Mich. 46

\$2,500 cash will secure one-half interest in a clean up-to-date shoe and clothing business. Established twenty-three years. Or would be willing to form partnership with party looking for a new location with a \$5,000 stock. Address Gavin W. Telfer, Big Rapids, Mich. 47

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st., will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

Typewriters—All makes, entirely rebuilt, guaranteed as good as new. Finest actually rebuilt machines ever offered; \$15 up, sold or rented anywhere; rental applies on purchase. Rebuilt Typewriter Co., 7th Floor, 86 LaSalle St., Chicago, Ill. 96

POSITIONS WANTED

Wanted—Situation by experienced grocery clerk. Can furnish best of references. Address No. 243, care Tradesman. 243

HELP WANTED.

Wanted—Experienced salesman to sell Scioto Sign Co.'s calendars, advertising novelties and signs in Nebraska, Wisconsin, Minnesota, Illinois, Iowa and Dakota. Our salesmen make \$10 to \$20 daily on commission because we have the best lines. Write Henry Hoffman, Box 143, Minneapolis, Minn. 270

Wanted—Two first-class, up-to-date retail grocery clerks. Good salary to the right party. Address with reference, No. 236, care Michigan Tradesman. 236

We want one lady or gentleman in each town and city to represent us in the sale of our shears and novelties; our agents make from \$12 to \$35 per week; the work is steady, no heavy samples to carry, and permanent. Salaried positions to those who show ability; write to-day for particulars of our offer. No money required on your part if you work for us. The United Shear Co., Westboro, Mass. 967

Want Ads. continued on next page.

School Supplies Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

Use Tradesman Coupons

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.

Movements of Michigan Gideons.

Gordon Z. Gage, of Ann Arbor, representing the Michigan Drug Co., of Detroit, in the perfumery department, was in "The Thumb" last week making everyone sweet. Last Sunday he was at Flint, with the Camp there.

W. Murch, of Mt. Clemens, representing Lambert & Lowman, was in Imlay City, Capac and Port Huron last week.

John A. McLean, 862 Cass avenue, Detroit, will be General Manager of the Parquet Flooring Co. of that city Dec. 1.

Frank A. Vernor, Detroit, is special agent for the Queen Insurance Co. of America. He has just returned from San Francisco, where he has been adjusting claims and paying losses for several months.

A. C. Pickett, of Chicago Camp, was in Detroit last week, representing Dr. Woolferr's instant corn and bunion eradicator. It removes the corns all right, but something has removed Pickett's hair, and he thinks as there is little chance to pull it he should see that no defects come on the feet of the fair lady that would stand on his promises. The top of his head is smooth, but he could wear a wig long enough at least to consider.

W. E. Hullenger, of Detroit, has returned from the South, where he has been for the past sixty days.

Aaron B. Gates.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Nov. 7—Creamery, fresh, 22@27c; dairy, fresh, 20@23c; poor to common, 17@19c.

Eggs—Fancy candled, 30c; choice, 28@29c; cold storage, 22@23c.

Live Poultry—Springs, 9@11c; fowls, 9@10½c; ducks, 11@13c; old cox, 8c.

Dressed Poultry—Fowls, iced, 10@11c; chickens, 11@12c; old cox, 8@9c.

Beans—Pea, hand-picked, \$1.60@1.65; marrow, \$2.35@2.50; mediums, \$1.60@1.65; red kidney, \$2.25@2.40; white kidney, \$2.35@2.50.

Potatoes—White, 50c; mixed and red, 40c.

Promoting Visits of County Merchants.

Saginaw, Nov. 7—There was a well-attended meeting of representatives of business houses of Saginaw at the Board of Trade rooms Tuesday evening, when plans for promoting excursions of merchants from neighboring points into Saginaw were discussed. The subject has been given considerable attention by the Saginaw houses and it is believed a good deal can be done in the way of encourag-

ing visitors to come here and do their trading.

A plan which finds favor is to offer as an inducement to the visitors a rebate of railroad fares, as is done in Grand Rapids and some other cities. The object is first to get the visiting merchants to come to Saginaw and then it is believed the advantages of the market to be found here in all lines of business will do the rest. It is to get the visitors here and to encourage them in continuing to come that the movement is taking place. Another meeting of the same kind will be held at the same place this evening.

The Boys Behind the Counter.

Calumet—C. W. McFadden has severed his connection with the Carleton Hardware Co., of this city, and has entered the employ of the Peninsula Heating and Lumbering Co. as a member of the firm.

Bangor—V. D. Eckenrode, who has been at the head of J. P. Ryan's dry goods department for the past five years, has severed his connection with that store to take a position at Big Rapids.

Flint—Special Gideon services were conducted at the Baptist church Sunday, Nov. 4, by Brother Gordon Z. Gage, of Ann Arbor, representative for the Michigan Drug Co. of Detroit. The service was enjoyed by all present as Mr. Gage is a very brilliant spiritual speaker.

L. J. Koster has started in on his twenty-seventh year with Edson, Moore & Co. Mr. Koster is one of the old stand-bys and possesses the respect and friendship of everyone who knows him.

BUSINESS CHANCES.

Bakery and lunch counter at invoice. Will sell or rent building. If you want a bargain, write quick. F. O. Smith, Findlay, Ill. 288

For Sale—Small stock \$450 groceries and tobaccos. Good town, location, trade. Address Box 193, Lawrence, Mich. 287

Millinery Stock—For sale at 25c on the dollar. A snap for somebody. Write to Box 1098, Greenville, Mich. 292

Will invest \$1,000 with same amount invested by a good salesman that could handle bankrupt stocks or would buy out shoe business. Address Box 33, Capac, Mich. 291

To Exchange—My farm stock and tools, for stock of merchandise. Address No. 290, care Michigan Tradesman. 290

For Sale—New hotel in connection with big 10 cent feed barn and coal and wood yard. Particulars and picture of buildings on request. M. Mayer, Jr., Merrill, Mich. 289

Furnished cottages for sale or exchange in Florida. One 7, two 5 and one 4 room, new 1904. Beautiful park surroundings, can be operated as a hotel. Good town, overlooking beautiful Indian River, 190 miles south of Jacksonville. Address P. Roesch, Potosi, Wis. 294

HELP WANTED.

Wanted—A competent dry goods salesman and stockkeeper. References required. Box 1098, Greenville, Mich. 293

Faded Gingham

A Gingham Dress, faded in the first trip to the laundry, is a lasting piece of advertising for the store that sold the goods—but it is the kind of advertising that drives customers away.

Dependon Dress Gingham

produce the opposite effect—they pull people into the store that sells them, because they hold their color, because the patterns remain just as clear and distinct during numerous washings as when the material was purchased, because they wear well.

Another point of particular interest to you as a merchant: the price of DEPENDON Dress Gingham is no higher than you will have to pay for gingham of mediocre quality.

When our representative shows you our samples you will have proof positive that they are superior.

The DEPENDON Book contains selling plans, special advertising matter, photographs and descriptions of effective window displays—will be off the press in two weeks.

Free for the asking.

JOHN V. FARWELL COMPANY CHICAGO

John V. Farwell Company, Chicago

Please send us, free of cost, the DEPENDON book in which you outline selling plans for DEPENDON merchandise.

Firm name _____

Town _____

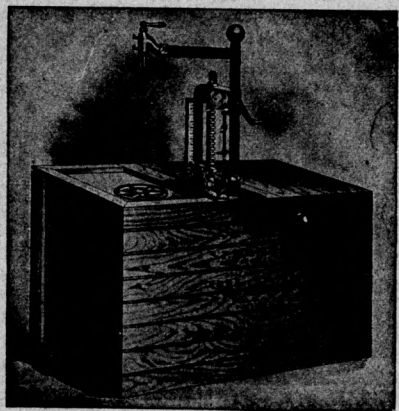
State _____

MYERS, WEIL & CO., Cleveland, Ohio Want Poultry and Rabbits

We make the poultry and game business a special feature during the winter. Are among the largest receivers of live and dressed poultry and rabbits here, especially car-load shipments. Our facilities compare with the best houses in the trade anywhere. Send for booklet.

We want live geese in car-load lots. Write or wire us for any further information desired. Reference: Central National Bank, Cleveland, Ohio, or this paper.

Clean Oil and a Clean Oil Room



Cut 9

First Floor Outfit for all Paint and Heavy Oils.

The old fashioned method of handling paint oils guarantees impure oils and a dirty, sticky oil room permeated with strong odors.

The Bowser System of oil storage will keep your oil pure and your oil room as clean as if you sold nothing but package goods.

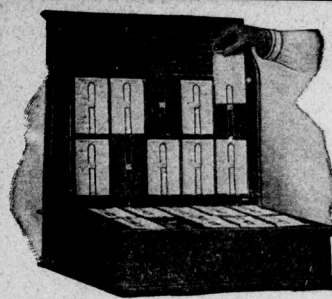
By pumping the oil directly from the barrel into the Bowser dirt-proof, leak-proof and evaporation-proof tank, you can keep it, until it is sold, as pure and clean as when it

came from the refiners. Then the Bowser self-measuring feature permits you to pump the oil directly into the customer's can without using sticky, dirty and foul measures and funnels, which contaminate the oil and cause a dirty oil room. No matter how heavy the oil, the Bowser will handle it without gumming.

If you want to sell clean oil from a clean oil room, you want a Bowser. Send for catalog M, which describes the Bowser outfits.

S. F. BOWSER & CO., INC.

Fort Wayne, Indiana



Do You Need Money?

You no doubt occasionally find yourself **short** of MONEY when you wish to discount a bill on which you could **SAVE TWO or THREE** dollars.

You have plenty of MONEY DUE YOU from CUSTOMERS but that will not **SAVE YOU** the discount.

DON'T blame the CUSTOMERS. Possibly they don't know **HOW MUCH** they **OWE YOU!**

Possibly your **SYSTEM** is **WRONG.**

The **McCASKEY ONE WRITING FORWARDING SYSTEM** is what **YOU NEED.** It is a **COLLECTOR.** Many merchants write us that in the **SHORT PERIOD** of 60 days their outstanding **ACCOUNTS** have been reduced 50 per cent. Their **BUSINESS** has **INCREASED** and their **CUSTOMERS** are better **PLEASED.**

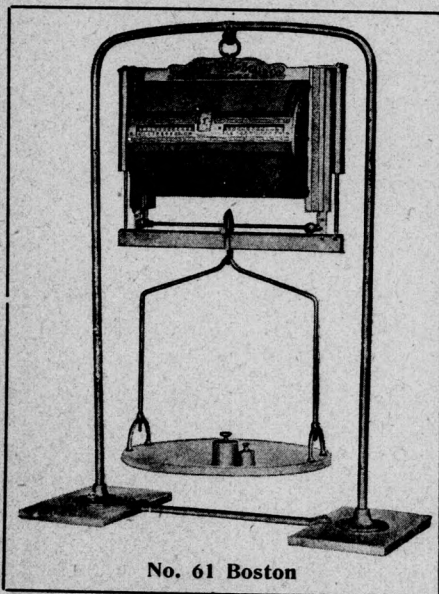
Drop us a postal. The information is **FREE.**

THE McCASKEY REGISTER CO.

Alliance, Ohio

Mfrs. of the Celebrated Multiplex Duplicating Carbon Back Counter Pads, also Single Carbon and Folding Pads.

J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids
Agencies in all Principal Cities.



No. 61 Boston

—This— Moneyweight Scale

will save its cost every 6 months in time and merchandise wasted on old-style scales

Moneyweight Scale Co., Chicago, Ill. ROCKFORD, ILL., Dec. 22, 1905.

Gentlemen:—We are using eight **MONEYWEIGHT SCALES** in our three places in this city. These scales have been in constant use for the past two years, and we find them always accurate, both for ourselves and our customers. **We know these scales more than save their cost every six months.** We could not do business without these scales.

Yours truly,

SCHMAUSS COMPANY.

If you had \$1,000 you could invest, to bring 10 per cent. interest, you would invest it quickly, wouldn't you? Then **investigate** this **MONEYWEIGHT SCALE** which will bring you **100 per cent.** **Write for the proof.**

Date.....
Moneyweight Scale Co., 58 State St., Chicago.
Next time one of your men is around this way I would be glad to have your No. 61 scale explained to me.
This does not place me under obligation to purchase.

NAME.....
STREET and No.....
TOWN..... STATE.....

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

MAIL THIS COUPON NOW before you lay this paper down. You cannot afford to forget it.

Moneyweight Scale Co.

Distributors of **HONEST Scales**
GUARANTEED Commercially Correct. **58 State St., Chicago**

Only Six More Weeks to Christmas

Do you realize the fact and are you prepared to meet the requirements for the greatest holiday season ever enjoyed? Our lines are yet unbroken and give you an unlimited choice of the best selling lines of holiday and staple merchandise. Order from our catalog or come in person to view our lines, but **DO IT NOW.**

This Week Specials



78 Cents

Per Dozen

T 7—Handsomely flower decorated china cups and saucers of good size and quality. Regular 10c goods. One dozen in package.

25c CHINA CAKES \$1.60
Per Dozen



T 7 China Cake Plates. These are the real translucent kinds with pink lustre border and beautiful decalcomania flower decorations. A splendid 25 cent retailer. One-half dozen in a package.

25c CELLULOID NOVELTY BASKETS \$1.75



T 7 Assortment. These are the quickest sellers of any 25c novelty on the market. They are unusually attractive on account of their pretty shapes and the dainty hand-painted floral decoration on the top. Put up in boxes of 1/2 dozen in six assorted styles.



A Complete Gas Light

Worth at Retail 75c

\$3.50

Per Dozen

Comprises brass burner with adjustable bunsen, "2" opal air hole globe and good quality double wire cap mantle. Regular wholesale price 38c each.

If you cannot make your own selections, why not order one or more of the carefully selected assortments below? They will prove very satisfactory.

Assortment Decorated Fancy China \$50

A complete stock of china such as cups and saucers, plates, mugs, berry sets, tea sets, sugars and creams, etc.

A Splendid Assortment of DOLLS \$20

Comprises no less than 23 assorted styles and sizes of babies, china limb, muslin and kid body dolls, jointed, bisque, patent and fancy dressed.

Assortment Japanese China \$54

One dozen each of 24 kinds of staple sellers in beautifully decorated Japanese china. Not a single sticker in the entire lot. Cups and saucers, sugars and creams, pitchers, vases, chocolate pots, etc., etc.

Combination Assortment Books and Games \$20

A splendid variety of the best popular sellers in both lines, things that we KNOW to be the best by experience.

Assortment Miscellaneous Toys \$40

A fine assortment of the best of all Christmas sellers, such as iron, wooden and mechanical toys, balls, banks, tops, etc. A big variety and small quantities of each.

Lists of the above assortments mailed on application.

Holiday Catalog mailed free.

This Week Specials



\$2.00

Per Dozen

For these regular 35c china milk pitchers. Solid ivory tinted center and bright contrasting tints at top and bottom. Handsome colored "Rose" decorations, gold edges. Capacity 1 quart. Order No. T 7.

10c, 15c and 25c Nappies



\$1.25

Per Dozen

T 7 Nested Porcelain Nappies. Come in three assorted sizes, viz., 6, 7 and 8 inches, retailing for 10, 15 and 25c successively. Handsomely decorated with beautiful colored flower designs and gold lines.

25c GOLD PLATED NOVELTIES \$1.75



T 70 Assortment. Comprises six assorted styles of smoker's novelties, ink stands, etc. They are very handsome and useful as well, and are among the very best 25c retailers. We cannot sell them less than 1/2 dozen.



"Silver Flake" Assortment Fancy Vases \$4.50

Comprises
1/2 dozen 25c Vases.... **\$1.50** **\$0.75**
1/4 dozen 35c Vases.... **2.00** **1.00**
1/4 dozen 50c Vases.... **3.00** **.75**
1/4 dozen 75c Vases.... **4.00** **2.00**
\$4.50

Various sizes and odd shapes in rich metallic tints such as amethyst, ruby, gold, etc., with small particles of silver in the glass. A big bargain.

We Make
NO CHARGE
For Package and Cartage

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

We Make
NO CHARGE
For Package and Cartage