

MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 21, 1906

Number 1209

Work-Play

Don't work too hard---it doesn't pay.
Devote a little time to play

To mitigate your labor.

When evening comes, drop thoughts of toil;
Tustead of burning midnight oil

Drop in to see your neighbor.

Don't play too hard---it doesn't pay.
We all should do some work each day

To earn our bread and butter.

At least go out in your back yard
And make a show of working hard,

Although you only putter.

First work, then play's the easiest way,
As you have heard the wise men say,

And that's the way they do it.

He who to either work or play
Devotes his life day after day

Is pretty sure to rue it.

If I Only Knew

If I knew a box where the smiles were kept,
No matter how large the key

Or strong the bolt, I would try so hard

'Twould open, I know, for me.

Then, over the land and the sea, broadcast

I'd scatter the smiles to play,

That the children's faces might hold them fast

For many and many a day.

If I knew a box that was large enough

To hold all the frowns I meet,

I would like to gather them, every one,

From nursery, school and street;

Then, folding and holding, I'd pack them in,

And, turning the monster key,

I'd hire a giant to drop the box

To the depths of the deep blue sea.



Give the man who works a chance to own his home, with a piece of land around it large enough for a garden and a poultry yard, and you have planted him and his family in an environment where Socialism will cease to interest him, and where he will be a better man and a better workman and a better citizen than he or any other man will ever be who lives in a flat or tenement and has nothing to occupy his mind but the daily grind of his work, which usually does not occupy his mind at all, and the delusive mirage which is opened before his imagination by the Socialist agitator, who secures converts by promising impossibilities.

George H. Maxwell

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

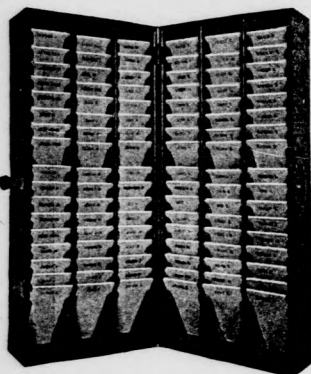
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Bell Phone 87 Citizens Phone 5087

Pat. March 8, 1898, June 1, 1898, Mar. 1, 1901.



Every Cake

of FLEISCHMANN'S

YELLOW LABEL YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

The Fleischmann Co.,

of Michigan

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Av.



Buckwheat Flour

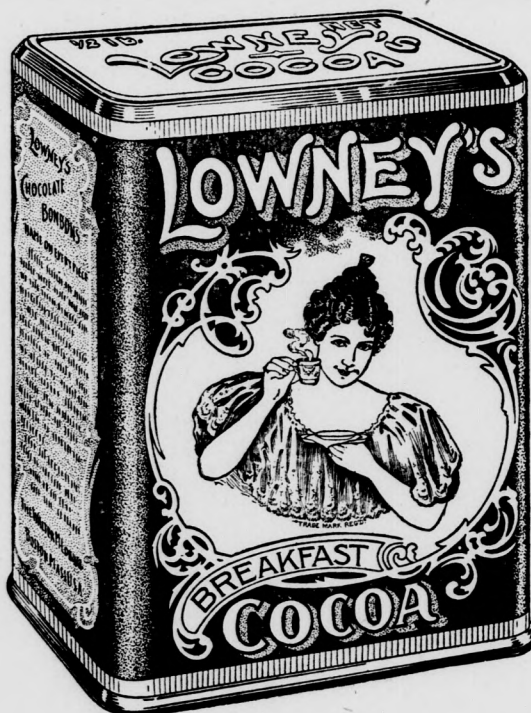
Season Is Now On

Below you will find some very attractive prices for the best B. W. Flour on the market:

Penn Yenn, N. Y., B. W. Flour 125 lb. Grain	
Bags, 10 Sacks inside, per hundred.....	\$2.75
Penn Yenn, N. Y., B. W. Flour, 10-10 Cotton	
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	
dozen .....	.90

JUDSON GROCER CO.

Grand Rapids, Mich.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING
POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

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Number 1209

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

We Buy and Sell
Total Issues

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

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Penobscot Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

SPECIAL FEATURES.

- Page.
2. Window Trimming.
 3. Bank Statements.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Men of Mark.
 8. Editorial.
 9. The First Year.
 10. The Best Job.
 12. Butter and Eggs.
 14. Dry Goods.
 16. Always Behind Time.
 18. A Speculating Clerk.
 20. Woman's World.
 22. Clothing.
 23. Tainted Money.
 24. Inventive Talent.
 26. Why Women Fail.
 28. Shopping.
 29. Ladies' Underwear.
 30. Party Lines.
 31. Trade Dollars.
 32. Shoes.
 36. On the Farm.
 39. New York Market.
 40. Commercial Travellers.
 42. Drugs.
 45. Drug Price Current.
 44. Grocery Price Current.
 46. Special Price Current.

LABOR UNION GRAFTERS.

Among various current evils of a public character there is the prevailing spirit of graft. It is everywhere, high and low, and chief among the persistent exponents of this spirit are those found in the ranks of labor unions.

Mayor Schmitz, of San Francisco, is the present spot-light grafter of the labor union ilk. Schmitz is a union musician. He played the fiddle in a low-down variety theater and, as a shining example of labor unionism, he has twice been elected mayor of the Golden Gate City. To-day he stands with five indictments for grafting against his name. San Francisco is acknowledged to be one of the most cosmopolitan cities in the world. All nationalities as to individuals and as to reprehensible practices have seemed to flock to that city. In the vernacular, it is also a "wide-open" city, while the High Jinks of its famous Bohemian Club have an international reputation not quite savory.

For years the law-abiding, self-respecting citizens of San Francisco have worked incessantly, intelligently and with magnificent patriotism to at least moderate conditions as to crime, vice and general disrepute. Schmitz was accepted as a labor candidate who would do his share toward bringing about the moderation. And yet, so the indictments charge, Mayor Schmitz, the labor hero, and his confederates have for years been imposing and collecting graft assessments aggregating about \$50,000 a month upon proprietors of dens of vice. If the charges are true, Schmitz and his friends have collected a total of \$1,200,000 during the past two years, for which, as officials in authority, they have protected proprietors of these dens in their violation of the city's ordinances and the State's statutes. Equally bad as the other charges is the one that Schmitz, as mayor, diverted to his own use a large proportion of the relief fund so generously contributed by the Gen-

eral Government and various state and municipal governments all over the land to San Francisco in her great calamity.

Schmitz is a cap-sheaf contribution to the graft record of the labor unions. In a lesser degree, materially, but quite equal in the moral sense, are the multitudinous examples of graft furnished constantly by the labor unions. Employers are bled regularly by labor unionists in their employ who will not recommend or use any article necessary in their respective departments of labor unless there is "a piece of money in it" for the one who uses it. Oils, paints, varnishes, machinery supplies of all kinds, inks, paper, chemicals, fabrics, leathers, and, in fact, nearly every article of commerce used in mechanics and the less skillful fields of labor, must yield "a bit of graft" to the union workman upon whom the responsibility falls of demonstrating whether or not any desired article is satisfactory. There isn't an employer of labor who does not suffer from this sort of grafting, and it is safe to assume that more than 50 per cent. of the total membership of the American Federation of Labor are cognizant of and on the lookout to profit by this sort of graft.

Then, it may be argued, Schmitz, who grafted over a million in two years, is no worse than the pressman who insists on 25 per cent. commission on all the ink he recommends and uses. Let us see if Schmitz is not the cleaner rascal of the two. He is, if the indictments hold, simply a thief. On the other hand, the union workman who is denied his graft does not hesitate to render machinery useless or libel the reputation of a standard article of commerce out of a pure spirit of revenge. Recently and not very far away from Grand Rapids a contractor bought six gross of a certain implement, which, because there was no graft in it for him, was declared not durable by the foreman, who had to pass upon the purchase. The goods were delivered and within two weeks every one was broken, because braces had been removed in most instances and in one or two cases heavy weights had been deliberately dropped upon them. The foreman in question very shortly thereafter took his demit card from a local union and is now employed in another city. The other day a gentleman in this city who employs a coachman directed him to select and buy a pair of horse blankets and a carriage robe in anticipation of cold weather. The next day, happening to pass a store where such articles are sold, the employer dropped in casually and looked at various horse blankets and robes and noted the prices. Within a day or two there-

after his coachman said he had selected the blankets and robe and the gentleman visited the stables to confirm the coachman's choice. They were satisfactory, but the prices were two dollars higher on the blankets and three dollars higher on the robe than had been given to him at the store. He quietly informed the coachman of the fact and that worthy not only admitted the case but added that he always made such additions to his purchases of harness, feed, hay, and what not, used about a stable. Those were his rightful perquisites. The coachman lost his position forthwith.

These examples might be multiplied indefinitely, showing how, as a rule, and generally among the most voluble, pretentious and self-asserting of union men, exist the spirit and practice of grafting; of going to almost any end, when defeated as grafters, to get even with the offended.

The Grain Market.

Wheat prices have changed very little during the past week. The May option in Chicago closed one week ago at 78 3/4c per bushel, and last night the close was 79 1/4c. Receipts generally the past few days have been light, especially has this been noticeable in the Northwest. The receipts of spring wheat at Minneapolis from Sept. 1 to Nov. 10 were about 15,000,000 bushels, against about 30,000,000 bushels for the same period last year. Argentine reports the weather was unfavorable for the growing crop. Australian reports would indicate a prospective crop of 85,000,000 bushels, or about 25,000,000 bushels greater than last year. The visible supply showed an increase for the week of 623,000 bushels, as compared with 2,023,000 bushels last year.

Corn has remained practically unchanged for the week. There has been some slight movement of new and the quality is showing up quite satisfactorily. The visible showed a decrease of 836,000 bushels, compared with an increase for the same week last year of 1,311,000 bushels. Corn will be offered freely very soon, and if the car situation would permit all markets would be flooded with fresh receipts of new corn. But with cars scarce and a fairly good demand for immediate use we do not look for much cheaper prices at present.

Oats have lost two or three points during the week, and there seems to be more inclination on the part of holders to sell. L. Fred Peabody.

The Ward & Mull Co. have engaged in general trade at Ada. The Grand Rapids Dry Goods Co. furnished the dry goods, Foster, Stevens & Co. supplied the hardware and the Lemon & Wheeler Company contributed the groceries.



Substantials Should Be Prominent in Holiday Windows.

Local dealers are beginning to show some activity as to Christmas goods and window cards are evidencing that fact.

If there is one staple above another that is depended upon at this Time of Times it is the handkerchief. They always make an acceptable gift, from the plain little initialed hem-stitched 25 center to the one whose price travels up to \$50. Being so easily transportable our Uncle Samuel probably carries more of these in his pouches, along December 20, than any other present that might be mentioned. At home one can fall back on this article as being entirely acceptable, for any amount of money can be invested in them and so every taste can be suited.

It's like taking candy away from the baby, the ease with which merchants dispose of merchandise at Christmas. This is their harvest. People, as a general proposition, are going to spend a lot of money foolishly and handsome goods just about sell themselves. But in those departments that contain the substantials especial effort should be made to get rid of stock, for the world isn't quite all gone daffy and there are still numerous sensible folk who give presents that are practical and that are going to be exactly what the prospective recipients need the most. Many parents take this time to give their children necessary things in the clothing line, usually purchasing a better grade than they would if not intended as a present, and right here is where the dealer has his nice opportunity to sell cloaks, suits, hats and caps, millinery, shoes and underwear. Sometimes only a part of the purchase money is given to a son or daughter who is earning wages, the latter supplying enough to make out the large price of a fine garment. In such cases often two garments may be sold to the same party, the purchaser feeling a little more liberal as he or she is not now obliged to go into his pocket so deeply. In the departments mentioned let clerks leave no stone unturned to effect sales.

* * *

Along this line of thought and with winter soon to be given serious consideration—when the woman who wishes to prolong the delights of summer autoing far into the white months, if not through their entire length, must provide herself with garments that defy Old Boreas—it is well to give heed to such dissertations as the following timely one:

"The leather-lined coat is now the sensible one to consider. Leather trimmings are used on a great many coats this fall. A coat of cream oatmeal cloth having the collar and cuffs faced with white leather traced with a light design in black is handsome

enough to win the heart of any woman who would once look at it.

"Woman is fast following her lord and master in his quick adoption of the blanket coat. The farther north one goes until far-off Nome and the Klondike have been reached the presence of the blanket coat everywhere proves its cold-defying qualities, while the various color schemes resulting from this use of the blankets give a costumatic picturesqueness to the blanket idea greater than is attained by any other of equal warmth and serviceability. Already the coming of the blanket coat for auto use is shown in the display of these useful garments in the very smart shops.

"The coats are made literally from large double blankets. At first the idea is rather hard to grasp, but when made up the popularity of this coat can well be understood, for the material in itself is found to be delightfully warm without being uncomfortably heavy. Then, too, they can always be washed or dry-cleaned, and besides do not soil so easily as many lighter-weight textures.

"There is an infinite variety in selecting one of these blanket coats. There are plain white, blue, gray or black, and then there are the effective striped and fancy blankets. One especially fine coat was made from a white blanket with a deep red striped border. The coat itself was of the plain white, while the collar, large revers and wide cuffs were formed from the border. The hem of the coat was also finished with the red. This garment was only semi-fitted in the back, of course was double-breasted and in length came to within two inches of the bottom of the dress. This same model would be equally attractive with a blue and white or a pink and white border, although in freezing weather red always looks deliciously warm.

"Some of the coats are all white. These look less like the regular blankets and are generally cut with some attempt at style and fit. One all white coat seen on a dashing brunette fell to the hem of the skirt and was fashioned very like the average driving coat.

"For this time of the year a single blanket is sufficiently heavy for motor car use, but when zero comes double thickness will be found necessary. Naturally a coat of this style is made large enough to slip on over any cloth suit or even a couple of sweaters. Just now it is difficult to make up one's mind to the idea of so many garments being possible, but the woman who loves motoring well enough to wish to continue it throughout the winter months is only too glad to discover some new means of keeping warm enough to be comfortable.

"It is only in the Far North that so heavy a wrap as the blanket coat is serviceable just now, but in a month, if not before, a coat of the sort will probably be a necessity for autoing. During the winter the motorist will find the blanket coat indispensable."

"The average man can't refrain from chuckling when his best friend makes a fool of himself."

No chance for a "chuckle" if you sell the oats your customers like.

That's

Mother's Oats

which

carries with it the new

Profit Sharing Plan

Ask about it.

Money FOR YOU.

**The Great Western Cereal Co.
Chicago**

SERVICE

Our aim is to give our customers the best service possible. Orders are shipped the same day they are received. This applies to mail and telephone orders as well as all others and if you are dissatisfied with your present service we solicit a trial order.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

BANK STATEMENTS.

They Disclose a Shrinkage in Loans and Deposits.

The consolidated statement of the banks, showing conditions on Nov. 12, is notable in one respect: For the first time in many moons it is a statement that will not compare favorably with its immediate predecessor. As compared with the statements of Sept. 5, there is a shrinkage in loans and discounts of \$418,069.22 and in total deposits of \$456,647.27. There is nothing alarming in this, however; on the contrary, the surprise is that the shrinkage is not greater. The State called in over \$8,000,000 of its primary school money a few days before the statements were asked for, and the Grand Rapids banks had to contribute their quota from the State deposits they carry.

As compared with the statements of a year ago the showing is very satisfying. Here are the figures:

	Nov. 9, 1905.	Nov. 12, 1906.	Increase
Totals	\$29,443,880.72	\$32,067,839.25	\$2,623,958.53
Loans and Discounts	17,241,350.74	18,236,699.71	995,348.97
Bonds, Mortgages, etc.	4,539,192.71	5,163,992.69	624,799.98
Due from Banks	3,200,806.54	3,878,402.92	677,596.38
Cash and Cash Items	1,600,097.86	1,888,266.62	288,168.76
Total Quick Assets	4,800,904.40	5,766,669.54	965,765.14
Surplus and Profits	1,585,122.69	1,805,330.22	220,207.53
Commercial Deposits	3,430,657.16	10,186,295.08	1,755,637.92
Certificates and Savings	12,109,295.84	12,507,340.39	398,044.55
Due to Banks	2,091,780.12	2,290,490.20	198,710.08
Total Deposits	22,751,160.03	25,156,477.16	2,405,317.13

These will be the last statements for the year, and as interest may be taken in how it has fared as between the National and State banks the significant totals may be given as follows:

	Nov. 9, 1905.	Nov. 12, 1906.	Increase
Totals	\$17,911,206.18	\$19,696,684.14	\$1,785,477.96
Loans and Discounts	11,862,345.93	12,725,693.27	863,347.34
Stocks and Securities	505,130.09	724,932.86	219,802.77
Surplus and Profits	1,030,914.71	1,183,785.77	152,871.06
Commercial Deposits	6,409,352.30	7,893,897.23	1,484,544.93
Certificates and Savings	4,060,445.83	3,965,074.96	*95,370.87
Total Deposits	12,522,691.47	14,156,898.37	1,634,206.90

	Nov. 9, 1905.	Nov. 12, 1906.	Increase
Totals	\$11,532,674.54	\$12,371,155.11	\$738,480.57
Loans and Discounts	5,379,004.81	5,511,006.44	132,001.63
Stocks and Securities	4,034,062.62	4,439,059.73	404,997.11
Surplus and Profits	554,207.98	621,544.45	67,336.47
Commercial Deposits	2,021,304.86	2,292,397.85	271,092.99
Certificates and Savings	8,048,851.01	8,542,265.43	493,414.42
Total Deposits	10,228,468.56	10,999,578.79	771,110.23

To make the comparison complete it may be added that there are five National banks in the city, with a total capitalization of \$2,300,000, and six State Banks, with an aggregate capital of \$750,000; in both classes the same as last year.

Measured by their totals the banks are all up in the millions except the City Trust and Savings, which is the infant institution. The City Trust and Savings is coming on nicely, how-

	Capital.	Circulation.
Old National	\$800,000	\$800,000
National City	600,000	450,000
Grand Rapids National	500,000	346,000
Fourth National	300,000	300,000
Fifth National	100,000	100,000

ever, with an increase of a third in its totals for the year. The year has put the Old National into the \$7,000,000 class, and the Grand Rapids and Fourth close to the \$4,000,000 station. The State Bank is close to the \$3,000,000 mark which the Kent passed a year and a half ago. In the matter of surplus and undivided profits the Kent has added \$28,973.84, or about 58 per cent. of its capitalization, making its total \$273,592.35, or nearly five and a half times the capitalization. The State has \$7,293.88 above 100 per cent. of its capitalization, and may now be regarded as safely over the double mark.

As the season draws near for the convening of Congress and the Legislature interest is being taken in what the law-making bodies will do to the bankers. In Congress the measure to give the currency system a greater elasticity by providing for a credit circulation will be pushed. Under the present banking law the National banks are permitted to issue circulation to the full amount of their capital upon depositing Government bonds as security. Not all the banks avail themselves of this privilege. It is estimated that the circulation issued is but 62½ per cent. of the capitalization, the high price at which bonds are held discouraging further expansion. Using this 62½ per cent. as a basis and average it is proposed to authorize the banks to issue 25 per cent. credit or emergency circulation upon which 2½ per cent. tax will be levied, and if this proves insufficient to relieve the stringency 12½ per cent. additional may be issued, upon which

the tax will be 5 per cent. The full details of the plan have not yet been given out, but, according to the newspaper reports, the banks that have 75 per cent. circulation already out can issue but 25 per cent. additional on

NATIONAL.

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Surplus and Profits	1,030,914.71	1,183,785.77	152,871.06
Commercial Deposits	6,409,352.30	7,893,897.23	1,484,544.93
Certificates and Savings	4,060,445.83	3,965,074.96	*95,370.87
Total Deposits	12,522,691.47	14,156,898.37	1,634,206.90

STATE BANKS.

	Nov. 9, 1905.	Nov. 12, 1906.	Increase
Totals	\$11,532,674.54	\$12,371,155.11	\$738,480.57
Loans and Discounts	5,379,004.81	5,511,006.44	132,001.63
Stocks and Securities	4,034,062.62	4,439,059.73	404,997.11
Surplus and Profits	554,207.98	621,544.45	67,336.47
Commercial Deposits	2,021,304.86	2,292,397.85	271,092.99
Certificates and Savings	8,048,851.01	8,542,265.43	493,414.42
Total Deposits	10,228,468.56	10,999,578.79	771,110.23

credit, and under no circumstances shall the total exceed the capital. The credit circulation privilege will be confined to those banks that have been in existence one year or longer and have 20 per cent. surplus. The proposed legislation will not affect the Grand Rapids banks to any marked degree, as they are already pretty well up to the limit. The capitalizations and outstanding circulations are as follows:

	Capital.	Circulation.
Old National	\$800,000	\$800,000
National City	600,000	450,000
Grand Rapids National	500,000	346,000
Fourth National	300,000	300,000
Fifth National	100,000	100,000

The National City and the Grand Rapids National could each put on \$150,000 if need be, and should there seem to be a profit in it after paying the tax.

Several bills are said to be in preparation affecting the State banks. The Legislature will not meet for six weeks yet, and what all of them will be has not yet appeared. One of the proposed measures, however, is to limit the State banks in cities above 50,000 population to purely savings business instead of permitting them to do a commercial business as well. This legislation would affect Detroit and Grand Rapids only, with Saginaw

just under the population limit. The two cities affected certainly are not calling for any such change in the law as is proposed, and it is not easy to see why the rural members should concern themselves about it. If any such change is made it ought to apply to all banks alike. As far as this city is concerned the State banks have a fair proportion of their money invested in securities as compared with commercial paper, as the following will show:

	Mortgages, Bonds, etc.	Loans and Discounts.
Grand Rapids Savings	\$1,009,985.28	\$ 882,743.40
Kent Savings	1,055,762.57	1,751,202.00
Peoples' Savings	1,281,308.39	504,525.65
State Bank	739,036.21	1,512,096.57
Commercial Savings	230,725.00	635,143.21
City Trust and Savings	122,242.28	225,295.61
Total	\$4,439,059.73	\$5,511,006.41

Several Additions To Battle Creek Industries.

Battle Creek, Nov. 20.—The J. A. Prims Machinery Co., one of the city's newest industries, is doing such a large business that it has been forced to move from the Norka building to the Upton factories. Shipments of machinery are now being made to South Africa.

The largest barn in the city is being erected by the Postum Cereal Co., at the rear of the Grandin advertising building. The main structure is 80x40, with wings 60x40.

Machinery for manufacturing the Candy Crabb Doe-Nut, a product of popcorn and similar ingredients, made to look like an old-fashioned "fried-cake," is now shipped regularly to Australia from this city, as well as to all corners of America and Eu-

rope. The product was originally designed for resorts and fairs, but now has become a regular confection.

The largest pump ever manufactured is being made by the Advance Pump & Compressor Co. It is a compound pump for use in hydraulic mining in Oregon.

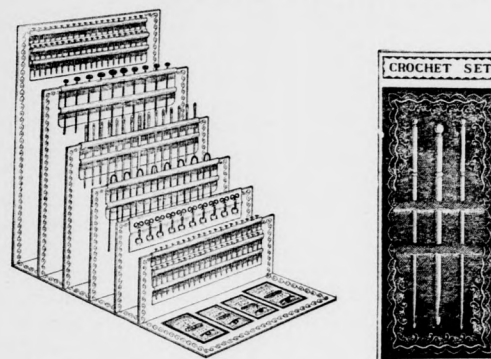
Plans and specifications have been made for an addition to the Battle Creek Paper Box Co.'s plant at Postumville, 120x60 feet and three stories high. This company makes cartons

for Postum Cereal, Grape-Nuts and Elijah's Manna. The Battle Creek Smelting & Refining Co. will be ready for business January 1. A fine plant is being built on Birchard street on land donated by the city.

Two more local industries have decided to adopt the "factory beautiful plan." The Advance Pump Co. and Lyon & Healy's organ factory will in the coming spring be surrounded by graded lawns and flower beds. Superintendent Matlock, of the latter plant, is trying to get a shrub of every variety known to America for his grounds.

A Japanese woman's age can be told from her dress. It is probably the only country in the world where women are not ashamed of their age.

The Needle Book and Crochet Set



are small but necessary items. Every wide-awake dry goods and general merchant knows that it pays to carry a good stock of small wares.

We Pay Special Attention

to this department and offer not only a good line but one that contains many items of special interest for the holiday trade, such as Hand Bags, Peter Pan Purses, Peter Pan Belts, Side and Back Combs, Jewelry, Perfumery, Mouth Organs, Dolls, Holly and Merry Christmas Ribbons, Fancy and Plain Ribbons, Fancy Box and Embroidered Handkerchiefs, Golf Gloves and Mittens, Infants' Mittens, Fine Towels, Stamped and Hemstitched Linens, Pillow Slips and Pillow Covers, Fancy Supporters and Garters in glass top boxes, etc. Let us show you our line.

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



Movements of Merchants.

Shepherd—T. D. Fletcher will soon open a crockery and bazaar store.

Cheboygan—A harness shop has been opened here by Fred Young.

St. Johns—J. E. Bancroft will soon open a new bakery which he is now fitting up.

Port Huron—F. D. Ling & Son have opened a meat market in connection with their grocery.

Laurium—Reynolds & Jeffery, have dissolved partnership, W. J. Reynolds continuing the business.

Reed City—Andrews & Brown, of Petoskey, have opened a new meat market and are now ready for business.

Buckley—E. Middaugh has sold his interest in the meat market to H. L. Horton, who will continue the business.

Kalamazoo—The Edwards & Chamberlain Hardware Co. has increased its capital stock from \$70,000 to \$100,000.

Benton Harbor—A. F. Tyler, of South Bend, has purchased the drug stock in the People's drug store of W. H. Dunlap.

Allegan—Frank Vorman, formerly engaged in agricultural pursuits near this place, will soon open a new grocery store here.

Kalkaska—A. B. Fairbanks has sold the meat market, which he recently purchased of T. E. Evans, to Seath Bros., of Evart.

Pontiac—F. J. Stuart & Co. have sold their stock of general merchandise and wood and coal to J. L. Sibley & Co., who will continue the business.

South Haven—H. M. Avery has taken charge of the jewelry business of his son, S. E. Avery, who will soon leave for the South on account of poor health.

Cadillac—Wm. Parker, of Lake City, has purchased the interest of D. C. Hutchins in the grocery firm of Hutchins & Winter. Mr. Hutchins will remain in Cadillac.

Boyne City—V. E. Velliquette, formerly of this place, but recently engaged in the meat business at Elk Rapids, has returned and has opened a new meat market here.

Charlotte—H. A. Blackmar, druggist, has sold an interest in his business to E. Brackett and the two will continue the business under the style of Blackmar & Brackett.

Battle Creek—W. H. Routier has purchased the interest of his partner, F. A. Allen, in the commission business conducted by them under the style of Allen & Routier.

Muskegon—Charles F. Wilcox is succeeded in the cigar and news business by Horace H. Delano. Mr. Wilcox has sold the store building to Dr. Gaylor M. Brown.

Fowlerville—Bristol & Rathbun, dealers in general merchandise, have dissolved partnership, Charles H. Bristol retiring. Fred A. Rathbun will continue the business in future.

Owosso—Wm. Feindt has sold his shoe stock to Geo. Bartholomew, who will continue the business at the same place. Mr. Feindt will remain in the store with his successor for a time.

Bay City—Geo. J. Stringer and Louis C. Schroeder have dissolved partnership and the latter will continue the business formerly conducted by them, under the style of the Mobile Motor & Machine Co.

Boyne City—Max Lempert and Israel Sandelman, of Petoskey, have formed a co-partnership and will engage in the men's furnishing goods and shoe business. Mr. Sandelman is in Detroit purchasing part of the stock.

Buckley—A new flour and grain business has been started by Bert Edgett, who will make a specialty of grinding feed. His building is 20x40 feet in dimensions and is one story high, in which he has installed his machinery.

Clio—A corporation has been formed to deal in grain and beans under the style of F. M. Houghton & Co. The new company has an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed and paid in in cash.

North Escanaba—W. D. Mooney, who has been connected with the general store of the I. Stephenson Co., at Wells, for the past four years, has engaged in the grocery business at this place. The stock was furnished by the Escanaba branch of the National Grocer Co.

Benton Harbor—Higgins & Bean, who conduct a bakery here and at St. Joseph, have dissolved partnership, Mr. Bean having sold his interest to his partner, A. J. Higgins, who will have charge of the store here. Mr. Bean will manage the business at St. Joseph.

Vicksburg—Dir Bros. have sold their hardware and implement stock to J. F. Follmer, who formerly conducted a hardware business at Schoolcraft. Mr. Follmer recently lost part of his stock by fire and sold the remaining portion to P. C. Pursel & Co., of Schoolcraft.

Kalkaska—Geo. E. Smith has purchased the hardware stock of C. W. Prevost and also that of John Sieting and will consolidate the two and conduct business in the Sieting store. Mr. Prevost has been engaged by Mr. Smith as salesman, but it is not yet known what Mr. Sieting's plans for the future are.

Sault Ste. Marie—The Chippewa Produce & Supply Co., which deals in implements, hay and grain, has made an assignment for the protection of its creditors, W. K. Parsille being appointed assignee. Mr. Parsille is now taking the inventory and making the necessary preparations for closing out the business.

Harbor Beach—H. W. Warnica, furniture dealer and undertaker, who has been engaged in business here for the past twenty-seven years, has sold his stock to John C. Davis, of Chicago, who took possession Nov. 15. The buildings are still the property of Mr. Warnica, who has given a ten year lease to his successor.

Jackson—Brown, Davis & Warner, wholesale grocers, have leased the factory building recently vacated by the Central City Soap Co. and will occupy it by Dec. 15, except a space 30x70 feet, which has been reserved for the Peninsular Spice Co. This will give the company much more room and the convenience of a side track.

Traverse City—F. L. Johnson and W. D. Turner have formed a co-partnership under the style of Johnson & Turner and will conduct a hardware store. Mr. Turner was formerly employed by the Hannah & Lay Mercantile Co. and the Saxton Hardware Co. and Mr. Johnson formerly conducted a general store at Mapleton.

Coopersville—Wilder A. Thomas and Arthur B. Storrs, doing business under the name of Thomas & Storrs, and conducting for years an implement store, have filed a voluntary petition in bankruptcy in the United States Circuit Court. The liabilities are given as \$14,589 and the assets \$9,206. The individual debts of Thomas are \$472 and his property holdings \$177. The liabilities of Storrs are \$375, with property valued at \$1,118, of which \$1,000 is exempt.

Traverse City—The S. F. Saxton Hardware Co. has disposed of its stock to J. A. and Herbert Montague. There will be no change in the store this winter, the two members of the firm running both the Saxton store and the hardware store of J. A. Montague. About March 1 it is expected that a new two-story brick building will be commenced on the Saxton site, 27x162 feet. It is the intention of the firm when the new building is completed to add a grocery department.

Manufacturing Matters.

Detroit—The capital stock of the Mexican Crude Rubber Co. has been increased from \$200,000 to \$1,500,000.

Monroe—The capital stock of the Wilder-Strong Implement Co. has been increased from \$70,000 to \$100,000.

Sherman—Axel Kehlet, of Waukesha, Wisconsin, has leased the creamery here and will conduct the business.

Shepherd—Mrs. E. G. Faunce has leased the creamery building to the Webster Butter & Cheese Co., which will manufacture cheese.

Ontonagon—The Ontonagon Lumber & Cedar Co.'s mill will finish its season's cut this week. The plant was operated steadily throughout last season and the cut has been large.

Simmons—Van Valkenberg Bros. have leased the Lyman sawmill at Whitdale, Schoolcraft county, and will fit it up for operation this winter. A lath mill will be added to the plant.

Masonville—The White Marble Lime Co., of Manistique, has purchased the post yard and mill at this place. Alterations and improvements on the mill will be made during the winter.

Detroit—The Clark Wireless Telegraph Co. has been incorporated with an authorized capital stock of \$300,000, of which amount \$150,000 has been subscribed, \$130.94 being paid in in cash and \$149,869.06 in property.

Detroit—The Detroit Spring Wheel Co. has been incorporated to manufacture wheels and running gear with an authorized capital stock of \$100,000, of which amount \$80,000 has been subscribed, \$30,000 being paid in in cash and \$50,000 in property.

Fremont—The Simonds Heating & Specialty Co. has been incorporated to manufacture heating systems, having an authorized capital stock of \$40,000, of which amount \$26,500 has been subscribed, \$11,500 of which has been paid in in cash and \$15,000 in property.

Benton Harbor—A stock company has been formed to manufacture metal castings under the name of the Benton Harbor Malleable Foundry Co., which has an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$3,000 paid in in cash.

Detroit—The Eureka Manufacturing Co., which manufactures special machinery, has merged its business into a stock company with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,000 being paid in in cash and \$9,000 in property.

Grand Marais—George Swartzmiller has closed a deal whereby he disposes to the McKillip-Hopper Manufacturing Co., of Manistee, of 680 acres of hardwood land located within two miles of this place, part of it fronting on the right of way of the Manistee Railway.

Marquette—After having been shut down for two weeks, pending the installing of a hot pond, the sawmill of the Northern Lumber Co., at Birch, has resumed operations. The company's railroad has been completed and work in both the mill and camps will continue throughout the winter.

Bay City—A corporation has been formed under the style of the Bay City Chemical & Color Works to manufacture dry colors and dry wood stuffs. The company has an authorized capital stock of \$20,000, of which \$15,500 has been subscribed, \$3,600 being paid in in cash and \$11,900 in property.

Grand Haven—H. G. Milliman, Julius A. Boand and Frederick M. Carter, of Chicago, have bought the old Walden shoe factory building, which will be remodeled and turned into a wood-working plant for the manufacture of fancy doors and sashes. From twenty-five to thirty hands will be employed at the start.

Saginaw—Sleeth & O'Donnell, having erected a camp, constructed roads, etc., have begun cutting the last bunch of cork pine in the Cass River region. They purchased the timber, estimated to cut 600,000 feet of choice lumber, from John Striffler, of Elkland, Tuscola county, for \$6,000. The land is estimated to contain in addition to the pine 5,000 telegraph poles, 20,000 cedar ties, 200,000 feet of hardwood lumber and a large quantity of cedar posts. The logs will go to the sawmill of J. J. Flood at Bay City to be converted into lumber.



The Produce Market.

Apples — Spys, \$2.50; Wagners, \$2.50; Baldwins, \$2.25; Greenings, \$2.25; Tallan Sweets, \$2.25; Kings, \$2.50. The market is firm.

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

Butter—The market remains firm and creamery grades are 2c higher. The receipts are about normal and the quality likewise. The percentage of strictly fine goods is small and under grades show firmness. From present indications the next change will be an advance both in fancy and under grades within a short time. The consumptive demand is very good, and withdrawals of storage butter are heavy. Creamery ranges from 26c for No. 1 to 29c for extras. Dairy grades fetch 24c for No. 1 and 18c for packing stock; renovated, 23 @24c.

Cabbage—45 cper doz.

Carrots—\$1.50 per bbl.

Celery—20c per bunch.

Cheese—The receipts are about seasonable, and the present range of prices is 10 per cent. above a year ago. Considering the season the consumptive demand is good. Stocks in storage are light, and a good firm market with practically unchanged prices can be looked for during the coming week. Under-grade cheese is very scarce.

Chestnuts—14c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

Cranberries—Wisconsin are steady at \$9.50 per bbl. Late Howes from Cape Cod are strong at \$10 for choice and \$11 for fancy.

Eggs—Receipts of fresh continue very light and the market is strong with the demand heavy. Nine-tenths of the transactions are in storage stock, which commands 23@24c. Strictly fresh fetch 27c for case count and 28c for candled.

Grapes—Malagas command \$4.75@6 per keg.

Grape Fruit—Florida commands \$3.75 for either 54s or 64s.

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

Lemons—Californias are in small demand at \$4.75@5. Messinas are steady at \$4.75@5.

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 and California Navels range around \$3.75.

Parsley—30c per doz. bunches.

Potatoes—The market is weak on the basis of 35c per bu. The Government report gives the crop as 303,000,000 bu., or 43,000,000 bu. more than last year, and 29,000,000 bu. less than the big crop of 1904. The easy feeling continues and stock moves slowly.

Poultry—Receipts the latter part of last week and the first part of this week were lighter, giving the market a chance to clean up a little, but the latter part of this week they have been heavier again and the tempor-

ary improvement in the feeling has been lost. The market is steady and a fair demand is noted. Offerings of live turkeys are light and the demand good for good stock, poor and thin turkeys being slow sale. Live ducks are in light supply and there is a fair demand. The white feathered ducks being much preferred to the colored. With colder weather the market for dressed stock ought to show some improvement. Offerings of iced poultry are moderate and the demand light.

Squash—Hubbard, 1½c per lb.

Sweet Potatoes—\$1.65 per bbl. for Virginias and \$3 per bbl. for Jerseys.

White Pickling Onions—\$2.25 per bu.

National Grocer Co. To Invade Cadillac.

Cadillac, Nov. 20—Arrangements have been completed whereby the National Grocer Company is to open a branch wholesale grocery house in this city. President Amos S. Musselman and Charles S. Brooks, manager of the company's branch house in Traverse City, were in this city last week and closed a contract with William H. Parish to erect a building to be occupied by the company. It is to be a three-story brick structure with 50 feet frontage on West Harris street, next to the G. R. & I. tracks, and will be 125 feet long. The basement will run full length and breadth of the building.

According to Mr. Musselman the wholesale grocery to be located in this city will be known as a National Grocer Company branch house, and will be under the management of Charles S. Brooks, who is now the manager of the branch house at Traverse City. The territory to be supplied from the branch here will be the cities and villages between Reed City and Mackinaw on the G. R. & I. and between Alma and Frankfort on the Ann Arbor Railway. Also the villages in this vicinity not reached by rail and those on the Lake City branch of the G. R. & I.

Recent Business Changes in the Buckeye State.

Toledo—Abner L. Sayen has sold his grocery stock to C. F. Hendricks, who will operate same in connection with his meat market.

Mansfield—The stock of the Keiser Shoe Co. has been sold to the Big Four Shoe Co., which has already taken possession. The principal stockholders in the new company are Paul Adolph, of Toledo, and L. N. Manette, of Tiffin, both of whom are experienced in the shoe business, the former being interested in five other Ohio shoe stores.

Benton Harbor—The Campbell-Naylor Garment Co. has paid to the Benton Harbor Development Co. the sum of \$3,500 and taken a deed to the Farwell overall building which it has occupied for more than a year past. The members of the Development Co. feel that they have made a good deal for the city. This building was originally purchased by the old Board of Trade, when nearly \$10,000 was raised for the purchase of the building and for certain improvements demanded by the Farwell company.

The Grocery Market.

Sugar—The market is absolutely unchanged from the last report. Raws have remained steady and without movement. Refined is also steady on the ruling basis. The demand is seasonably light.

Tea—No important improvement seems to be looked for before the turn of the year. The market retains all of its steady to firm tone, with some tendency toward higher prices for Pingsueys.

Coffee—Rio and Santos grades are weak and depressed. The large present and prospective supply is responsible for all this weakness which has absolutely defeated the objects of the valorization plan up to the present time. Mild coffees are steady and unchanged. Java and Mocha are unchanged at ruling prices. The general demand for coffee is good.

Canned Goods—There is no great display of buying interest in any line and such demand as there is goes to those commodities which are in limited supply. These include peas and string beans. The market appears to be pretty well cleared of stock that could be bought within buyers' limits. Few string beans are offered for the south. Gallons, according to report, are about exhausted. Corn is dragging. Buyers in this section do not seem to be interested in the cheap offerings, which may not stand the test of the new pure food law, and there is little demand at present for the better grades. The tomato market has a firm undertone. Gallons are scarce and firm. Salmon remains firm, but with little animation in red Alaska, which while in relatively small supply, is more plentiful than other grades. Medium red and pink are in very light stock and buyers who had to have the goods are said to have paid as much for small spot lots as the figures quoted on standard red brands. There is a large shortage in Columbia River Chinooks, based upon requirements of consumption as represented by current inquiries from jobbers, and the little that is held is being released sparingly at full quoted prices. Agents of packers are unable to accept orders for additional quantities. No change in the position of domestic sardines is reported. With a short pack and much higher cost of materials, particularly cottonseed oil, packers are indifferent sellers. The tendency of prices is strongly upward.

Nuts—Walnuts are the most active, but there is a good demand for almonds, while interest in filberts shows marked improvement. Pecan nuts are scarce, and there is an unusually light supply of Brazils. Shelled nuts of all kinds are firm and in demand. The market for all descriptions of nuts, shelled or in the shell, has a firm tone.

Syrups and Molasses—There is possibly a steadier tone to the market for sugar syrups, owing to a slightly better demand, but the feeling is not sufficient to cause any real change in the situation. The market for glucose is unchanged. The demand is good, and prices are well maintained. Nothing of really new

interest is noticeable in the market for molasses. The demand is light, and is confined within the limits of buyers' actual requirements. As a rule, buyers are holding off until the effect of the pure food law is demonstrated. Receipts of new crop New Orleans molasses in the south continue to be of poor quality, and comparatively little new goods are coming here.

Fish—Cod, hake and haddock show no change for the week, but are still very high. The supply is small. All sardine packers who are members of the recently-formed combination have advanced the price of quarter oils 15c, make the present price of key cans \$3. Foreign sardines are firm and high. Salmon is unchanged and steady. The high basis of Norway mackerel is still maintained, although certain holders during the past week have shown a disposition to shade prices somewhat. The situation, however, is still extremely strong. Shore mackerel are unchanged, being still very scarce and very high. No new Irish mackerel are coming forward, and the situation is firm. Some old fish are being brought over to sell at higher prices than last season.

Dried Fruits—Prunes are higher on the coast. By reason of a heavy demand at home, and particularly for export, the shippers of Santa Clara prunes now ask a 3c basis, which is an advance of ¾c. Outside goods are quoted at 2¾c. On spot the supply is still low and sales have been made as high as a 4½@4¾c basis. The failure of the French prune crop is going to greatly increase the foreign demand this year. Peaches are high and scarce. Currants are considerably excited, the market being firm, but without change, for the week. Raisins are exceedingly strong and are advancing rapidly. On the coast the quotation for fancy seeded is 9½@9¾c, though goods in transit and on spot can be bought for relatively less. Choice seeded and loose raisins are up in proportion. A large demand seems to be mainly responsible. Apricots show nothing new. The market is still scarce and high.

Provisions—Both pure and compound lard are firm and unchanged. Canned meats are dull and unchanged. Dried beef is firm and unchanged. Barrel pork is firm and unchanged.

Lindemulder, DeBoer & Co., who formerly conducted a grocery business at 107 Alpine avenue, have dissolved, R. Lindemulder & Son continuing the business at the old stand. Mr. DeBoer is now local representative for the Cumpson, Prentiss Co., of Buffalo, N. Y., jobbers of teas and coffees.

Engel & Son have sold their grocery stock on Thomas street to Frank Top & Co., who will continue the business at the same location.

John Kaminski has engaged in the grocery business at 262 Seventh street. The National Grocer Co. furnished the stock.

MEN OF MARK.

Hugh Blair, Cashier City Trust and Savings Bank.

Fortunately for mankind civil service rules do not govern holders of the positions in commercial and industrial life as they do those who seek employment under a paternal government. Were such regulations to exist in every avenue of endeavor the whole social and business fabric of the world might be changed, as it might revolutionize the trend of individual enterprise and ambition. Without an incentive to labor beyond the degree necessary to maintain a certain position requiring a minimum of brains and brawn the average man is worthless to all intents and purposes in advancing his own or the welfare of others.

It is the man who starts out in life cognizant of the fact there are no limitations to what he may essay and accomplish in this democratic country, and who has the power and qualities of endurance, who ultimately reaches the horizon where rest the golden ball as the prize for his endeavors. Many have made a promising start toward the goal which offers attraction to all only to defeat themselves by a lack of some essential quality, perhaps unknown until the moment of failure, while others starting out with the same prospects gather strengthening qualities as they proceed. Yet were the same contestants for honors or emoluments under the same strictures imposed in governmental service both might remain at a standstill, complacently content to give but a minimum of service.

With the boundless opportunities for him who is willing to put his heart, body and soul into the work the wheels of progress go on with their grinding, turning out a reward commensurate with the energy applied. So it is that the world is shown comparatively young men at the head of large enterprises such as were scarcely dreamed of by an older generation hidebound by precedent and ultra-conservatism. And these young men are the ones who had the pluckiness to inaugurate enterprises and who had the tenacity of purpose and capability to push with all their might toward the achievement of creditable ends that might lay with them alone to reach.

The banking business, probably quite as much as any other, has given to the world striking examples of what perseverance and ambition can accomplish. One that may be cited as instancing the point is the career of Hugh Blair, whose record as a banker in this community promises to eclipse that of most men of his years and experience.

Mr. Blair's career has not been of a meteoric character but rather one of steady progression, unmarked and unsullied by a single questionable act. What he has gained in reputation and standing is the result of many years' close application to business as an employe, for he did not start with an unwieldy inheritance of worldly goods and has won his spurs by dint of unusual energy and perseverance,

Mr. Blair was born Sept. 29, 1872. His father was the late James Blair, one of the ablest attorneys Grand Rapids has ever known. His birthplace was 99 Coit avenue, where he has resided all his life until a few months ago, when he removed to the residence at 11 Madison avenue which he recently acquired.

Mr. Blair attended the Grand Rapids public schools, graduating from the High School in the literary course in 1892. He immediately entered the employ of the Kent County Savings Bank as runner. He was subsequently promoted to the position of individual book-keeper and later on to that of receiving teller. After thirteen years of consecutive service with this institution, he retired on May 1, 1905, to take the position of Cashier of the City Trust and Savings Bank. This Bank opened its doors July

used so much as the term "success." The world is not over charitable, yet it is disposed to brand as a success everything which is not a positive failure; and in this wise it often affixes the title to things which are failures in a true sense. There can be no degree to success. It is a superlative term. It means in the true spirit of things, "I have done the best that I could." That is the true success. One may win fame and fortune, but if he has not attained the greatest height which his capabilities and his opportunities have placed within his reach he has made something of a failure. If he has not utilized everything within his reach that he may utilize legitimately, then he has not tested the full measure of success.

The banker who is doing "fairly well" when by greater effort, a little

tend to build up his business and add to his prestige and influence.

Mr. Blair is a member of the Peninsular, Lakeside and Kent Country Clubs and a director in the Humane Society. He is not a member of any lodge or fraternal organization, being devoted to his home, over which his mother presides.

Mr. Blair embodies in his make-up many of the striking features of other local bankers, such as the immobile face of an Idema, the adroitness of a Wylie, the good nature of a Garfield, the shrewdness of an Anderson, the long-headedness of a Hollister and the conservatism of a Hefferan.

Grocery Store Without Scales.

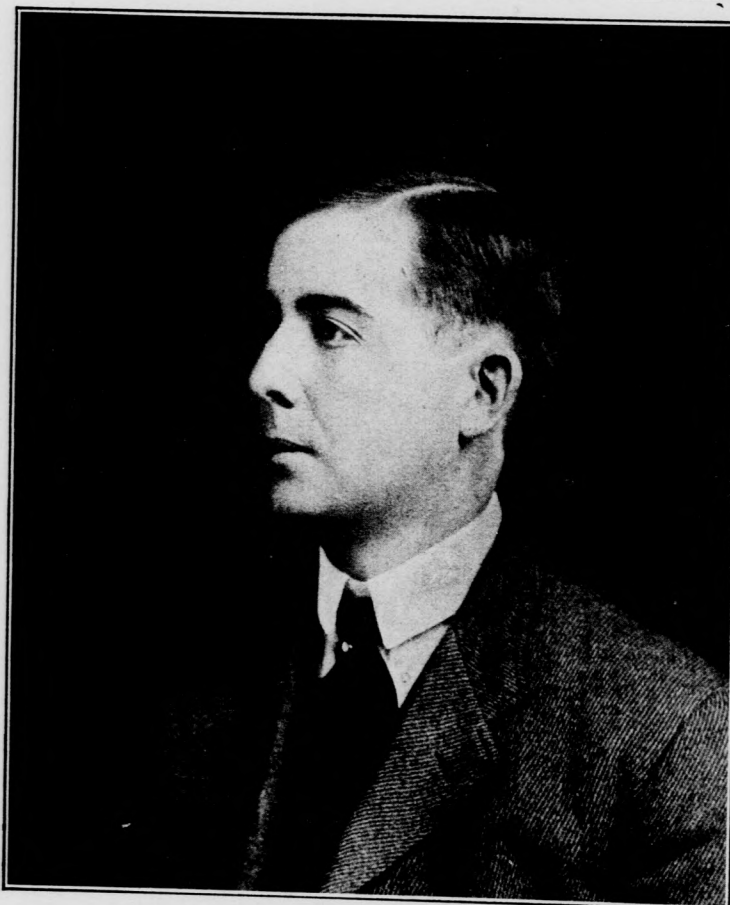
New York, Nov. 19.—The first retail grocery store in Greater New York to be operated without counters or scales has opened its doors on Main street, Flushing, under the proprietorship of Charles Bartlett, a grocer, who has had much experience in catering to high-class trade. The idea is to sell goods only in bottles, cans, cartons or packages. There is no weighing of anything for the reason that no bulk goods are sold. Teas, coffees, and other grocery articles are sold in the packages as received, with the manufacturer's or jobber's guarantee as to quality and weight.

While a number of the larger manufacturers and jobbers disclaim any knowledge of such a movement, it has been persistently rumored in the trade for some time that if the Bartlett store proves a success a company with large capital would be organized to start a similar store in various parts of the city where the demand is for goods of guaranteed quality, scientifically packed and free from all impurities.

The claim has been made that the general run of retail grocers here were bitterly opposed to the package idea, and preferred to handle goods in bulk form wherever possible, believing the possibilities of profit therein to be much larger. The better class of grocers in this city deny this. They realize, they say, that the grocery business is in a state of evolution. The tin can, glass jar, and oiled paper are the overturning influences acting upon the old-time grocery trade. The customer at retail wants his goods delivered to him in a package. The manufacturer and jobber in "straight" goods encourage the idea. The retail grocer finds a simplified business, a cleaner, surer profit and the minimum of time and labor in dispensing these package goods to his customers. It is the age of the illustrated, printed package in the grocery business, and, with the introduction of one package to a new line of commodity, the grocer feels the pressure of demand for packages for half a dozen other lines that have not been adapted to box, jar or carton.

We should all try to endure our own troubles with the same admirable fortitude that has helped us to endure those of our friends.

Silence is sometimes golden, and sometimes ironical.



Hugh Blair

13, 1905, and those familiar with local banking conditions realized that Mr. Blair was up against a hard proposition because the banking interests of the town were already well represented. By dint of hard work and diplomatic effort he succeeded in building up his deposits to \$200,000 by Dec. 31, 1905, and on the date of the last statement called by the State Banking Department, which was Nov. 12, his deposits had increased to \$301,000. This record is very generally regarded as a remarkable one and speaks louder than any words can of the persistence and ingenuity of a banker who can achieve such a result in the face of the fierce competition which besets him on all sides.

There is no word in the English language (unless it be a woman's much abused "awful") that is mis-

more progressiveness and a little more aggressiveness he might do better is not a type of the successful man. The banker, or man in any walk of life, who is not satisfied with keeping his head above water when by a few bold strokes he might be in front of the race is not entitled to a place in the list of the successful. The man who really succeeds is the one who utilizes everything at hand which will advance his own interests legitimately and add to his own success.

Mr. Blair is an excellent type of the man who has made it his life rule to be content with the things at hand and to make the best of them, while at the same time keeping a weather eye open for new opportunities. He has utilized everything within his reach that would

Sturdy Plea for Government Ownership.

Evansville, Ind., Nov. 17—I was very much interested in your article entitled Distribution of Wealth and have enclosed a few thoughts that I would like you to think over. If you will publish them in your valuable journal I will be very much pleased.

Your article is well written from a political and capitalistic standpoint.

The people are told that their voice is the voice of God, but the most of us don't believe it. We have more faith in our votes. If you will notice, we always get just what we vote for. God has nothing whatever to do with it.

If the Government (which is all of the people) would seize all of the property and carry on all the business and pay wages to the people, then let them buy what they want, but not allow them to sell it again for more than they paid for it, it would wind up competition and we would not need to fear the evils that are among us.

If the Government owned everything, it would, indeed, then own itself and it could do what it thought best with itself. Again, I wish to impress upon your mind that the Government is the people who live here. If the people who live here had the right to say just what was best for them I am sure that millions of them would have something more than a bare living, which they are not getting now. The Government has the right to make its people honest, and I think if a man will not work he is dishonest for he is living on what some one else has worked for. Now, if the Government owned all the property and carried on all the business it would have the right to make every able bodied man do something, and whatever this would be would be for the Government, the people.

If every man—leave out the women and children—would work for the Government and do nothing but build useful things, it would not be many years until the Government, the people, would have a great deal more than they are getting now. Too many of us fail to see the great amount of men that are employed on account of competition.

Knock out competition and put these men to work on useful things and see what we all would get for our labor.

A Government position is and always has been a very desirable one, for it looks out for the welfare of all of its employees.

There are none of us who have to fight for business and a good position but what would like to have the Government back of us.

Some seem to think that the Government is protecting us. I say that it is not, for Capital will not let it do so. If those whom we have put in office could not use the money they receive for profit we would then get protection.

Progression is the law. If one or two men can become owners of most of the property of this country, then I say the law of progression for the Government is a failure.

Those who now claim to own the most of the property on this earth

are the ones who are going to make trouble for the Government, the people. The people, the Government, are the ones who have made all of the property you see and not the ones who hold any of the titles. Most people ask you, How are you going to get the money to buy the property? Where does money come from? From the Government, the people. The people produce everything, the Government makes the money. Now whom does the money belong to?

*Edward Miller, Jr.

Busy Season for Menominee Mills.

Menominee, Nov. 20—Lumbering on the Menominee is still an important factor in the industrial life of the community, as is shown by the output of the mills this year. During the season that is just closing the mills have cut approximately 165,000,000 feet of lumber.

Of this amount about 90,000,000 feet will be floated down the river, while the balance will be either rafted from points on the bay shore or shipped in by rail. Within a few weeks all the mills on the river will have closed for the season.

Local cedar men are pleased with the present condition of the cedar market and the prospects for the future. Prices are high and the demand for cedar poles is brisk. The long poles are especially scarce and expensive. The market in cedar posts is weak.

One cedar man explains this by stating that Western farmers, many of whom were heavy users of cedar posts in former years, have nearly all planted groves on their farms, which have advanced to such a stage that it is no longer necessary to import posts.

Menominee county is still a large producer of cedar products. The cut of S. Crawford & Sons, of Cedar River, is larger than that of any other individual concern in the county. Perizzo & Sons, of Daggett, are also heavy producers. This concern maintains a large cedar yard at Daggett and a number of smaller ones in other parts of the county. The purchase of lands of the Cedar River Land Co. by the Oliver Mining Co. will make Spalding an important cedar center in the future. Some of the finest cedar land in the county is included in the big purchase by the mining company.

Car Famine Partially Relieved.

Pontiac, Nov. 20—Vehicle conditions in this city are slowly resuming normal conditions. For several weeks the car famine has made all kinds of trouble for the factories. As an illustration of this the Dunlap Vehicle Co. was obliged to close down three days a week because it had no place to store the manufactured goods when completed. Last week several departments worked five days, and the outlook is that the entire plant will work at least five days this week. The vehicle men require big furniture cars for their shipments and these are still tied up in the West. Many of them are hauling grain into Chicago. The shortage is slowly being overcome, however, and normal conditions will soon prevail.

FINE CALENDARS



NOTHING can ever be so popular with your customers for the reason that nothing else is so useful. No housekeeper ever had too many. They are the proper things for New Year's Greeting.

We manufacture positively everything in the calendar line at prices consistent with first-class workmanship. Tell us what kind you want and we will send you samples and prices.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.



DEVOTED TO THE BEST INTERESTS
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E. A. STOWE, Editor.

Wednesday, November 21, 1906

BOGUS ESTIMATES.

For some intangible, incomprehensible reason it has become a commonplace practice to hold up, as pattern examples, the honesty of professional gamblers and the temperance and gentility of professional pugilists. Analyze either one of these claims and they are found to rest upon compulsory conditions rather than upon a moral sense. The professional gambler, whether he deals in red, blue and white chips or whether his investments are in the nature of stocks or grain options, is compelled to "make good." His ability and readiness to pay his obligations constitutes his sole resources. Let him lose that ability and willingness, however the loss may occur, and he is summarily out of the game. So, also, is it with the professional pugilist. His dominance in that calling depends very largely, if not entirely, upon temperance in eating, drinking and exercise. Let him become reckless in yielding to any appetite, moral or physical, and he is banished from the realms of success. That card-sharps, race-track followers, confidence men, pugilists and the many lesser satellites who revolve around them are good dressers, have easy, agreeable manners and are epicurean in their tastes as to food and drink, is merely an incident based upon policy. Their various lazy and precarious callings demand a show of gentility and the more perfect the veneer that they put on in this respect the better are their chances for continued success.

One evening not many weeks ago a well-dressed, polite man appeared at the window of a ticket office in Chicago and, addressing the clerk, with whom he was acquainted, made known the fact that he was "broke" and desired to reach St. Louis the next morning. "I will send you the price of my transportation Thursday." (The request was made Sunday evening.) The clerk complied with the proposition, the penniless man was in St. Louis Monday morning and the railway clerk received the price of the ticket, with a five dollar note as a gift, Thursday afternoon.

"Do you do this often?" asked the representative of the Tradesman, who had overheard the conversation and witnessed the clerk's accommo-

dating behavior. "No," was the reply, "and I'm taking a chance—making a bet. But I know the man, know that he is a professional gambler, with ups and downs, and I also know that such a man can not afford to beat me."

Would such a man "beat" another man if he thought he could do it with safety to himself? is the natural enquiry that follows such a statement, and the reply must, necessarily rest upon what is known as to the man's daily occupation. His entire time is spent, his sole passion seems to be to win some other man's money at what is called a game of chance, with cards or some other vehicle which, among men who devote their whole thought to the games, may, at will, be made to annihilate all the essence of chance. Sure-thing manipulations in cards, dice, horse racing, billiards, foot racing, wrestling, pugilism, stock gambling and all the rest are multitudinously in the majority over genuine chances among professional gamblers. And knowing this and knowing each other it becomes an absolute necessity that a gambler's word shall be as good as his bond. His word is his bond and, once he forfeits it, he is blacklisted and with no thought of moral aspect.

Many years ago in Detroit that city was in a perfect craze over wrestling matches, with Col. J. H. McLaughlin as the champion. He had triumphed over many men from different parts of the country and was written up, photographed and lionized to the limit. Presently an Ypsilanti butcher, Jake Martin, issued a challenge for a thousand dollar purse. Few had heard of Jake Martin, either as an athlete or a wrestler, but all who knew him knew him as a great strong man, physically, capable of felling an ox and lifting tremendous weights and having remarkable powers of endurance, physically. Weeks of alleged training followed—McLaughlin at Detroit and Martin at Ypsilanti. The newspapers were filled with descriptions and interviews on the subject and at last, at very much increased prices of admission, Whitney's Opera House was packed with an audience of about 2,500 people. Odds were given on McLaughlin's triumph.

From about 9:30 in the evening until nearly 3 o'clock in the morning the two giants tugged and sweated and struggled, with falls alternating between the two and with the audience fairly wild with excitement. Newspaper representatives from all parts of the country took notes and wrote, and so, six hours passed, until finally "a draw" was declared and all bets were "off." "It was a tremendous conflict," said the newspapers. "McLaughlin was the better man," said his friends, and Martin adherents maintained that he was the better of the two. There was no suggestion of crooked work offered that evening. Soon, however, the gamblers began to talk and very shortly it was the common and publicly expressed opinion of all the members of the Profession of Chance that the whole thing had been a successful fake, McLaughlin, Martin and their trainers and other followers dividing

between them the net receipts of the house, approximately \$2,600.

Such experiences among gamblers are every-day happenings and have been from time immemorial. McLaughlin dropped forever out of sight as a wrestling champion and Martin went back to his meat blocks and cleavers. They had played their last card.

A young man of splendid physical development, presumably fairly intelligent, necessarily of good habits and diplomatically polite and of pleasant address, met his death in a sparring match(?) in this city last week. The town and State became instantly alive with indignant excitement. Governor Warner left his fall outing long enough to wire a special message; the daily newspapers said nice things about the deceased and didn't say disagreeable things as to his unfortunate rival; members of the Police Commission refused to talk for publication and the Coroner and Prosecuting Attorney attended to their duties as they viewed those duties. The living principals in the event were complained against, arraigned and admitted to bail, all of which paved the way toward what will be, presumably, a somewhat extended and unimportant finale.

Young Ward is dead and buried; God rest his soul. But the mother who loved him so and who pleaded with him to abandon prize fighting is alive and broken hearted. And the city of Grand Rapids and State of Michigan are resting under one more stain of disrepute, with the unenforced statutes and ordinances still on the books to be ignored.

Another unfortunate feature of the experience is that there are thousands upon thousands of people in Michigan who, taught by the details of prize fights published under the heading of "Sporting" in the daily papers, rest under the impression that prize fighting comes, properly, under the head of athletic sports. Prize fighting is not, never has been and can not, rightfully, be classed as an athletic sport. Sparring is a legitimate practice so long as it is indulged in as an accomplishment acquired primarily and solely as a means of self defense. To demonstrate that a man has acquired that accomplishment, a sport has been devised where, by the use of blackened gloves, two men may "spar for points." That is to say, each time a man is hit by the blackened glove a black mark or "point" is left on his face or breast or anywhere "above the belt" to tell the story of his opponent's skill and ability to defend himself. A contest truly "for points" is an intensely interesting affair. It is a sport in every sense of the word. It calls for suppleness, agility, strength of lungs, heart, limb and mind. It develops control of one's temper, self possession, a quick, true eye and instantaneous, correct judgment of emergencies. As a promoter of good fellowship the art of sparring has few superiors, but it is an art which, when indulged in for material gain—a purse and a championship—is as potent in bringing out all the brutal instincts of a man as it is in its gentler results.

There is not, dodge and temporize as state, county and city officials may, any likeness whatever between a sparring match and a prize fight. The one is sport, the other is brutality, and in all decency and loyalty to the reputations of our State and city the officials should not only recognize the fact but should acknowledge that they know the difference with absolute accuracy, and knowing this should enforce the laws relentlessly.

DANGERS OF DEMAGOGUES.

During the last campaign a good deal was said about demagogues and demagogism, and there was occasion for it. That the sober common sense of a majority of the people was not misled thereby is evidenced by the result. That a good deal of disturbance was created and a good deal of feeling, not to say hatred and ill will, aroused, is also a matter of record. In that as in every other campaign a good many things were said that are not so, but they were either believed temporarily by those who made the utterances or the statements were issued merely for the purpose of deceiving the people, in the belief that the deception would not be discovered until after election. It is unfortunately an accompaniment of the average political campaign that a good many wild speeches are made during its progress, in the attempt to prejudice the voters one way or the other. Elihu Root defined a demagogue to be one trying "to deceive by false statements and false premises," and no one will be disposed to dispute the accuracy of that definition.

James H. Eckels, Controller of the Currency when Grover Cleveland was President, fears that the agitation of demagogues is likely to prove a national menace. It may prove a national nuisance on some accounts, but on other accounts it is liable to prove a national blessing. That there have been mistakes in national administration as well as in that of every state there is no denying. Even a demagogue, bad as he is, may see and point out something that is actually wrong, and it is none the less wrong because that sort of a fellow calls attention to it. The danger comes less from the false statements of the demagogues than from those which have some foundation. In previous years the corporations have been given altogether too loose a rein. President Roosevelt saw and realized it, and so did Congress. It was recently seen and realized in the insurance matters, and Governor-elect Hughes was influential in securing reforms. A demagogue is a dangerous fellow, but if he has to manufacture his evidence he will not long be able to deceive the people. The concern of the nation and of the several states ought to be so to conduct the administration and its legislation as to leave the least possible occasion for fault finding and criticism. The real danger lies in permitting the existence of conditions which enable the demagogue to bring to mind those founded upon fact. The people can be deceived for a little while, but not always.

THE FIRST YEAR.

Good Advice To the Beginner on the Road.

This talk of the life of the drummer being a hard one right along is all right in its way, but it isn't really hard—not when compared to his first year on the road. It is the first year that is hard. The rest are easy sailing compared to that first one. That's the year when he gets out and breaks through the ice in order to take his first swim in the waters of salesmanship. Ug-gghrr! That ice—well, ice always is cold, and half of the time the water that he dives into under it seems colder. That first year really tests a man. If he goes through the ice without a murmur, comes up smiling, no matter if the water is chilling him to the bone, and strikes out like the real swimmer, he is the kind of a man who has a chance to make a good salesman. Mind you, I'm not saying that courage, determination and hard work in his first year will guarantee his success. To become a good salesman requires much more than a good or even brilliant initial effort. But the man who goes through the first year well has a good show to continue so.

Now, look at what the first year means to the new salesman.

A young man who probably has given up a good position as salesman or book-keeper in order to go on the road, and who is full of illusions as to the "grand life of a traveling man," finds himself suddenly transferred into such a new and strange sphere that he is bewildered. If he has not energy and perseverance enough to "fight it out on this line," he soon will throw up his job and resume his former vocation.

We can see hundreds of such beginners every year springing up on the road like mushrooms only to vanish just as rapidly as they came; often wiser, but also much poorer men.

When a beginner starts out on his first trip the office man gives him a lecture as to prices, goods, expenses, beer, cigars, gambling, and—off he goes to "paddle his own canoe."

Everything is new to him—goods, merchants, hotels and his route. He has nobody to give him hints and advice except he finds a good hearted traveling man who sees his dilemma and encourages him.

He does not know how to approach people. Every merchant has a different character and must be approached accordingly. Some are jovial and pleasant, others stern and unapproachable. Sometimes it takes years before a young man is familiar with all of these conditions.

I know. My beginning was so far back that most of the men on the road at the present time were school boys or not born yet when I started, but I can remember it well enough to recall what it all meant to me. I met with experiences that year of a kind to make me remember it as long as I live.

I wasn't one of your aggressive, "hustling" kind of beginners. In fact, I was as bashful as they make them. Looking back now, I wonder how

such a faint-hearted and shy fellow ever made a success as a salesman. But I did. I didn't go ahead as fast as the aggressive type of fellow would have done, but I got there. That's the thing that counts with the house. It took all the perseverance and will power in my system to do it—and it took some time, but the trade I landed was the most solid and extensive in my territory. And I attribute the making of many of my best customers to the lack of aggressive qualities and unobtrusiveness that at first seemed to disqualify me as a salesman.

It was on my first trip in 1869 when I came to Geesetown. The leading store in the town was in the hands of two partners, an elderly and a young man. When I came into the store the partners were sitting near the stove. The older partner was dignified in appearance and my courage sank into my boots at once. I gave them my card and said:

"Good morning, gentlemen."

"Good morning," in a deep curt voice which made me tremble from head to foot.

"Any hats or caps needed this morning?"

"No, sir."

"Good-bye, gentlemen," and I turned and left the store feeling as though I had been relieved of the necessity of having a tooth pulled.

After sixty days I came again to Geesetown. This time I had advanced a step on the road to success, as can be seen by the following conversation which took place:

"Good morning, gentlemen."

"Good morning," in the same deep bass voice, as sixty days before, but as I was prepared for it this time it left me courage enough to say:

"Fine weather to-day." It was raining torrents outside.

"Yes, nice weather for young ducks and young fools who should stand in the rain for half an hour to find out whether this weather is fine."

This took my breath and courage away, but I had enough left to ask:

"Any hats or caps needed to-day?"

"No, sir."

"Good-bye, gentlemen," and away I walked.

In this way it went for nearly eighteen months. I visited them regularly every sixty or ninety days and gradually became a little more familiar with the two men, but never had nerve enough to urge them to buy goods. This struck the elder partner; it was so different from the manners of other traveling men. Therefore, when I had left the store the last time after receiving the usual answer he said to his partner: "Say, Bob, the next time that fellow comes round we must buy some goods of him." I called again after sixty days, and when the usual preliminaries were over began to talk politics. You see I had made some progress. Then the following:

"How about hats and caps to-day? Is there anything you need in my line?"

"Hats and caps?" came from the deep bass voice. "Why, of course, we are all sold out. We have been waiting

for you for three weeks. Are your samples open? If not, hurry up, quick!"

What, was it possible? Did I hear right? Never in my life did a deep bass voice sound so like the sweet and sublime music of the angels. I sold them a nice bill of goods and have sold them ever since, now over thirty-seven years.

But—everything has a "but," so has this episode—no beginner must think that, because I made a good customer by my timidity it is a good example to imitate. On the contrary, I was a fool not to be a little more energetic and aggressive. It is not good policy to be too obtrusive, but if I, after they had sent me away two or three times, had brought into their store a few of the best samples, in which they would have been interested, I would have had their trade a year sooner.

No, it is bad policy to be too timid. "Be progressive and aggressive" is a good motto for the traveling man. And another good motto is: "Don't follow too literally the advice given in mottoes." Most mottoes go to extremes, and if you follow them you will find that one extreme of a proposition is usually just as bad as another. Take all advice seasoned with a grain of common sense.

While it is better to be aggressive when on the road than to play the part of Timid Tim as I did in my first year, it is not well to go to the other extreme. The "professional aggressive man" can make himself much more obnoxious and in less time than the timid man ever could think possible. Dealers resent too much aggression just as they are impressed with a certain amount of it. The pompous loud talker on the road stands just about where he does in the rest of the world. He goes along until he meets the man who isn't impressed by his manner. Then he resembles nothing so much in this world as a pricked bubble.

I heard an old salesman giving advice to a lot of young fellows once in which he told a story of how he had gone into an old customer's store, picked out certain hats that were out of style and did not sell well, and tore the crowns off. One of the young men who heard him was impressed by the result of this action, or the ending of the story, at least.

and determined to emulate him. But the first man he tried the trick on happened to be a man who hated anything that resembled interference with his business, and the first thing the young man knew he was going through the front door while one of the clerks held the door wide open in order that he wouldn't scratch off any of the paint as he went. And yet the man who told the story was a success as a salesman.

Whenever I see a young man following too literally the advice of an older man I am reminded of the time when I became convinced of the power of the human eye to control human beings as well as animals. I was about 14 at the time and I had been reading up on the subject for a long time. I found in my studies that it was generally accepted that the most ferocious animals of the jungle could be subdued by a steady gaze from a man's eye.

Why, I wondered, couldn't a common man, or boy, who wasn't half so courageous or strong as a lion or tiger, be likewise swayed? I sought an answer to my question and found—a favorable one. Hypnotism was the idea, and so I determined to do as the books told me and try my eye on a fellow human.

The books said that it was only necessary to stand perfectly still and gaze into the subject's eye. I did. My subject happened to be the toughest kid in our neighborhood, and the licking he gave me then and there was something to remember. I never followed advice so slavishly again; I always considered circumstances in so doing.

But the young man out for his first year on the road must fall back on the advice of older traveling men. It is a poor traveling man who isn't big hearted. This fact has helped many a young fellow go through the first year to success on the road who otherwise would have been back in the office or in the shipping room within six months. For the propositions that the new man goes up against are so varied and novel that no matter how smart he may be there will be plenty of times when he is at a loss to know what to do, and when the advice of an older man will come to him like a draft from the office when he's stranded for want of funds.

C. T. Wettstein.



IF YOU could look over the shipping clerk's bills of lading it would convince you of the growing popularity of our GRANITE COATED ROOFING.

A granite coated roofing, the result of long investigation. The only roofing on the market that is both durable and useful.

H. M. Reynolds Roofing Co. Grand Rapids, Mich.

THE BEST JOB.

It Is Invariably the Place That You Like.

"I understand that fellow at the head of the dry goods department in Blank's often gets out of bed in the middle of the night to write out some thought which has occurred to him about bettering the work he looks after. Only came to the firm three years ago, too, I believe. He didn't know a thing about the business, either. Gave the superintendent such an impression of intense earnestness and a spiel about naturally liking the work that he got a start. I wish I could take an interest in my work like that," said a worker the other day.

It is doubtful whether there are many men who take the interest in their work that Blank's crack man does. The answers to the following questions might explain to many workers why they don't succeed.

Have you ever been so impressed with a problem of possible improvement in your daily work that your interest in it precluded sleep? Has enthusiasm over some particular piece of work ever impelled you to get to your desk half an hour before time so that you could think the matter out quietly and alone? Have you ever made notes of things in the office and taken them home at night to ponder over? If you were left a fortune would you forsake your desk with the spring of a tiger and never give a thought to it in after days, or would you go on as if nothing had happened save that you employed men instead of being employed?

The question of the right occupation is all important. It is not too much to say that a man can progress three times as fast in a position he likes as in one where he dreads his daily tasks. The case could be put stronger by saying that it's hardly possible for a man to make a success in a business which has no attraction for him, and which he would quit at once if he could.

A sympathy with the problem and work in hand, a passion for a certain vocation, explains the success of many men. It forced Columbus to discover America. It keeps Thomas A. Edison, a multi-millionaire, working out new inventions. It has kept President Roosevelt in harness all his life, when he might have lived in comparative quiet and ease, or amassed a fortune in business. More than half of the world's greatest scientists and writers do not go on working because they are compelled to do so. They work at their vocation largely for its own sake, and it is doubtful if a greater punishment could be meted out than to take their beloved work away from them and chain them down to lives of luxurious sloth.

The call of a certain profession is strong in some men. When Charles M. Schwab heard about a steel mill being opened in his neighborhood, he immediately sought employment there. He felt that there was the vocation he was fitted for by Nature. He never asked a word about pay, hours of work or what he would have to do—just wanted a job at anything connected with the making of steel. He

gave such an impression of earnestness and ability to make headway that he was taken on immediately, and before he had been employed in the mill for a year he was making a large salary as head of a department.

"I had a man come in here," said a sales-manager some time ago. "He had never held a position on the road before. Yet so imbued was he with enthusiasm and so evident was his liking for selling our stuff, that I felt it would be a shame not to try him out. I sent him down to the factory for two or three weeks to study up our proposition at first hand and the manager wrote that he fairly sucked in information. You might have thought that his whole mental system was starving for knowledge as to how our goods were manufactured. Never was there such a man for learning so quickly or taking such an interest in everything connected with our line.

"He would even eat his lunch with the foreman of the factory so that he might waste no chance to find out just why and wherein our goods were superior to others. I put him on the road at first with an old hand, and both of them would go into a prospective customer's place together. Well, the old salesman told me that when he was hard pressed for an argument the youngster would chip in with just the right remark, and in this manner he helped to close some tough sales before he had been out two weeks. That's two and a half years ago, and now he holds a record for selling more goods than any other man for the last six months. I believe if he were left a fortune he'd continue in this business, and run the selling end of it, whoever attended to the other details. He's a born salesman and works at the profession as much from love of it as for anything else."

Scientists who have made a study of the subject say that there is no man born without a native talent for doing something well, however small that thing may be. No man can excel or even hope to compete with others on equal terms if he can not put his heart into his work. A writer on the retail store problem some time ago stated that if a man had not a born talent for merchandise he should stay out of the store business. Nor is it so hard for a man to determine his natural bent. He can go back over the years of his youth and find out what work he did, simply because he liked to do it. If a man proposing to go into the store business never in his life made a good bargain and was always beaten in bartering, it goes without saying he has not the material in his composition to make a good trader.

There are thousands and thousands of men who have been unable to discover what vocation they are naturally fitted for. Why? Not seldom they have never given the matter serious thought. Yet if a man gave the subject half the attention he often devotes to some pleasure he would frequently discover his natural bent. A man does not have to give up his occupation to find out whether he has a natural ability in another direction. One or two hours a day for a

few months will show whether the probabilities are for or against his making rapid headway in that line. A court reporter said to the writer, "I can tell inside of three weeks whether a man has a natural gift for rapid and correct shorthand writing." Correspondence schools—not always an unmitigated good—have this to their credit: Without their installation many thousands of men would still be chained down to irksome, disagreeable occupations. Such schools enable a man to find out whether he has natural bent for a certain profession. Nor is the worker bound to take the word of the school entirely. If a man is studying advertisement writing, drawing, letter writing, book-keeping, or a technical profession, there are scores of firms who will gladly give an unbiased opinion as to whether or no it would be advisable for him to continue his labors.

Thomas W. Lawson said something about Fate hanging out no red lights at the crossways of a man's career. One of the tragedies of life is that a man can spend some of the best years of his life at an occupation and then discover he has no natural bent for his task. There is nothing so painful or galling to an ambitious worker as to be in a position for which he is not naturally fitted. Often he has to endure the snubs and silent contempt of faster and more able workers. Yet it will pay such a one to face the situation manfully. He will do no good by shirking the question. Labor spent in finding out one's natural vocation will be repaid a thousand-fold.

George Brett.

How To Make the Grocery Pay.

The secret of success in the grocery business to-day is separation of departments. This is true whether you have a big store with a hundred clerks or a "corner grocery" with one or two. If you know how much each department is paying or should pay you, you can tell immediately when any one falls off and stop unnecessary losses. If it doesn't pay you in your location to handle fresh fruits and vegetables you should know it and remedy this.

Competition is the life of trade. Competition among your clerks is the best thing in the world for putting life into your business. Have a system that will show you how much business each clerk does. The rivalry which this will bring about will mean money in your pocket.

Make your clerks appreciate their position with you. Pay them all they are worth, but be sure that you are in close enough touch with your business to know exactly the percentage relation between your clerks' sales and their salary. It will pay you to give your clerks a vacation each year with pay. They will think more of you for doing it. They will work harder and will be in better condition to handle your business for you.

Confide in your clerks just as far as you can. Let them know something about your plans. Let them know what goods cost. Many modern storekeepers give the clerks free access to their stock books.

Bins with glass tops furnish a good

way to display beans, barley, coffee and other grains. Have a blackboard or bulletin board where each morning you can write down the day's bargains. Your customers will soon learn to read this board with as much interest as a broker scans the stock quotation board in his office.

You can carry this idea a little farther by mailing out each week to your customers and to people whom you would like to have as customers a card giving the bargains of the week. Such cards could be printed cheaply by your local job printing office and can be mailed for one cent apiece. You could reach a mailing list of a couple of hundred names for a little over \$3.

The modern storekeeper of course believes in newspaper advertising. Mailing cards, circulars and handbills is good, but the foundation of all successful advertising is the newspaper. It goes into your customers' homes each day. It reaches them when they are in a receptive mood, taking a few moments' leisure to look over the day's news. People who read the newspapers are the people whose trade is worth getting and keeping. Pick out the best newspaper in your town and concentrate your advertising there. Do not scatter.

Have you a telephone in your town? If so, you have ready to hand one of the best means of getting business. Tell all of your customers and others through the newspapers and by word of mouth that you will call them up regularly each day to get their orders. Point out that this will save them the bother and—where measured service is in vogue—the expense of calling you. Assure them of proper service and careful attention in filling orders. You can get lots of business this way.

Make your store stand in the public mind for progressiveness. Get people in the habit of saying, "Have you seen such and such a new thing at Jones?" Encourage demonstration of popular foods.

Here is a clever little thing that will attract attention. It is called an electric egg tester. Take an egg case and bore into it one dozen or two dozen holes about one and a quarter inches in diameter, cover this with a black cloth, cutting out the holes. Place one or two electric or other lights underneath it, then place an egg in each of the holes and turn on the lights. Good eggs will show up clear with the light shining through. Bad eggs will be opaque.

One of the latest schemes for delivering goods in fresh condition is a refrigerator delivery wagon. This wagon has solid wooden walls and contains a compartment for ice. It enables you to deliver green groceries at a distance perfectly fresh. This makes a strong talking point.

The progressive storekeeper is not satisfied unless he has a system which will insure his receiving every cent that comes over his counter, that will prevent mistakes and will keep him in close touch with his business. You must know the profit you make on every class of articles.

C. M. Steele.

National Grocer Company

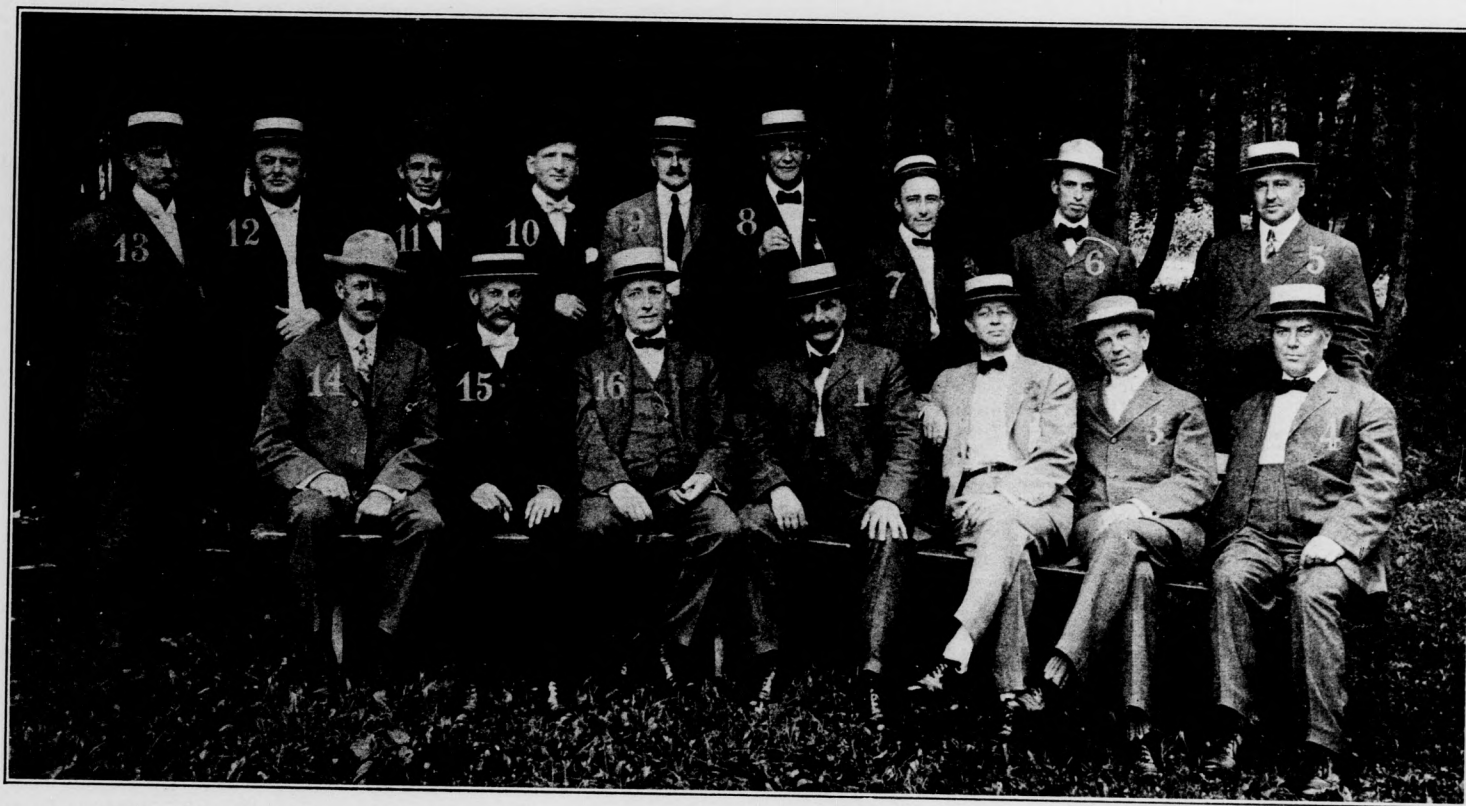
The Largest Grocery Company in the United States

Organized under the laws of the State of Michigan

This company owns and operates thirteen stores and an up-to-date, completely equipped coffee plant. Its tremendous distributing power gives it unequalled facilities for the purchase of goods, and the location of its stores unequalled facilities for their prompt distribution at minimum cost. The creation of this great company was due to the fact that localization of the wholesale grocery business was growing so rapidly that in order to obtain a volume of a magnitude sufficient to command the purchase of manufactured goods at the lowest prices, several of the large successful established houses in the state decided that the wisest way to meet these conditions was to establish a company so strong financially, and in mercantile experience, as to make its volume of business second to no grocery company in the United States. It is because of this tremendous volume of business it is enabled to furnish goods at a very close margin of profit, and still yield satisfactory dividends to its stockholders.

Location of Houses

Musselman Grocer Co., Branch, Grand Rapids, Mich.	-	Marshall D. Elgin, Mgr.	Jackson Grocer Co., Branch, Jackson, Mich.	-	-	Wm. J. Butterfield, Mgr.
Musselman Grocer Co., Branch, Traverse City, Mich.	-	Chas. S. Brooks, Mgr.	National Grocer Co., Branch, Lansing, Mich.	-	-	Jas. E. Gamble, Mgr.
Musselman Grocer Co., Branch, Sault Ste. Marie, Mich.	-	John V. Moran, Mgr.	National Grocer Co., Branch, Durand, Mich.	-	-	Chas. A. Oliver, Mgr.
C. Elliott & Co., Branch, Detroit, Mich.	-	Clifford Elliott, Mgr.	National Grocer Co., Branch, Escanaba, Mich.	-	-	John V. Moran, Mgr.
Phipps-Penoyer & Co., Branch, Saginaw, Mich.	-	Wm. C. Phipps, Mgr.	National Grocer Co., Branch, South Bend, Ind.	-	-	Wm. R. Spencer, Mgr.
Gustin-Cook & Buckley Co., Branch, Bay City, Mich.	-	Frank J. Buckley, Mgr.	National Grocer Co., Branch, Decatur, Ill.	-	-	H. S. Griggs, Mgr.
F. Saunders & Co., Branch, Port Huron, Mich.	-	Rollin S. Horr, Mgr.	National Grocer Co., Coffee Mills, Detroit, Mich.	-	-	Harry Jones, Mgr.



1—Amos S. Musselman 2—H. S. Griggs 3—Frank J. Buckley 4—Marshall D. Elgin 5—Rollin S. Horr 6—James E. Gamble 7—Harry Jones 8—Chas. S. Brooks
9—H. H. Gustin 10—Chas. A. Oliver 11—W. R. Spencer 12—John V. Moran 13—W. J. Butterfield 14—B. B. Cushman 15—Wm. C. Phipps 16—Clifford Elliott

Its policy, "A SQUARE DEAL FOR EVERYONE," is thoroughly appreciated by the trade. The company has been at work for the past year and a half in getting up its own labels for many lines of goods, and having them registered at Washington. NA-GROCO, LIGHT HOUSE and RED CAP are already becoming household words in the State of Michigan, and the consumer who wishes to get goods that are what they are represented to be can make no mistake in buying them under these brands. The greatest care is exercised in the selection of the goods upon which these labels are placed, and, indeed, in many cases the company has the goods under these labels manufactured especially for it, so as to insure perfection. If there is a more satisfactory article in Coffee than is put out under the LIGHT HOUSE label, it has not yet come under the notice of the management of this company. LIGHT HOUSE Flavoring Extracts, Raisins, Prunes, canned goods and bottled goods are excelled by none other and equalled by few.

Its Officers

AMOS S. MUSSELMAN	-	-	-	-	President	CLIFFORD ELLIOTT	-	-	-	-	3rd Vice President
FRANK C. LETTS	-	-	-	-	1st Vice President	H. S. GRIGGS	-	-	-	-	Treasurer
WM. C. PHIPPS	-	-	-	-	2nd Vice President	B. B. CUSHMAN	-	-	-	-	Secretary

These, with Harlow N. Higinbotham, Frank J. Buckley and Marshall D. Elgin, constitute the Board of Directors.

The business of the company is under the direct management of the President, Amos S. Musselman, who has been engaged in the wholesale grocery business for more than a quarter of a century.



Observations of a Gotham Egg Man.

The effect of the heavy decrease in receipts that has occurred since the first of November has been very marked in the general position of the egg market. In New York City it has permitted a large reduction in the accumulations of medium grade fresh gathered stock, which burdened the market through most of October, and led to a much more rapid reduction of cold storage reserves belonging to dealers; so much so that a good many of the latter have come near to the end of their holdings and have been obliged to come on the wholesale market to replenish their supplies.

The greater activity in storage eggs and the comparatively small scale of recent current receipts, have naturally strengthened the market for refrigerator eggs, and yet there are many holders who feel that a much larger movement is necessary in order to assure a reduction to a safe point by the close of the storage season and who are disposed to sell as freely as possible on the basis of values formerly demanded.

The reports of associated cold storage warehouses for November 1 show about 934,000 cases this year against 1,029,000 on the same date last year. These reports are participated in by so few houses now that the comparison is not of much value; it shows a reduction of something over 9 per cent., compared with last year, while the estimates for the four leading markets, as published in this column last week, indicated a reduction of some 16 per cent. But, at the lowest calculation, the quantity of storage stock on hand is comparatively large, and after last year's experience many holders are disposed to let stock go freely at the very satisfactory profits now obtainable.

The general quality of the storage stock seems to be below the usual standard for the season, the greatest fault being from lack of proper grading and from careless packing, many lots being more or less damaged from breaking. There is a stronger and more confident holding of strictly fine early packed stock, and while there is a free offering of average prime and lower grades special marks are now being generally held a little higher than they could have been bought for a week or two ago.

A nasty mess has been raked over in the local egg market during the past week or two, and it is to be hoped that the publicity given to the matter may be a step toward the eradication of a most disgraceful evil. It has long been the talk of the trade here and attention has before been called to it in this paper, that certain egg candlers employed by some of the jobbing houses would pass favorably upon the samples submitted for inspection only when the receivers offering the goods would bribe them to do so. The fact that

such a disreputable and dishonest form of graft has been practised in the trade has been a matter of common knowledge, but the evidence has, in many cases, been circumstantial and it has been difficult to obtain positive proofs, because actual knowledge of such bribery is usually confined to those who are guilty of it on one side or the other. This unsavory sort of business is a crime against the laws of the state—subjecting both the briber and the bribed to imprisonment—and it would be a good thing for the trade if some of the guilty parties were brought to justice.

An instance was reported to us some time ago, in which a receiver complained to a jobbing house that although many samples of prime stock had been submitted it seemed impossible to get a favorable report on any from the latter's candling room, and the receiver declared his suspicions that the candler was partial to goods submitted by other houses. To test the matter the jobber sent 10 cases of candled stock from his own candling room to the receiver and afterward had them brought back as a sample of a lot offered for sale. They were turned down by the candler as usual!

Other instances have lately been reported in which candlers have been paid $\frac{1}{2}$ c a dozen by the sellers and it is evident that under any such dishonest deals the jobber is mulcted accordingly. It seems astonishing that merchants can be found to stoop to such criminal methods, and the better element in our trade would be glad of some public exposures.—N. Y. Produce Review.

The Government To Reclaim the Marshes.

Will Uncle Sam reclaim his marshlands by drainage, as he is reclaiming the arid West by irrigation? Louisiana alone is said to have a reclaimable area sufficient to support a population of 10,000,000. All along the coast from Virginia to Texas is an extremely fertile and productive strip of vast aggregate extent under shallow water. The small portions here and there which have been brought under cultivation produce in abundance. The drainage of the Southern swamps and marshes means improvement of the health of the people as well as the creation of new wealth. Canals and drains dug through the submerged area would give rise to various useful results. The earth taken up would be material for roads. Two hundred and fifty dredge boats and 500 road graders at work continually in Coastal Louisiana would increase the population of the State 1,000,000 a year until it would be as thickly settled as Holland.

A Reminder.

Two girls were going down the street when they passed a man wearing a green vest and a beaver hat.

"Oh!" said the one. "Just see what that man is sporting."

"Yes," said the other; "that reminds me; I've got to buy some quinine."

"How does that remind you?"

"Oh, just the bad taste."

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.

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.

Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

ESTABLISHED 1876

We Buy

White Beans,
Red Kidney Beans,
Peas, Potatoes, Onions,
Apples, Clover Seed.

We Sell All Kinds

Field Seeds,
Peas, Beans,
Apples,
Onions, Potatoes.

Send us your orders. If wishing to sell or buy, communicate with us.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

GRAND RAPIDS, MICH.

Will Pay 26c 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.

Why Buildings Should Be More Nearly Fire Proof.

The fire insurance companies have secured much business under what might be legally termed "false pretense." In years past people had grown to look upon the requirements of the companies as the standard of construction. The companies preached on fire prevention, but the difference in their rates for insuring good buildings and poor buildings was not sufficient to encourage people to build well. Our people are natural born speculators. Their solicitude was to know how poorly they could build and yet be insured. The companies placed a ridiculously low rate on such construction and people built so because they could get shabby work insured, and thus tinder box construction spread in our cities. Then a great conflagration would occur, or the municipalities would not go to the expense of installing wonderful water supplies, etc., at the dictation of the companies. Up would go the rates. People could not well tear down their buildings to build properly, and therefore had to mildly submit, and we are actually told living in a species of subjugation to the insurance companies, as far as their buildings were concerned. When it comes to new work, however, the people are to blame absolutely, and deserve no commiseration if they deliberately put themselves into such bondage.

It is the duty of the press, the real educator of the people, to show them how they may keep from that bondage, and also to point out the way to the municipalities that these may encourage their citizens to build better. Let me quote from an editorial from the American Architect and Building News, the leading architectural journal of the country. It indicates the way and does it tersely:

"There is no public ordinance that restricts the sale of eatables lest a man may kill himself by overeating, for if he does it is merely a warning to his neighbors not to do the same thing. The community does not legislate for the benefit of the individual. But there is propriety in legislation intended to prevent and control contagious diseases, which may be spread from the unclean or ignorant individual who originates them to the community at large. No legislation aimed for the prevention of contagion is held too grinding and unendurable. No disease that can affect the public welfare is more contagious than a conflagration and yet comparatively little effort is made by the public to deal with it preventively.

"Millions are spent yearly in handling fires, but only hundreds are expended in steps to prevent their outbreak.

"It is the community at large that is the culprit, since it 'suffers' fires to take place when it has the power to prevent them. It annually looks calmly on the expenditure of millions that come out of its own pockets for the maintenance of ineffective fire departments, and yet if but half the money spent in Chicago in this way had been divided among the improvers of real estate so as to cover, in the case of each improvement, the difference in cost between combustible and incombustible building, the greater part of the city would now be indestructible. * * * This simple method could be adopted from today, and future generations would look with reverence on the men that devised this system and honestly administered the details of its application, * * * the men, it might be added, who would have thus safeguarded their own interests while looking to the welfare of posterity.

"The theory under which advances in fireproof building have been made hitherto is largely, if not altogether, a mistaken one. It has been the assumption that a real estate improver, as a sane business man, should be able to perceive how much it was to his own ultimate advantage to build an indestructible building and so save in the long run a large amount in insurance on building and contents. The true theory is that incombustible buildings must be built. It is immaterial to the taxpayers whether or no an individual elects to let his buildings be destroyed by fire, but it is of material interest to the public that the property of other people be not destroyed at the same time. This fact recognized, it is easy to see that the real responsibility rests upon the public, and not upon the individual. It is desirable to substitute incombustible for inflammable buildings with the least delay possible. A conflagration may occur any minute.

"The process can be better accomplished by coaxing than by compulsion. The best means is for the municipalities to adopt a sliding scale of tax upon improved property. The man with a well built fireproof building should pay the minimum rate and the man with a firetrap the maximum. Such a system of taxation would be equitable to all. It would put the burden of paying for fire departments and extra water supplies upon those who needed the service, and would relieve those who are public spirited and prudent enough to erect buildings which do not require such service. It is the one sane solution of the problem, and all right minded men should join in the effort to bring about this much needed reform in municipal taxation. As things are today, the better and safer a building is the more tax you pay; you are taxed

upon your improvement and upon the extra amount you tax yourself for the public weal! Unjust, inequitable, discouraging!" E. W. Fitzpatrick.

Red Devil Problem Solved.

Chapel Hill, N. C., which exists because it is the seat of the University of North Carolina, does not like the idea of having its decorum disturbed by heathenish and very modern automobiles and is doing what it can to keep them out.

The professors who walk the long, shady avenues in the afternoon have in the past been thrown into fits of indignation when an insane chauffeur speeded his car by and left behind a trail of dust and a prolonged whiff of gasoline.

And then the settled steeds that drew the comfortable phaetons of the professors' wives pricked up their ears and took fright at the very first glimpse of a white or a green or a red devil.

This last fact caused some member of the faculty, who is village alderman, to introduce and have passed an ordinance that makes it a misdemeanor for an auto to exceed a speed of four miles an hour in the corporate limits. The maximum speed for vehicles is six miles an hour.

"Why did you make it four miles for automobiles?" the professor alderman was asked.

"For this reason," he replied: "If a

vehicle sees one of them coming it has a chance to turn, whip up and keep easily out of its way without violating the law, and if it hears one of them coming, why, of course, it can also whip up and keep out of its way by driving straight ahead."

The ordinance is proving a success.



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

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

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 carload 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.

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 1885. 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

Established 1883

WYKES-SCHROEDER CO.

MILLERS AND SHIPPERS OF

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



Weekly Market Review of the Principal Staples.

Sheetings—Bleached sheetings are at the present time, to quote one interested, "in statu quo." In other words, they maintain their strength and scarcity. No small accumulations are noted to speak of, and the same thing is true of other lines of which this was hoped. There is not the same demand for them this week, however, that there was a short time ago. It is, however, expected to appear shortly and it may arrive sooner than is expected. "We are making deliveries right along," said one dealer, "of goods that were ordered three months ago and some of them four months. We're sorry, but we can not help it." There is a disposition manifested here and there to shade the prices of heavy brown cottons somewhat. From $\frac{1}{8}$ @ $\frac{1}{4}$ c is the decline reported. This latter may be due to the attitude of raw cotton, or, on the other hand, it may be that a mill has been fortunate in securing a quantity of cotton on a price basis lower than that generally prevailing, which gives it an advantage.

Prints—These are now fast drawing in to a position where they may be correctly termed sold up. Any goods sold now bring a $\frac{3}{8}$ c advance, which is a decided improvement over their position of a month or so ago. The best dating offered by one house is next March. Large blocks of certain lines have moved rather freely of late. While some houses have not very much to offer, other houses can supply a very fair amount at the present, but at the rate they are going now this will not last long. The business is far better this year than for the corresponding period last year, which fact perhaps is true of the trade in general.

Dress Goods—Less activity was displayed in the dress goods market during the past week than for some time past. However, it is now drawing toward the time when there will be a general let-up for the holiday season, after which, as a rule, trade begins again in due time. The market is now, generally speaking, in a satisfactory condition, so far as deliveries are concerned, unless it be the delivery of sample pieces to sellers, and these are held up for first one reason and then another, and are responsible for the delay in opening some lines that were expected some time ago.

Cheviots—The call for cheviots is one of the few things that is apparent as the season grows older, and the weather more favorable for their handling.

Plaids—Cloth plaids are in evidence and promise an excellent showing in the popular market. These latter have been well taken all along. A good volume of business has been done, and the market is now in a favorable position, it being fairly well sold.

Broadcloths—There has been a general cessation in the demand for broadcloths in all grades. While they are moving well from the jobbers to the retailers, and are being absorbed by the buying public, at the same time they have reached the stage at first hand where the extent of the absorption of them is indicated by a cessation in the demand. The dictates of fashion for the coming year are of the nature of Eton suits and kindred fashionings, which fact calls out the fabrics best suited for these purposes.

Sweaters—If the past season is any criterion by which to judge, the outlook for sweaters should be very good. While the season just past can not be called phenomenal by any means, at the same time there has been a good demand for high-class goods. At the present time the duplicating is on these grades alone. Prices have increased and in all probability will increase still further. One line, that opened up at \$16, advanced \$2 per dozen after it had been opened but three months. Undoubtedly the opening prices on the upper end of the line of worsted goods will be higher. This there is every reason to believe. All-wool goods will no doubt open at about the same price as last year's opening, which was \$9 on the cheap end. One all-wool line opened at \$7.50. Cotton mixtures opened at \$7.50. The tendency in the buying, however, is strongly away from the latter. The tendency is rather to wool. In the comparison with the latter, cotton mixtures show up to a disadvantage to the good buyer and the all-wool garment is taken in preference. It is these cheaper garments that have helped put the "black eye" that is claimed to exist on sweaters. The new lines have not been shown as yet; in fact they have not been gotten together, but that prices will show an advance there is no doubt.

Underwear—The underwear market presents a scene of activity unlike that of any other week since the opening of light-weight balbriggans. Buyers are here from all over the country and the date of deliveries is moving rapidly forward, and it is very largely possible that in a short time the different mills will be practically sold up. This sold-up condition, to be sure, is not meant to include the reservation for duplicates. Before the price was made, many of the most important makes were in a satisfactory position, prices having been correctly foreshadowed. Buyers, realizing that the supply is limited, are anxious to get their orders on the books and are operating accordingly.

Hosiery—The hosiery market, on the whole, seems to be somewhat slower in getting started than does the underwear market. However, those lines which are now being ex-

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

The Holidays Are Near

Are you prepared with the goods that will be in demand?

Toys, Dolls, Games, Books, Pictures, Fancy Goods and Xmas Novelties of all kinds you find at Barie's in greater assortments and at lower prices than anywhere else in the state. Mail us your orders now. Shipments will be made promptly.

For Christmas Gifts

The undernoted are put up in Fancy Xmas boxes suitable for gift-giving:

"President" Suspenders—1 pair in a fancy box at \$4.25 per dozen.

"President" Suspenders and Gaiters—1 pair of each in a fancy box at \$6.15 per dozen.

Fancy Suspenders—With white kid ends, at \$4.50 per dozen.

Gents' Fancy Ties—"4-in-Hands," "Bows," "Shields," "Tecks," etc.—done up attractively for presents at \$2.25 and \$4.50 per dozen.

Ladies' Crushed Leather Belts—Very pretty styles with assorted black, gun metal and gilt buckles at \$2.25 and \$4.50 per dozen.

Ladies' Fancy Neckwear—Assorted pretty styles, $\frac{1}{2}$ dozen in a box, at \$2.25 per dozen.

Ladies' Handkerchiefs—Plain hemmed at 25c per dozen.

Ladies' Linen Handkerchiefs from 50c to \$2.25 per dozen.

Ladies' Swiss Embroider'd Handkerchiefs—Dainty styles and qualities, priced from 37 $\frac{1}{2}$ c to \$2.25 per doz.

NOTE—If it's inconvenient to come to Saginaw and make your selections, write us and we will send you descriptions and prices of any kind of Xmas goods you may be interested in.

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



Fine Linens

Nothing is more attractive than a nice line of Table Linens and Napkins, and the better your assortment the better your sales will be. We have a good line bleached and silver bleached linens at from 42 $\frac{1}{2}$ c to \$2 the yard, and napkins to match. Unions from 27 $\frac{1}{2}$ c to 38c the yard. Cotton Damasks at 20c and 22 $\frac{1}{2}$ c the yard. Red Cotton Damasks from 20c to 35c the yard.

Napkins from 85c to \$3.50 the dozen.

P. STEKETEE & SONS
Wholesale Dry Goods Grand Rapids, Mich.

exploited on the road are enjoying a very good business and the chances are largely in favor of a short season. The advances are being well taken and qualities are in every way satisfactory. Other lines contemplate slight advances from the outset. The advanced position of yarns makes the early position difficult for the reason that no favorable datings can be secured. Some salesmen have already gone West and these anticipate a large business. However, on the whole the hosiery end of the business does not present the scene of activity that the underwear does.

The Country Press and the Retail Cataloguer.

Before launching into my subject, for the sake of giving the reader a little light at once into the purport of this article, I will state that I consider it unwise and undiplomatic for the country press to persistently combat the catalogue house. To the best of my ability, experience and observation I shall tell why I hold to this view:

I am convinced that there is a cause, deeper and more remote than a mere difference in price value and other things considered, for the practice of sending away from home for goods. I became convinced of this after being told by reputable merchants that time and again they proved to the votaries of mail order houses that they could sell them a superior grade of goods at the same and sometimes below the prices they were paying to the mail order houses, and yet they persisted in the practice.

I believe that the mail order house question is a sociological one, and furthermore I believe that co-operation and good fellowship are deadlier weapons to use against them than sarcasm and charges of unloyalty to home interests. The great majority of disciples of mail order houses are the farmers, and in order to get a clearer idea and give a more logical hypothesis for the cause behind the cause one must be well acquainted with the real producer of wealth and know his social environment, his prejudices and his ideas of economies.

Your average farmer, in the first place, is not a fine logician nor a good student of economical questions. In the second place, his comparative isolation makes him an unsocial being. His labors are arduous and his joys are few. He is the real "first cause" of all wealth and this he knows: that his compensation is pitifully inadequate, considering the amount of energy expended in producing the things vital to the sustenance of the race. He does not see the Board of Trade manipulator spinning down the avenue in his "Red Devil" or embellishing a ten-dollar-a-plate banquet, but at home he sees his storekeeper building himself a modest home and thereupon he figures it out that it is he and not the man on "change," the coal, the oil or the lumber baron who is laying up treasures off his hard labors.

The village merchants have formed an organization. The village newspaper is shouting treason to all who get

on friendly terms with the monstrous catalogue house. It is their servile organ. It must do their bidding. Reasoning thusly, and naturally antagonistic, your farmer throws defiance into the teeth of both, "a curse on both your houses," and soon a big bundle of freight from Shears, Sawbuck & Co. is landed up at the local depot.

In a little city not far from here last fall there was a State Farmers' Institute meeting, and following this the citizens of the town gave the farmers a banquet. There were speeches pertaining to farming, the building up of the home community and so on, and all had a jolly good time. I will venture the prophecy that that banquet did more to bring the farmer and merchant into better social relations—promoted a warmer brotherly feeling than all the sarcasm, all the "showing up" of catalogue houses and all the charges of unloyalty that the country press or country merchants of that little city could conjure in a hundred years. In this county an organization of editors, educators or merchants have only to tip it off that they are going to meet in one of the villages to be toasted like scions of nobility, but I have yet to hear of a single instance where a farmers' organization was accorded like treatment.

Finally, my theory of the solution of the mail order house question lies not in antagonism. I would and do ignore it absolutely. Instead of persistently advertising it I would devote my space and energies in helping to bring about a better social relationship between the people of the village and the rural community. I would make the rural resident believe that I considered him too patriotic to pass up his little town for a far-away corporation minus soul and sentiment. I would seek to convince him that his enemies were not looted in his home town but where his markets were made and unmade by the merest whims and where the things he purchased were controlled by unrelenting combinations of capital, and in doing this I would not seek to intensify his already large stock of pessimism. I submit that the villages are somewhat to blame where the mail order business is flourishing. The social chasm between village and rural communities is generally broader by far than it should be. This question is more of a social than an economical one. In this connection I will quote from that master economist, John Ruskin, and then close this feeble dissertation:

"We are always in these days endeavoring to separate intellect and manual labor; we want one man to be always thinking and the other to be always working, and we call one a gentleman and the other an operative; whereas the workman ought often to be thinking and the thinker ought often to be working, and both should be gentlemen in the best sense. As it is we make both ungentle, the one envying, the other despising his brother; and the mass of society made up of morbid thinkers and miserable workers."—Daniel Whetstone in Commercial Bulletin.

Underwear Trade

like any other trade may be divided into two classes—regular and transient. But the "regular" customer often becomes a "transient" customer—so far as the merchant in question is

concerned—and only because that merchant is not particular enough in the selection of his staple lines in underwear.

Dependon Underwear

makes "regular" customers out of "transient" ones—because, whether the garment is high or low priced, it invariably gives full satisfaction to the wearer—and why?

Because, for instance, a DEPENDON Union Suit conforms to the body as well after several trips to the laundry as when you sold it.

Because the raw material from which DEPENDON Underwear is made is free from imperfections.

Because each DEPENDON Garment is carefully watched by experienced workers through the various steps of manufacture, with the result that each piece of DEPENDON Underwear is as perfect as modern machinery and human intelligence can make it.

The DEPENDON Book contains selling plans, special advertising matter, photographs and descriptions of effective window displays—free for the asking.

JOHN V. FARWELL COMPANY CHICAGO

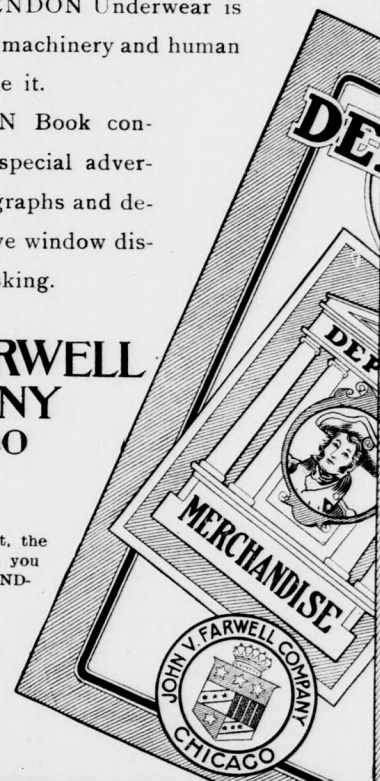
John V. Farwell Company,
Chicago

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

Firm name _____

Town _____

State _____



ALWAYS BEHIND TIME.

Took a Position With a New Firm.
Written for the Tradesman.

"You're lost," said the hardware salesman, in the chair car.

"Not if I know myself," declared the grocery salesman.

"You're off your route, anyway."

"Nit! It's me for this route for the next year. I had to let the old firm go."

"Not quit?"

"That's what."

"At the conclusion of a heart-to-heart talk with the manager?"

"No, sir; at the end of a wire. I discharged the whole bunch and signed with Going & Co."

"How did they take it?"

"To tell you the truth," replied the other, lighting a cigar, "they haven't yet sensed the disaster that has befallen them. In about three months they will be asking each other what has happened."

"It's a conservative house," said the hardware man.

"Conservative!" echoed the other. "Say, these people don't know that Michigan is not still a territory. They may have heard something about the change to statehood, but it takes an idea so long to percolate into the firm's intellect that the think tank isn't yet supplied with the information."

"There was a fine chance for you to do some missionary work, then."

"Oh, I did missionary work, all right, all right. Some day, when the manager of the firm is ready to die of old age, he'll feel something tapping at his inner consciousness, and there will be an idea I inserted into his attic about nine years ago. Slow! Say, if that firm should take to handling spring water they'd have to deliver it with ice-tongs, on account of the summer not being long enough for them to get started."

"Some of the members appear to be lively enough."

"Not in the public view. You go in there some day and suggest that you'll buy a hot bird down at the Pantlind. After mature deliberation they'll consent to go. Then you order the bird by telephone and sit down to wait for them to get ready. And you wait, and then you wait some more. You can't tell what they are doing. You know that the bird is scorching or getting cold. They start for the door and then turn back to do something else. They get out on the walk and step in and use the 'phone. They have to stop on the way down to see a man about something. They halt on the corner to say a few words to a friend. And you stand around and wait. You have seen plenty of such people. They make life a burden for the fellow who likes to do things when he gets started. And they are so innocent in it all!"

"Suppose they did get on your nerves," said the hardware man. "They were paying a fine salary. That is only their way."

"Only their way!" roared the other. "You'll have me jumping out of the car window if you go back to that. The expression accounts for half the

meanness in the world, for lack of manners and for dirty tricks in business. Well, when you get down to the Pantlind and seek the society of the bird, the waiter tells you that it is not fit to be seen, and so you pay for it and eat a club-sandwich, or some light and toothsome thing like that. And the members of the firm are the same in business. When I took an order up country I never knew when the goods would be delivered."

"Now you begin to express the real trouble."

"Oh, the personal ways were trouble enough. They got on my nerves. And the house is so lunk-headed that you never can get an error corrected. Customers met me in the doorway of their shops and cursed me out. I lied like a trooper, but it was no go. They would not send a hurry-up order by express, they would not get the delivery men out earlier when there was a rush, they would not order their truck from the jobber until they were all out. I imagine that one reason why so many new firms are cutting into the business is because the old ones are getting slow and lunk-headed."

"I had an illustration of that not long ago. I sold a lot of sugar up the road a short distance—cut in on another firm to get the order. The grocer was all out and wanted a supply right off. I telegraphed the facts and expected to see barrels of sugar rolling in at the doors in the morning. No sugar. I had to leave town on the first train, and at the depot I sent another wire. At the first station I got a wire from the merchant asking about the sugar. I forwarded it to the firm. It was a new customer, and I thought they would wake up."

"Well, if they did wake up they rolled over and took another nap. When I went back to that town again the grocer told me that he had ordered sugar of another house, and had the goods in when my order came along by slow freight. He said it took him about a month to get the firm to understand that the sugar might rot in the freight house before he would touch it. Now, how can a man work for a firm like that? Not any for mine. I've got to have excitement in my line."

"That sort of thing looked like excitement," said the hardware man.

"Yes, but it wasn't the right sort. Oh, the members of the firm are all right. They keep their word and treat a fellow white. They are honorable in business, and are rated away up, but this tardiness spoils everything. There are plenty of people in the world who have the same habit of slowness. They give me a pain. See that old chap in the front seat over on the other side?"

"Denver, the boys call him. Of course."

"Well, he's a living illustration of the behind-hand habit. When his friends want to get him off on the 8:40 train they book him for the 7:20, and he's always just enough behind time to get the 8:40. When Gabriel blows his last trump this fellow will

turn over and try to get a little more sleep. If he gets into the good place he'll have to take up with a second-hand harp because the good ones will all be gone. He has lost all the good things of earth by being late, and is about all in. And yet he is a fine business man. A few years ago he had a chance to become cashier of a bank. He had the offer all right, got it by wire. He wired back that he'd be down in a few days and talk it over. He remained away a month. When he got to the bank they wouldn't have given him ten cents a year. He couldn't see why they should be in such a hurry."

"I got mine once on account of being late, and that was enough for me. I wanted an order of a firm that had always turned our house down. I had the thing cinched, as I thought. I stepped into the office to close the matter and was told that someone had just called me on the 'phone, was holding the wire, in fact, as I was due there at that time. I was also told that the manager had gone to the back of the building and had left orders to have me sent back there when I came."

"I went to the telephone. I think you can guess the rest. I spent perhaps five minutes at the 'phone and started back to meet the manager. I struck him on the way out. He said 'Good morning' and started to pass on. I reminded him of the order. Oh, yes, he did recall some talk about an order, but it had been given out. You see, the other salesman had not waited to talk with a girl over the 'phone. He had been on the spot to the second and had captured the order. Managers do not like to be kept waiting. Oh, the behind-time people are good fellows, some of them, but I dodge them. I have had days of recreation spoiled by them, and I have lost business opportunities because of them, and they are no longer on my calling list. There's Denver coming over here now."

The old man approached the two and sat down in a vacant chair.

"Do you know," he asked, "whether this train connects with the P. G. & M. at the junction?"

"It does not," said the hardware man. "The early train makes the connection. You can get a train on the other road in the evening."

"Then I may as well turn back," said the old man, regretfully. "I had an important engagement out on that line. I don't know how I came to miss the train."

"Won't the appointment keep?" asked the grocery man.

"I'm afraid not," was the slow reply. "You see, I have been working for a long time for a position out there, and this was the chance. I guess they'll hire the other fellow."

"It's too bad," said the hardware man, "but they generally do hire the other man under such circumstances."

"There you are," said the grocery salesman. "There is the moral to my tale of woe. Here's where I leave the train."

The hardware man was on a later train than he should have taken, but

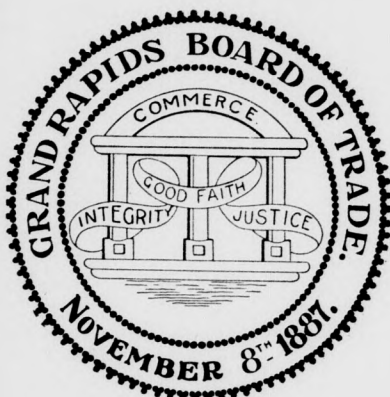
he got out at the station and telegraphed that there had been several births in the family and was told to come on.

Hawaiian Islands Important.

The crossroads of the Pacific is Hawaii and the future commercial depot for Pacific Ocean countries. Politically, commercially and strategically Hawaii is important to the United States, and its importance will be increased vastly with the opening of the Panama Canal. As westward the tide of empire takes its way and our Western shores are peopled, and the Orient is aroused to its strength, it is probable that it will be but a few years before the tide of the world's greatest commerce will flow through its ports. Situated in a direct line between Panama and Japan, between Sydney and Seattle, the nearest route between San Francisco and the Philippines, and touched by the majority of the great liners plying between the Occident and the Orient, its importance will grow with the expansion of trade. The Hawaiian territory is composed of eight principal islands with a population, according to the census of 1900, of 154,000. At present the islands are a distinctively one crop agricultural country. Sugar, protected by the tariff, has become the one great product. The prosperity of the islands to a large extent rises or falls with the price of sugar. Concerted efforts are being made toward diversifying the industries. The shipment of pineapples and bananas has developed to an extent, and efforts are being made to push the sale of the alligator pear, mangoes, and other tropical fruits. Rubber is being tried with favorable prospects. Forestry is being judiciously inaugurated. One tree, the koa, is a fine close grained wood resembling mahogany, and is extremely valuable. One of the greatest difficulties is in securing enough labor. The plantation owners favor Chinese as the best for cane and rice fields. He makes a steady, law abiding, efficient plantation laborer, content with small wages.

Mistakes in Mailing Letters.

The mistakes made by people in so simple an act as addressing, stamping or mailing a letter are almost incredible. Sometime ago the postmaster of a Michigan city gave a short lecture about unstamped and misdirected letters, and invited some of the principal firms and business men of the city to attend. He used as examples of the truth of his statements the letters, numbering some hundreds, that had been dropped in the office that day, some addressed to street and number, but no city; others addressed to the city, but lacking street or number; some not addressed at all; some without stamps; and so on through the list of innumerable mistakes that postoffice clerks deal with every day. To say that the business men were astonished is putting it mildly. That postmaster was a wise man in his generation. If he had not shown them their own letters he would not have been believed.



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-Collender 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

Hazeltine & 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.

A SPECULATING CLERK.

How He Cheated Customers on Soap Deal.

Written for the Tradesman.

There are some Smart Alecks of clerks.

Why will merchants keep such after they are proven no good? That they do is susceptible of proof:

Cord & Windage did a rushing business in the grocery trade. The firm employed several clerks, among them Walt Tenally, a shapely young fellow, full of dust and ginger.

"The best salesman we ever had," declared Mr. Windage to the writer. "He seems to get to the front all right," I said, "but—"

"Don't give us any buts," said the merchant, laughing. "Walt wins more custom than any three men we ever had. I tell you, such clerks don't grow on every bush."

"I should hope not."

"Now you are hinting at something wrong."

"Let me ask you a few, Mr. Windage."

"Anything you like, sir."

"I will admit that Walt is a smart chap. He goes for every stranger and wins a lot of new customers."

"What more can you ask?"

"A good deal more, Mr. Windage. Walt is a winner at the start, but he is a loser in the end."

"I don't quite catch your argument."

"There is William Dalton, for instance," I cited. "He was with you right along for years—he trades with Harker now."

"That is true. Dalton got miffed at some simple thing and quit us. You can't please everybody, you know."

"He was a valuable customer—"

"An old timer, and cash at that," admitted the merchant. "I was sorry to lose Dalton. His account with us ran up into the hundreds. I have made an effort to get him back but it's no go."

"And Mr. Thurston—"

"Another fellow miffed over nothing. I can't stand for the whims of men who will be foolish—old womanish, I call it."

"But, my dear sir, you have to cater to whimsical people if you are in trade. You must treat everybody right—"

"Please don't," broke in the merchant. "Our house makes it a point to deal squarely with everybody. Some will leave, of course; that can't be helped."

"True," I admitted. "I might a story unfold, however, with regard to one customer at least."

"Go ahead."

"The good wife of a prominent citizen requested John to call at the store and order a few bars of soap. On his way to business he did so. It was four bars of some naphtha brand that the wife had been using and which had her approval."

"John," said the good woman on the husband's return at noon, 'you are not as sharp at a trade as you once were.'

"How is that, Mattie?"

"To let a clerk palm off an old brand of soap at an increased price."

Why, I used Kirk's Family Soap way back in the seventies, and got eight bars for a quarter at that. It's a fair article all right, but you know that I use only naphtha, and I can't see why you should think I was going back to that old kind again."

"What's this all about?" demanded John in surprise. "I ordered the naphtha all right—hasn't it been delivered?"

"No, this came instead," and the wife brought a package from the kitchen and laid it before her husband—six bars of Family Soap.

"Well, there must be some mistake," said John, a trifle petulantly. "I ordered the naphtha at the old place all right. I know nothing about this. I'll see them when I go down and take this stuff back."

"I paid for it because I thought you ordered it sent up," returned the wife. "I was puzzled, but thought it all right. Of course—"

"There's a mistake somewhere," observed John. "Those fellows down at the store are getting mighty careless."

"But there was no mistake on their part, John. The head clerk came with the delivery boy, fetched in this package and said that you ordered it. He explained that they were pushing a new brand of soap, superior to any other on the market. You know how smooth he is. I thought it was all right and paid him the quarter. When I opened the package and found this ancient brand of soap I felt indignant that you should allow them to palm off a brand so old as something new."

"Did that chap' (naming the clerk) tell you that I ordered this, and that you were to pay for it?"

"Yes, that's exactly what he did," said the wife.

"The blank young scoundrel!"

"Do you blame John for swearing? He had ordered and paid for naphtha soap and this trick had been played on him by the chief clerk in the establishment. Small matter although it was, the man was roiled clear through. He snatched the offending package and hurried back to the store. He was hot enough when he met the smiling clerk."

"It is not necessary to give the interview. The clerk made a thousand and one apologies."

"It was a dishonest trick, one that no sensible man would do," said Windage. "Such a clerk should not remain in my employ a minute after I knew of his little game. No excuse could be made—"

"And yet he made one, Mr. Windage. It seems that a drummer had induced this clerk to do a little speculating on his own hook, and he had gone to every family in town and sold many of them the 'new brand' soap. It seems that he told different stories at different houses. Some people are not up to the schemes of such chaps and a goodly number were taken in."

"John was that disgusted that he took his trade to another place, declaring that he would not trade with men who kept such help. Was he wrong in doing this?"

"Decidedly not. He ought, perhaps,

to have told the Smart Aleck's employer."

"He did not wish to appear meddlesome. John, you see, is of a mild manner and he would not interfere in other people's affairs."

"I'd have made an exception in this case. Why, that was a barefaced cheat. I wouldn't suppose a clerk who would do that could hold down a position twenty-four hours."

"That happened six months ago, Mr. Windage, and the clerk in question is apparently in the full confidence of his employers. He's a slick one."

"But why do they keep a man who drives away custom?"

"Only for the reason that he draws new trade as molasses draws flies. He is as smooth as oil and the firm can't get on without him."

"Perhaps they have not learned of his tricks—"

"Maybe not. However, they know of this one now."

"What! You don't mean—"

"I mean that the clerk I have been telling about is Walt Tenally, and the customer who refused to be made a monkey of is William Dalton, and not mythical 'John.'"

"Humph!" Mr. Windage turned on his heel and walked away.

I notice, however, that the keen and pushing Walt still holds his position as head clerk in the house of Cord & Windage.

J. M. M.

Sure Way To Cure the Blues.

Written for the Tradesman.

There's a nice little mother I know, who takes in washings to support herself and her growing son. This she has done for half a dozen years, ever since her husband ran away with another woman; and she doesn't even know where he is.

At first she thought the blow would kill her, but hearts are manufactured of pretty tough fiber, after all, and they can be knocked around a considerable before they show evidence of cracking or even of nicking.

For a while there was a hurt where the little woman's heart used to be, but she doesn't mind any more. She has her dear boy to love and pet and work her fingers to the bone for and so she's very happy and very contented.

Doesn't she long with exceeding great longing for the flesh-pots of Egypt? Doesn't she feel her heart go out to beautiful furnishings and ditto clothes?

No, her heart goes out only to her boy, her darling Jimmy. He is all-sufficient to her. Oh, she likes pretty clothes and all that, but she is perfectly satisfied in the little home because Jimmy is there.

And I wish you might see that tiny home—just big enough for the two, with a spare room if Jimmy minds to bring a chum to stay all night, and this he quite frequently does. And for all his little mother has to work so hard for a living she is always glad to have the boy do this, for it helps to make home pleasant for him; she likes him to have young company. Not that Jimmy hangs around the corners o' nights. His mother does so much to make his life agreeable

that he has no desire to leave her. She often makes him candy; she reads to him, no matter how tired she is, whenever she can snatch a half hour from household duties, and she plays games with him.

You would not think she could take the time to do this, but she does. She has a faculty of "turning off" a great deal of work. She is one of these wiry persons who can get around in double-quick time.

She keeps the home nest as spic-and-span as soap, sapolio and hot water can make it and she has plants blooming in the windows. The cottage is furnished very simply, but it shows quite a bit of taste. Inexpensive white muslin curtains hang at the windows, in place of the cheap-looking lace ones usually seen in so many homes of the very poor.

The mother's personal wants are few. The son carries a paper route and does some collecting for a furniture store before and after school, and, as he inherits the thriftiness of his mother, between them they are meeting their expenses and laying up a little sum each week in the bank.

Whenever I get discontented with my lot in life I take the time to drop in of an evening at this happy wash-woman's humble home, and I come away quite contented with my larger niche.

When you get the "blues" try calling on someone who has much less of this world's goods and chattels than yourself.

B. B.

Gondwana the Lost Continent.

Coal bears testimony to a great Southern continent which at one time existed, and included South America, South Africa and Australia. The Brazilian movement to find the extent and value of its coal deposits has developed considerable scientific information about the Southern hemisphere. The report of the Commission, headed by Dr. White, of West Virginia, added largely to the paleontology of the world with new species found in Brazil. There were included among the vegetable fossils collected by the Commission three distinct genuine and many more new species. The vegetable fossils, as well as a new reptilian fossil, show that the formation of the south of Brazil is identical with that of South Africa, the south of India and Australia, and is a further element of proof of the existence during the period termed the permocarboniferous of a vast continent which Suess, who formulated the hypothesis of its existence, called the continent of Gondwana, and which was composed of South America, South Africa, Southern India, Australia and the antarctic islands. The study of the geology and paleontology of Brazil has been so incomplete hitherto that the present discoveries are of rare value.

The teacher was telling her scholars the mythological story about the man who was turned into a swan. "First," she said, "wings began to appear and then feathers and finally his neck grew longer and longer. Now, who can tell me what he became?" "A rubberneck!" was the startling reply.

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Large Fall Catalog

Copy for the asking—to dealers only

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Lyon Brothers

Madison, Market and Monroe Streets

Chicago

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



Should Have Less Sympathy and More Backbone.

It is the custom to portray the ideal woman as an angel with flowing garments and outstretched wings. This is poetic license. If the real, every-day conception of the perfect woman were expressed in art it would be a mush poultice.

This might not be picturesque, but it would be realism, for in the popular fancy the ideal woman exists as a flabby compound that can be run into any kind of mold and flavored up to suit any taste. She is a being who is all softness and soothing tenderness and pity. She is a creature whose sacred mission in life is to apply a healing mass of excuses to the abrasions on our vanity, and draw the sting out of our failures, and we feel that she is never such an ornament to her sex as when she is shedding sloppy tears over somebody else's troubles.

This delightful gelatinous quality we call sympathy, and it is the common belief that it is one of the good things that can not be overdone, and that a woman is admirable in proportion to the amount of it she possesses. Probably the most scathing criticism that can be offered upon a woman is to say that she is unsympathetic. We all have a horror of a female monster who condemns her husband for being lazy, instead of pitying the poor, dear man for hating to work; who demands to know that a beggar is really in want before she gives, and declines to shed a tear over a hard-luck story until she knows whether it is true or not. Such a woman, we feel, may be all right, but she's queer. On the contrary, when we hear of a neighbor that she is so sympathetic we experience a nice, comfortable kind of feeling that she is perfectly wholesome and easy to work, and we prepare to welcome her to our hearts and tables at once.

Now, it is one of the paradoxes of life that woman is always the victim of her virtues. This may result from her chronic habit of overdoing things, and when she is tired of being too good for anything, or it may be just the general contrariness of fate. The fact remains, however, that her best is generally her worst, and that by the exercise of her noblest attributes she frequently does more harm in a minute than depravity could invent in a week.

This is particularly true as regards sympathy—woman's star virtue, her most potent charm, the one quality in which she honestly believes she approaches nearest to the angels. Men have praised her for it and loved her for it, but none the less it has been their undoing, for the indiscriminating sympathy of women has made more men cowards and sneaks and shirks and failures than every other cause combined. It is the anodyne that drugs conscience, and

paralyzes effort, and condones dissipation, and as a first aid to shiftlessness and general worthlessness it has no equal.

As a flagrant illustration of the result of woman's beautiful pity, we have the professional mendicant always with us. Thoughtful men organize systematic charities in order that the really needy may be succored and the dead-beat suppressed. Sympathetic women set their efforts at naught. Anybody who can shed a few tears can get money out of a woman. Any able-bodied man, with a touching story of being an orphan, can be sure of obtaining food and clothes and the price of a drink at any house where he can reach the mistress' ear. Women never stop to investigate a story and find out whether the beggar's tale of woe is true. They simply give. Their organ for being sorry is so big that it has crowded out the one for judging, and so all over the land woman is the patron saint of the hobo and the deliberate encourager of vagrancy. It is sad to think of it, but if it were not for the sympathy of women thousands of robust and healthy men and women would actually have to go to work.

It is right and good that women should pity the sorrows of the poor, and do all in their power to aid them, but only the actually suffering should be given charity, and when a woman lets her sympathy run away with her judgment and gives to those who would rather beg than work, she is doing harm instead of good. The sight of a noble and sympathetic woman weeping over the sorrows of a poor widow who says she has seven small children, all under three years of age, who haven't eaten a morsel in a week, is a beautiful and inspiring spectacle, but it would mean more for philanthropy and society if, instead of emptying her purse in the beggar's lap, the woman would put on her bonnet and go and investigate the mendicant's story. Then it is her duty to help the poor woman if she is in need, and it is equally her duty to report her to the police if she is a fraud. Only those who have tried it know how often the whining voice of the beggar, that is calling down blessings on your head, turns into cursing when you proffer an order on a charity organization for food and clothes and shelter instead of cash. The tramp question will never be settled until it is settled at the back doors by the housewives of the country, and they will never settle it until they wipe the tears of pity out of their eyes long enough to look clearly into the merits of applicants for alms.

It is also woman's fatal gift of sympathy that renders all her efforts at reform null and void. She condemns the sin, but she pities the sinner so and coddles and pets him so that he goes and does it again. What avails a W. C. T. U. badge on a woman's breast if she get up unrepentantly and patiently in the middle of the night to let in a drunken husband, and spends the next day applying ice-cloths to his fevered

brow because she is so sorry his poor head aches? What do women's anti-vice crusades amount to as long as women sympathize so with a man with a black past that they are willing to marry him to reform him? What effect do a mother's secret prayers and tears have when she takes in boarders to support her worthless son, and pities him because evil companions have led him astray?

We pretend that it does, but we know that, in reality, sex makes no difference in temperament, tastes or appetites. There are just as many women with a fondness for liquor, just as many women with the gambling instinct and a craving for excitement, as there are men, but women do not indulge themselves in these weaknesses, because they know that men are going to judge them, not from a sympathetic standpoint, but from one rigorously cold and just. Men don't kill the fatted calf for the prodigal daughter, no matter how much veal women slay for the prodigal son.

No woman deceives herself by thinking that, if she came home reeling drunk, her sympathetic husband would receive her with a sweet kiss of forgiveness. On the contrary, she knows that he would haul her into the divorce court, and that knowledge has kept women, as a sex, sober. No girl imagines for an instant that a man is going to condone her youthful indiscretions, or marry her, if even the breath of scandal has tarnished her name, and because the white standard of virtue is held un-



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Very Purest
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Possible to
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Always Guaranteed to Meet
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Grand Rapids, Mich.

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

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

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

waveringly before her she measures up to it.

No man sympathizes with the woman with a dark present or a lurid past. He condemns her for it, and that judgment keeps women good. If the time ever comes when women do the same thing—when they cease pitying and go to executing judgment; when the woman with a drunken husband treats him as he would treat her did she need the Keeley cure; when a girl who is about to marry is as particular about a man's record as he is about hers—we shall have some reforms that will reform. There is no more pathetic thing than that the women of the whole civilized world should be banded together in church societies and temperance societies and anti-vice societies, praying for a miracle to happen that they could work themselves by substituting grit for pity. There are diseases that call for a mustard plaster instead of a poultice, but women have never found it out, and they wouldn't have the nerve to apply it if they had.

It is, though, in the domestic circle that woman's sympathy is, at once, the greatest and the worst thing in the world. There is nothing else that is so comforting, so restful, as to feel that there is one person who will make excuses for you if you fall, who will hide your shame from even your own eyes if you turn coward and shirk your duty, who will gloss over your weaknesses and lay the blame of your faults on others. This has ever been held the part of a noble, devoted and sympathetic wife. And yet it is doubtful if it would be possible for a man to have a heavier handicap in the race of life than such a woman.

Somewhere in every man's career there comes a time when his heart faints within him, when the battle seems going against him, and he feels like throwing down his gun and surrendering to Fate. He is tired, worn, discouraged. The conditions are so hard. The goal is so far off. He is bleeding from a hundred wounds and weak and faint. At a word he would turn and beat an inglorious retreat, and it rests with his wife whether he runs up the white flag or turns and girds up his loins and struggles on to success.

If she is of the sympathetic kind she bedews him with her tears; she pities him for having to work so hard; she is so sorry for him because he has to deal with such sharp, shrewd men; she blames social conditions, politics, the weather, for his failures; she condones his giving up by laying it on his health, and she assures him she loves him just as well and admires him just as much with the ashes of defeat on his head as if he wore the victor's crown. Of course, she means merely to comfort him, dear blundering saint, but his deadliest enemy could do him no more vindictive wrong. She is enervating when she ought to strengthen; she is administering an anesthetic when she ought to be sousing him with a tonic; she is weakening him when she ought to be giving him a brace. When a man is discouraged is no time to pity him and tell him he is a poor persecuted

martyr and that he can not succeed because the world is down on him. It is a time to breathe hope and courage into him, and to make him feel that he can succeed in spite of the world.

In Mr. Howell's beautiful story of Silas Lapham, the old millionaire paint manufacturer, in talking of the way he struggled up through all sorts of hardships from poverty to wealth, says that it was 65 per cent. of peroxide of iron in his wife that was at the bottom of his success, not the 65 per cent. of peroxide of iron in the paint. And the same thing is true of millions of other American men.

It has been said that there is a woman behind the door of every man's success. If there is, rest assured, she is not a sympathetic woman who is whining through the keyhole, "Give it up if it's hard." She is a woman of nerve and backbone who, like the Spartan woman of old, is crying out, "Come home with your shield, or on it."

So far as their children are concerned, women's ability to sympathize instead of reason reaches a point that is positive lunacy. It renders them blind to the present and incapable of forecasting the future. "She was a tender and sympathetic mother," is the way the obituaries of all the mothers in Israel start off. The biographies of all the noted criminals also begin with the assertion that he had "a tender and sympathetic mother." The two things are more than a coincidence. They are cause and effect. You know the woman. She pities her child because he has to take the nasty medicine when he is sick. She pities him because he can not get along with his horrid school companions. She pities him because his lessons are hard. She pities him when he goes to work because his cruel employer expects him to keep regular hours. She pities him when he takes to evil ways. She pities him when he robs the cash drawer to play the races, and she still pities him when she forms one of the forlorn procession of mothers who, on visitors' days, haunt the prisons to whisper words of sympathy to the sons that have disgraced them and broken their hearts.

A mother without sympathy, without tenderness, one who wouldn't die to save her child suffering, would be a Frankenstein. Few such monstrosities have ever existed, but nowhere else should a woman exercise such self-control as in the way she exhibits her sympathy to her children, for pity is one of the most demoralizing things in the world. Say to the little toddler that falls as it runs with unsteady feet across the floor, "Did the bad old floor hurt my poor little baby?" and he will howl with self-compassion. Say to him, "Billy is a man. He doesn't cry for hurts," and he will bite back the tears and smile at you, so quickly does even the smallest child respond to the difference between maudlin pity and a courageous brace.

It is, of course, easier to wrap those we love in an all-embracing sympathy that excuses their weakness than it is to hold them up to their duty. It is

less soul-harrowing to weep with a son who doesn't make a living, and call him an unappreciated genius, than it is to make him realize that it is his own incompetence that is to blame for his failure. It is far less fatiguing to pity a boy for having to go to work early than it is to get him out of bed to do it. It is far sweeter to take our daughters to our hearts and call them poor misunderstood, unappreciated angels, when they come complaining to us of their husbands, than it is to tell them to go home and behave themselves. But it is the mother's attitude on these matters and the discretion with which she hands out sympathy that spells success or failure, happiness or misery to her children.

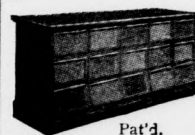
Woman has been called a ministering angel, but her services to the world would have been greater if she had less sympathy and more backbone.

Dorothy Dix.

Labor on Farm and in Shop.

There seems to be a labor famine throughout the land and the same is true of other countries. The South is calling for cotton pickers and the West is short of cornhuskers. A cry for milkmaids comes from every dairy and creamery East, North, West. There is also a scarcity of skilled labor, although a most respectable authority has estimated that the machinery employed in American industries is equal to the physical energies of 50,000,000 able-bodied men. What an enormous production these figures represent!

A Clean Store Helps



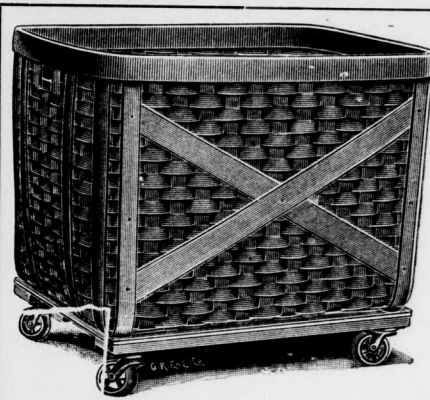
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Improve Display, Increase Sales, Protect Goods, Save Space and Time, Beautify Store.

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Sherer Counters Help Make a Clean Store

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

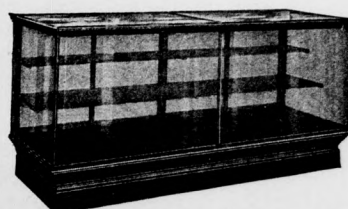
A Gold Brick

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.

One Thousand Cases in Stock Ready for Shipment



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

All Sizes—All Styles
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. Send for our catalogues.

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World



Opening of Winter Trade in Little Men's Wear.

Despite trade-retarding weather conditions retailers have had fair business, although the absence of cold, snappy weather for a period protracted enough to give wanted zest to demand has left them without the spurts usually counted upon for gains over former records. The fact that the season has already gone into November without establishing the expected quota of record days is the burden of retail complaint. Yet business is all right and on a par with the volume done last year in September and October, and it is reported generally good with the exception, perhaps, of New York City, where the mean temperature has been somewhat milder than has prevailed in other sections of the country.

According to reports obtained from visiting merchants and from travelers coming in, the Great West, Southwest and South have been in very much better condition on the immediate season's trade at retail, while the course of events East has been a little apathetic. These reports are also corroborated by wholesale houses, which, basing their say-so on the amount of duplicate orders received from different sections, say that the Eastern trade is behind other parts of the country.

In general, however, retail trade in juvenile and boys' clothing is much better than in the men's division, and reports are current in wholesale and retail centers of considerable activity thus far this season on suits, with overcoats and reefers beginning to show more movement all the while.

Although the season up to now may properly be declared normal in trade, that degree is not sufficiently qualifying on what has been done in high-priced business, for in the sale of better grades the nature of the demand has exceeded all former bounds. According to the consensus of authoritative opinion suits at \$6.50 occupy the important position in point of popularity formerly held by suits at \$5, which is truly significant of a more general tendency to trade up.

It is not a condition peculiar alone to the large cities, but one that affects also the small towns, and all of the foremost manufacturing houses selling top-notch grades comment upon their increased business in better grades with the merchants in small places. It is also true of junior and boys' clothing as well as youths'. Said one house: "We have just received a good-sized order from one of our customers in a little town in Ohio, with whom we have been doing business now only two seasons, for young men's suits at \$22.50, and, mind you, that is our price, and he sells those suits at \$30. Yes, I should say that was selling some. Yet it is but an actual indication of the way the people at large are buying clothing this season. We have quite a few more dealers doing the same."

Talk in wholesale circles of duplications running heavier on the best goods is now quite common, and that the cheaper goods have been neglected for the better qualities no longer elicits comment.

Good trade seems to have affected the small as well as the large manufacturers, for many of the former, who have gained reputations on their clothing, are equally busy on back orders and duplicates.

It is said that spring business on the road and in total does not usually run as heavy as fall trade, yet a summary of the reports received regarding what is doing for spring shows that the aggregate exceeds last spring and will compare favorably with any fall showing. It appears, too, from manufacturers' reports that demand has no particular trend but broadly takes in everything offered, for what does not take well in one locality fares better in another, so that the average is good on general lines. Woolens vie with cheap worsteds in the lower ranges and there is an undiminished call for worsteds in all grades, and it is worsteds generally that the manufacturers are playing to win.

Grays (it was a foregone conclusion when the first mill purchases were made that they would lead) are in the forefront. Browns and other color mixtures, however, are doing slightly better than was expected, and selling to a degree that causes manufacturers to duplicate slightly on brown numbers at the mills.

Lightweight serges and tropical

worsteds are in strong request throughout the lines from juvenile to youths' suits; in fact, many of the lightweight cloths selling in juvenile goods are lighter than ever and may very properly be classed with dress goods.—Apparel Gazette.

Americans Buy Poor Land.

It must be remembered that there is some very poor land as well as much very good land in Cuba. In only too many cases the buyers either did not know or did not care about the quality of their purchases if only the price was low enough. Flowery prospectuses, with pictures of beautiful tropical scenes and luscious fruits and most extravagant statements as to the profits to be derived from the products of a few acres, were scattered broadcast, especially in the United States. Large commissions were given to canvassers and the work was merely begun of unloading worthless acres that cost only \$2 or \$3 on unsophisticated teachers, clerks and railroad men at prices ranging all the way from \$15 or \$20 to \$50 or more per acre.

During the early days of my residence in Cuba I had the good fortune to travel some distance by rail with a typical representative of that most charming class, the well-to-do Cuban planter. My friend was educated in France, had traveled much in Europe and had resided for many years in the States. He was thoroughly posted on Cuban agriculture and was keenly alive to any suggestions as to means by which existing conditions could be improved.

He talked entertainingly and instructively of the country through which we were passing, pointing out with unerring judgment the best cane lands, others that were suitable for tobacco and still others that were useful only for pasturage. Finally, the character of the country began to change and we came into a region where the scanty vegetation proclaimed only too clearly the poorness of the soil.

"And what," I said, "do you consider this land good for?"

"This," he said, "so far as I know is good only to sell to American colonists."

London consumes only 90,000,000 gallons of water daily, while New York uses 500,000,000 gallons.

The Errand Boy Scores.

The errand boy in the Tradesman office walked up to a window in the postoffice and asked for a stamp. It appeared, however, that he had got to the wrong window for postage stamps, so the clerk said sarcastically:

"Next window. Can't you read?"

The lad said nothing, but went and bought the stamp, and, having affixed it to the letter, he returned to the clerk who had snubbed him and asked: "If I post this letter this morning will it get to New York to-morrow?"

"Certainly," replied the clerk.

"Well, it won't, Mr. Smart, for it's going to Chicago," replied the lad, and quickly withdrew.



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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



HAS THE UNION LABEL

"Better than Custom Made"

We have adopted the phrase "Better than Custom Made," because we have a line which, in style, workmanship and material, places the retailer handling "Herman Wile GUARANTEED CLOTHING" beyond the competition of both the genuine custom tailor and the so-called "custom made," which is taking a slice of the trade of the legitimate retailer of "ready-to-wear" clothing.

OUR SALESMEN ARE OUT. They cannot reach every clothing merchant, but we will be pleased to send sample line, at our expense, on request.

HERMAN WILE & CO.
BUFFALO, N. Y.

NEW YORK
517-519 BROADWAY

MINNEAPOLIS
512 BOSTON BLOCK

TAINTED MONEY.

It Bought the Preacher a Pair of Boots.

Written for the Tradesman.

"This talk of tainted money reminds me," said Tom Ditson, the ancient storekeeper at Six Corners.

"Well, of what does it remind you, Tom?" questioned young Watson, a drummer for a wholesale drug house in Detroit, who had missed his train and was necessarily detained for a few hours.

"Of the times that tried men's souls, Watson, my boy."

"I suppose you refer to the war between the States, eh? Were you a soldier, Tom?"

"I was a home guard, that's all," and Ditson laughed. "Well, for a surety the time of the war was serious enough; but 'tis not of that I am thinking. There's been a heap of talk among the church people about tainted money, as if an insensate thing like paper or coin could be in any sense tainted. It's all folderol, don't you think?"

"No, I don't think, Tom; that is, not on that question. You see, the best friend I have in the world is a Methodist minister, and he believes there is such a thing as tainted money; he will have none of it. To tell the truth, I more than half agree with him."

"Oh, you do! Well, I don't then. It was away back in the sixties that I first had a little experience along this line. It was up on the Muskegon, the heart of the lumber region, where everybody and his cousin held the boards and acted his part. That was a glorious time, Watson, and even among the 'Ruffians' the leaven of Christianity worked sometimes with great vigor. There were no lumberjacks then, only common everyday woodsmen and 'Ruffians.' At one camp in particular the crew acquired the name of 'Radly's Ruffians,' and it stuck to them long after the tougher element was eradicated. I could tell a lot of interesting incidents of those fellows if I minded, but haven't the time to-day."

"Spiel us something anyhow, Tom."

"I was just now harrowing my soul with this tainted money cry. There were men in the wilderness who had scruples, but never a preacher who would not accept greenbacks from any who offered them. We had a lit-

tle lame chap from Down East who held down the Muskegon River circuit for two years. He was as devout a Methodist as ever swung a lip across a red-chair pulpit in a backwoods schoolhouse, and the boys all liked him, 'Ruffians' and all.

"To be sure, they were a little playful at times, and disturbed his meetings with groans and cat-calls, but this never phased him. Once they knocked off his hat, a new straw, and tore it into shreds. Reverend Schofelt came up as smiling as ever and the good work of spreading the Gospel went on."

"He must have been a softy," said Watson. "Even preachers have feelings—"

"Of course they have—Schofelt had, and the boys appreciated him. Nothing they could do would drive him from his charge. Two reverend gentlemen had been scared out before lame Jack Schofelt came there. The Reverend Jack was devout enough, yet, when the boys saw that he wouldn't scare, and took all their ruffianism in good part, they began to like him, even to respect the little man.

"Sunday in the woods was no better than any other day. The woodsmen often played base ball on the village hill before the schoolhouse on Sunday. Often they were in full tilt, velling like Comanche Indians, when Reverend Jack drove up to open services. I have seen the little man lean on his cane and watch the game for a time, then tell the captain that it was church time and request him to call off the game."

"Indeed! Of course, the captain obeyed?"

"Not always. In the midst of an exciting game it was asking too much. But the minister was invariably good natured. He would go in and sit on the stage and sing until the game ended and the boys filed in, red and sweaty, and took their seats. Reverend Schofelt was a strong speaker, although illiterate, and he usually held the congregation through half an hour."

"There were none of the gentler sex present, I suppose?"

"Sure there were. One side of the room was devoted to the ladies and at least a dozen were regular attendants. During all the high old times at the meetings I never knew a 'Ruffian' to insult one of them. De-

spite the rough character of the logging boys—and there were some pretty hard specimens of the race among them—not one was ever known to insult a woman. This may seem a little strange, yet it is true. In the wartime the woods were full of draft evaders, and deserters, too. There were men from all climes—thugs, escaped convicts and bad men generally—yet, as I say, it was absolutely safe for a woman anywhere in the lumber woods. There seemed to be a sort of wild chivalry among the men of the pines that made them respect their mothers' sex."

"I should think as much. That was a long credit mark for them."

"So it was. But, as to tainted money:

"No religious services could have been upheld in the wilderness without the use of that sort of currency. Some of the money that went to pay Reverend Jack Schofelt's salary was earned in a questionable manner. The minister, however, never stopped to enquire into this. Had he done so he must have quit the field and left the bad men to go to the devil in toto.

"I liked the little lame preacher. He was strictly orthodox and preached some fiery sermons, yet not a man in Radly's crew refused to donate when I passed the cigar box one Sunday morning in the store to get money to purchase a new pair of boots for the little lame dispenser of Gospel truth."

"Ah, so you were in the mire!"

"Well, yes, I kept open store part of every Sunday. It was a case of necessity. Many of the shanty boys had miles to come to get their mail and fetch letters to be posted. Then there were tobacco to be purchased and other necessary articles. A store that remained closed on Sunday wouldn't have prospered in the woods at that time."

"About the boots—"

"The boots were bought, and I had the honor of presenting them to Reverend Jack one Sunday morning as he was driving past on his way to service. He seemed surprised, and pleased enough, for they were a dandy pair of calfskins with fancy red tops and cost \$10.

"The boys all filed out and stood on the steps when I gave the boots. Reverend Jack, whose footgear was out at the toes, lifted his hat and thanked the donors in heartfelt

tones. Some of the money that went to pay for the boots was won at the gaming table; but what mattered it? They were just as serviceable for all that, and nobody thought of sneering about 'tainted money,' either. The boys took off their hats and cheered. I think the preacher was touched at this display of friendliness among the rough fellows.

"The schoolhouse was full that day, and no disturbance occurred. I tell you, there was a heap of fellow feeling among those rough men of the logging camps. The Reverend Jack was withdrawn the third year, and for a spell the River region went without preaching.

"I began by saying that those were the days that tried men's souls; and I still affirm that to be true. The great civil war had left the country in an unsettled condition and the north woods were a refuge for all the riff-raff of the army of the West. Some queer happenings took place while I was on the Muskegon which would make an interesting novel."

"Tell us some of them, Tom."

"I might, only—"

"Thomas, here's a lady to see you," called a woman's voice from inside. The storekeeper sprang up and vanished within, while his late listener sat smoking a cigar and reflecting.

Old Timer.

Rules for Guests.

There is a hotel near Chicago often frequented by members of the Columbia Yacht Club in which the following rules appear on the door of every room:

Guests are requested not to speak to the dumb waiter.

Guests wishing to get up while being called can have self-raising flour for supper.

Guests wishing to do a little driving will find a hammer and nails in the closet.

If the room gets too warm, open the windows and see the fire escape.

If you're fond of athletics and like good jumping lift the mattress and see the bed spring.

If your lamp goes out take a feather out of the pillow; that's light enough for any room.

Any one troubled with nightmare will find a halter on the bedpost.

Don't worry about paying your bill; the house is supported by the foundation.

Are You a Storekeeper?

If so, you will be interested in our **Coupon Book System**, which places your business on a cash basis. We manufacture four kinds, all the same price. We will send you samples and full information free.

TRADESMAN COMPANY, Grand Rapids, Mich.

INVENTIVE TALENT.

Fate Appears To Be Against the Young Man.

Written for the Tradesman.

"You remember the time the old man advised me to study up something in the grocery line if I wanted to invent?" asked the cub clerk of the book-keeper.

"I think I recall something of the kind."

"Well, that was bum advice."

"Why so?"

"Cause it won't work."

"What have you tried?"

"Lots of things."

"For instance?"

"Well, I tackled breakfast foods first."

"There's no use of monkeying with breakfast foods," said the book-keeper. "The manufacturers pay salaries to men just to keep new things going."

"You've got to show me," said the cub clerk. "It looks to yours sincerely like the same old advertisements and the same old food."

"What did you invent?"

"Why, I do my chewing over here at Bert's restaurant. I like Grape Nuts and Malta Vita in the morning occasionally, but I had to quit eating them."

"Why?"

"Well, Bert doesn't have much call for such things, and the waiters open a carton about once a month and let it sit around. When Bert sees it he dumps it out in the alley and serves fresh, but he doesn't always see it. Mighty good place, Bert's. When breakfast foods sit around they lose their crispness and get full of dust and bugs, and are not fit to eat. People try them once and don't like them because there is a bitter taste or a fly or a bug shows up at the bottom of the dish."

"Now, I says to myself, I'll fix that all right. So I writes to a firm of food manufacturers that I would give them an idea that would put their product to the front if they would give a thousand dollars."

"You're a modest young scamp!"

"What's the use of being cheap? You needn't think they would pay a thousand dollars unless they saw something in it. They wrote back that they would give me what I asked if I had something good. I told 'em to put their stuff up in cartons containing one helping; that is, put the food on the market in such shape that no waiter or cook or lazy housekeeper could destroy its crispness and purity. I told 'em to advertise this feature, and there would be little breakfast food sold in restaurants except their own. What do you think I got back?"

"I haven't seen you pulling any thousand dollar bills out of letters," said the book-keeper.

"I should say not. They said that the scheme would cost them too much, as they would have to install new machinery. They said, too, that another food company had been supplying restaurants with sample packages, which seemed to fill the bill and remedy the fault complained of."

"Well, you had the satisfaction of

knowing that you suggested a practical thing, anyway."

"Yes, indeed, and they'll use it some day, or some other firm will, and then I'll hop on 'em for royalties. That was all right, wasn't it? Then I got another notion that would be likely to put a food to the front. The looks of a food has as much to do with the success of it as anything, perhaps more. When I read about Grape Nuts I got the notion that when I opened a package I'd see something that looked like grapes. Nit! So I writes to another firm that made goods with a fruity name to it, and says to them to run it out of the oven hot and press it into molds and color it with fruit juice. There would be cherries and strawberries and currants, and lots of things in their cartons. Wouldn't that catch a man when he sat down to the table in the morning and saw something that looked like cherries and strawberries floating around in his cream?"

"Did the food men send a special train after you so you could hurry up and develop your idea?" asked the book-keeper.

"Naw! There ain't no firm going to give a fellow credit for something new when it costs 'em money. If I could invent a coal stove that would get down on its hands and knees and mop up the oilcloth and the carpet after the man of the house had emptied the ashes there might be something in it."

"Why don't you try it?" asked the book-keeper.

"I'm too busy just at present," was the reply.

"Divulge."

"I'm getting up a scheme to cross a delivery horse with an express train. I guess that would be pretty poor, eh? There's a man out in California that is crossing water melons

with wild cucumber vines so the melons will be in the market by the time the vines get done running, and I can't see why I can't cross a horse with the rheumatism with a train with a speed of sixty miles an hour."

"I think," said the grocer, coming out from behind a pile of boxes, "that you would better cross the coffee grinder with the clock, so six o'clock will come quicker. Have you ever tried to cross a delivery boy with a time-lock so he would work during your absence?"

The cub snickered and went out to the front to wait on a woman who wanted two cents' worth of cinnamon in the stick.

"That's a clever young chap," said the book-keeper.

"He's all right," said the grocer, "but he needs a balance wheel of some sort."

The grocer went out to the bank and the cub clerk drifted to the back of the store again.

"Say," he said to the book-keeper, "what was that the old man said about my needing a balance wheel?"

"He thinks you need one."

"I guess I'll try to cross a cub clerk with a volume of Bacon's essays," said the boy, "so the boss would get all the muscle of the boy and all the wisdom of the ages for \$5 per. How would I look bound in calf up as far as my knees?"

Just then a woman with a shawl draped over her shoulders and her hair flying in the wind came in the front door and shut it hard.

"If this butter was a little less shy of oil," she said, "it might do to grease the sewing machine. I put some of it on the table and the woman next door wanted to know why we were fumigating the house."

The cub clerk went down cellar, exchanged the cooking butter, which

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the woman had purchased because of its cheapness, for fine dairy and went back to the book-keeper.

"I guess I'll find some way to cross a cow with a bottle of white rose perfume," he said. "Then we might sell prime butter for sixteen cents a pound."

"If Edison finds out that you're inventing things," said the book-keeper, "he'll shut up his shops and go out of business."

"He needn't bother," said the cub clerk. "If I got up a scheme to make sugar out of pine boards or tea out of pigweed the boss would say it was an old thing. I don't have no luck inventing, and I guess I'll try playing the races."

"That will keep you inventing," said the book-keeper.

"It will?"

"Sure. You'll be kept busy inventing stories to tell the woman you get your hall bedroom from when she asks why you don't pay your room rent. You'll be kept busy wondering where your little bank account has gone to, and inventing some way to get three square meals a day for a week on a cash capital of six cents."

"Gee!" said the cub clerk. "I guess you've been there."

"You bet I've been there," said the book-keeper, "and I never got back—only just to this desk. You keep on inventing aids to the breakfast food industry and confine your racing notions to bad dreams, and some day you may have a little grocery of your own."

"Not for mine," said the cub clerk. "When I get old enough to vote I'm going into politics and wear diamonds and things. You hear me!"

"I know politicians who are wearing things, all right," said the book-keeper, "and a stern little man comes along every night and puts them on so they won't slip through the bars and get away. There's a customer in front."

The cub clerk went forward whistling and wondering if he could suggest anything easy that the book-keeper wouldn't knock. Alfred B. Tozer.

A Mail Order County.

We would like to see one county in one of the states of the Great Southwest settled entirely by the mail order people, and see what would happen. The stores would stand it as long as they could, then move away. Banks would close their doors. The newspapers would have to quit. The hotels would go out of business, the mechanics move away, schools and churches dwindle, sidewalks go to wreck, buildings would become vacant, unpainted and dilapidated, strangers would take one look and flee. Isn't that precisely what would happen if an entire county were populated with people who bought everything in Chicago? Who would buy a farm so located that he couldn't drive to some sort of a town? A sane man wouldn't take such land at half price. Be a friend to your town, Mr. Farmer, and it will be a friend to you.—Southwestern Banker.

Some fellows never rise in the world for fear of getting dizzy.

Another of Sinclair's Improbable Stories.

Upton Sinclair, author of "The Jungle," told at a dinner in New York, apropos of the pure-food laws, a story of four flies.

"Four flies, four brother flies," he said, "set out into the world, one summer day, to seek their fortunes."

"Up and down they flew, and finally a window being open, they found themselves in a large, delightful room. There was a great white table in the middle of the room, and on it many tempting viands were spread."

"The first fly, with a buzz of delight, settled upon a dish of lovely amber-colored jam. He ate his fill. Then, with a low cry of agony, he expired. The jam, alas, was adulterated with copperas."

"The second fly saw in his comrade's fate a moral. Luxuries, he reasoned, were deadly. He would stick, therefore, to the plainest, simplest things. And so he fell to upon a crust of bread, and in another moment breathed his last. The bread was adulterated with alum."

"The third fly was so grieved over the fate of his two comrades that he resolved to drown his sorrows in drink. There was a glass of beer handy. He settled into it greedily. But the beer was adulterated with cocculus indicus, and in less than a minute the fly, quite dead, floated with limp wings on the surface of the amber fluid."

"In despair the fourth fly hid himself in a corner. Sorrow overpowered him. Large tears rolled from his compound eyes. And unfortunately, in this mood, his glance fell upon a large dish of fly poison."

"What is life," he muttered, "without my three brothers? I'll kill myself."

"And he sipped a little of the poison. It was palatable, even appetizing. Resolved to make a good job of it, he drank greedily, and, still drinking, awaited the end."

"But the end did not come. The fly poison, like everything else in the room, was adulterated. The little insect found it harmless. Indeed, it cheered, exhilarated, strengthened him, so that he no longer desired death."

Tinted Commercial Honor.

Commercial honor must be at a low ebb when manufacturers of cans are willing to decorate them with Italian inscriptions and pictures of olive trees designed to convince the purchaser that the contents is imported olive oil, while, in fact, it is domestic cottonseed oil. It is just as much counterfeiting as imitating money is and it is just as dishonest.

Big Writing Paper Factory.

The largest factory in the country for the making of fine writing paper is to be erected in Holyoke, Mass. The estimated cost of the six buildings, together with the necessary machinery, is about \$700,000. Nearly 400 operatives will be employed. The plant will have a capacity of thirty tons of writing paper daily.

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WHY WOMEN FAIL.

They Look Too Closely To Details.

An eastern clubwoman recently commenting on "man's inhumanity to women," pointed with glee to the fact that men were jealous of women in the industrial world. This she proved to her own satisfaction at least by citing the fact that in the business world she is kept out of the higher places by the creature whose long unquestioned superiority in that realm she now is threatening. Fear that if woman once was allowed to usurp these high places she never would let them go but would hold them to the exclusion of male mankind, who then would have to content himself, as woman must do now, with the lower rungs of the industrial ladder, was the reason actuating him in this course. So spoke this woman.

She was right regarding part of her statement: Unquestionably women are kept from achieving the higher places in the world. Occasionally there is an exception to this rule, where some woman of unusual qualities, despite the apparent commercial prejudice against her sex, rises to the top where hitherto only men have attained, but the rarity of such cases is attested by the manner in which newspaper readers devour the feature stories occasioned by its occurrence. But it is problematical whether there is truth enough in the statement that man's disposition to rule is all that prejudices him against woman in high places to justify its expression. But that it was an excellent expression of the feelings of thousands of women in the workaday world is no doubt.

The writer hereof took the matter to the manager of a large department store. Although this is an enterprise where 80 per cent. of the total number of employees are of the fairer sex, all the high positions except in a dozen notable cases are filled by men.

Said this man: "If women had a better sense of proportion they would have substantially the same chance in a business of this kind as have men. But their sense of proportion is apt to be poor. The comprehension of the relative importance of things is an unacquired art with them. In short, it may be said that it is their pettiness that keeps them back."

This pettiness and attention to small things is what makes woman of more value than man in many positions, but at the same time it is what prevents her from rising to the heights. In many places, offices, stores, etc., employers actually value women above men in the rank and file of the establishment. Not long ago a great eastern railroad system caused a sensation by discharging from its general office a score of clerks and placing in their stead as many young women at a salary similar to that received by the men. The reason given by the road's officials at the time was that it had been discovered after a system of experiments, covering two or three years, that women could be had for the same salary who did the work in question more accurately, neatly, and even more rapidly than the men.

A not dissimilar situation obtains in one of the smaller packing firms at the Chicago stockyards. A certain set of daily reports are compiled and issued by a certain department. One incident to such work's successful prosecution is a series of tabulations of tiresome detail and written in small, almost minute, figures. Young women are employed to do this work. Men had been tried on it, but men of the class available, clerks of the \$12-\$15 grade, did not prove satisfactory. Women substituted for them and paid the same salaries do the work as well as it is possible for ordinary humans to do it.

In department stores, of course, it long has been an established fact that women are to be desired in preference to men. Here the salary question is the main point of consideration, but aside from this managers have been quoted time after time as declining to consider men for many places, even when the salaries are the same. There are buyers, cashiers, department managers, and what-not of the fairer sex who will not be replaced by men. These fill positions where woman's inherent ability for detail is valuable.

When, however, she has outgrown positions of this nature, her lot is too often an unsatisfactory one. Although she may have managerial capacity, it seldom is that one now finds an employer so bold in experiment as to be willing to try her in a large capacity. In all too many instances where women have been thus promoted they grievously have "fallen down," and the result has been the present indisposition of employers to make such promotions.

The situation often has been this: A woman has for three or four years had a position where her capacity has been beyond that of the average man, and is taken from it and given charge of, say, a small department. In such a position she is at the head of several employees and is responsible for a certain amount of work. Her word is law, and her judgment is what must determine her word.

Unfortunately for her she is unable to separate in the new duties that she has fallen heir to the important from the trivial, and in exactly the same proportion as she is unable to do this her management is biased and unsatisfactory.

Thus the small things consume too much of her time, and the effect is not difficult to trace in her manner of direction of the more serious affairs of the department. In things in which personality enters in the least she is quite at sea. The personal attitude becomes all to her, the impersonal or "business" viewpoint often is clouded or lost entirely, and mismanagement is one of the consequences. Naturally there must be exceptions to this rule, else there would be no successful business women of high standing, but the rule predominates.

Again, in the handling of help is woman, through her nature, much at sea. Likes and dislikes govern her. There may be no indication of this on the surface. To all appearances she may be as steered as any man in this

regard; she even may make herself believe that she is. But she was made to like or dislike, and even her changed condition fails to alter her.

This is the kernel of the whole matter: Woman was not made to be a "good business man"—for which the world should be thankful.

Martin Arends.

Frozen Seeds Are Fertile.

Seeds, like Sleeping Beauty, can slumber for long years and then re-awake to life. Lieut. Greely, Commander of the Lady Franklin Bay expedition, which sailed North in 1881, took out seeds of various vegetables. Some of these were sown without success at Fort Conger, 81° 44' north. The station was abandoned in 1883. In 1899, eighteen years later, the abandoned station was discovered by Lieut. Peary. Among other things he found a packet of radish seed in an open box in the attic of the fort. These seeds had been exposed for sixteen years to a winter temperature of 60° to 70° Fahrenheit below zero. The seeds were sent home and remained until the spring of 1905, when they were sown and 50 per cent. produced perfectly normal plants, from twenty-four-year-old seeds. The question is raised as to whether the electrically charged atmosphere, so constant in Northern regions, has the effect of prolonging germinative force. It has been observed that the atmospheric electric currents add quite 100 per cent. to the rapidity of plant growth and to the development of color and strength of perfumes.

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Association With Success Valuable Aid to Worker.

No business man likes to associate with men who have been connected with failure, even though they were not the cause of the disaster. Associate with successful firms, even if you have to work for lower salary at first. Talk with men who are successful. Study their methods. It will breed confidence in you, give the right tone to your work, and generally prove inspirational. When you can prove you've been connected with successes you'll get all the business you want.

Nothing succeeds like success. Nor is there anything so helpful to the ordinary man as associating with successful men and firms. Thousands of men have left successful concerns with a knowledge of their system and methods which has proved instrumental in building up big businesses, and, largely through the knowledge and inspiration gained, made successful headway themselves.

The head of one of the largest clothing stores in Chicago is reported as saying: "Men leave this concern who have been earning \$2,000 or \$3,000 a year and take positions with other firms frequently at double the amount I have been paying them. More the prestige of having been employed here than anything else. Candidly, I think the experience received here, although valuable, is often over-rated, but it all goes to show what a 'boost' a man gets when he can say: 'I've been working for So-and-So for three or four years past.'"

Securing positions with the proper kind of firms is something well worthy of the careful attention of any man who desires to make good headway in the world. Not only does a responsible and successful firm offer the prospect of permanent employment at a gradually increasing salary, but the careful study of the methods of high grade men—the way they write letters, evolve and put into operation new ideas, and tread down difficulties in their path is an education in itself.

Seekers of employment, however, are often in too much haste. They forget that when they enter a man's or a firm's employ they really enter a contract—although it be not a written one. On the one hand, the employer guarantees to pay a weekly or monthly wage, and in return for that money the employee tacitly agrees to do his utmost to further the progress of his master's business.

To get a situation he must produce the best of references. What assurance has he that in agreeing to sell his brains and services in a given market he is making a good stroke of business for himself? If a man goes to work for a concern which fails in a few years' time he will find himself under a heavy handicap when he goes to seek new employment. The mere association of a worker's name with a firm which has gone into bankruptcy is often enough to blacken him in the eyes of many employers. Also if he is between the ages of 20 and 35, he often sacrifices some of the best years of his life by working for concerns which he should have shunned.

It pays a man to seek out the society of successful men.

"Why did you throw money away in such a foolish fashion?" asked the friend of a young man who had entered a club composed of successful and responsible men. "I don't see what you're going to get out of it."

"You don't, eh? Well, I have studied the matter out, and joining that club is the only way I can meet successful men on an equal footing. Their conversation is well worth listening to. When men relax in the social atmosphere of a club and begin talking they generally give the observant listener a valuable insight into their habits of thought and the manner in which they tackle difficult problems. Such an insight can be gained in no other manner."

"If a man's body is heated and he holds his wrist under a stream of cold water, inside of four minutes the temperature of the body will perceptibly diminish. In like manner if an enthusiastic seeker of success will talk with an unsuccessful and despairing man the coldness and lack of confidence of the one will almost infallibly communicate itself to the other. Therefore, a worker should not only strive to mix with successful men in his daily employment and leisure hours, but he should also eschew the company of failures, "kickers," grumblers and men who are continually bemoaning the wickedness of fate. He inhales unwholesome atmospheres."

"When a man enters the service of any big corporation he will always find a large number of men who are dissatisfied. Impregnated with dissatisfaction themselves, they lie in wait for newcomers and do all they can to instill the beliefs they hold into the minds of the new workers. A new employee will meet such men when he goes out to lunch. An ordinary form of greeting is, 'Hello! See you're working in the — department. Say, that's the rottenest place in the whole city. Know five fellows who've been there for seven years and only got two raises, and they're good men, too. You can only get to a certain limit. They fired some men last month because they looked dissatisfied because they weren't getting more money after working so long.'"

If the newcomer heard this line of talk only once he might have a chance to forget it. Constant dripping will wear away a stone, and the chances are if he makes friends of dissatisfied workers and is seen in their company he, too, will be put down as being a bird of like feather.

A man's heart in his work is bound to go when he believes that the constant aim of his employer is to cheat him out of his just reward. But the worker will never make the most of himself if he loses heart and enthusiasm. This latter quality in a man helps him to gnaw his way through big piles of hard work with cheerfulness and zest. It enables him to do his work frequently 5 per cent. better than the man of lukewarm temperament. George Brett.

A woman's idea of comfort is to wear shoes large enough for her.

Fruit Juices Kill Germs.

Among some "science notes" republished by the Indian Mirror the following relate to the virtues of fruit. This is supplemental to the well-known effect of the juice of acid fruits, such as limes, apples, pineapples, etc., in mitigating the craving for alcoholic drinks.

It is said that an eminent Japanese bacteriologist has recently shown with success that the acids of lemons, apples and some other fruits are capable of destroying all kinds and varieties of the germs which cause disease and pain in the human body. The acids, citric and malic, contained in the fruit juices probably have the effect of killing these disease germs.

Cholera germs are said to be killed in fifteen minutes by lemon juice or apple juice and even typhoid germs, which have great resisting power, are killed in about thirty minutes by either of these acids, even in a very diluted form. A tumbler full of cold water saturated with cholera bacilli might be gulped down one's throat with impunity provided a lemon has been squeezed into it fifteen or twenty minutes prior to the act. The safety here lies in the absolute certainty of the destruction of the bacilli by the action of the lemon juice.

Thus the two most dreaded diseases in India—that is, Asiatic cholera and typhoid fever—have a simple remedy to checkmate their ravages. These prevalent and universal diseases have now this universal remedy. Limes are within the reach of the poorest people in India and they could be secured for a very small price even in the districts of great scarcity. Even the people by having a plentiful supply of lemons and oranges in the times of epidemics could tide over the infection with great credit.

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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

SHOPPING.

The Women Are Fools To Match the Men.

Written for the Tradesman.

"I'm not denyin' as the women is foolish," declares wise Mrs. Poyser in Adam Bede, and then gives as the reason why, "God A'mighty made 'em so to match the men!"

Whether or no they "match the men" when it comes to foolishness, they certainly match each other in craziness when it comes to the matter of the selection of their clothes.

What creature of the feminine persuasion is there who, when she has made out a list of the "absolute necessities" in wardrobe replenishings, has not made the solemn vow that, in the purchasing of those must-haves, she will not allow herself to yield to the fulsome importunities of the people behind the counter and buy the things for which she has no need, to the exclusion of those practical garments which are as necessary for the body as is food for the process of digestion?

We must all plead guilty to flagrant dereliction in this regard.

We go down town with the cast iron resolve in our minds that, come what may in the way of blandishments, we will not swerve from the path we have sternly laid out for ourselves. We reach the store, we enter with said resolve pinned down by the consciousness of what is for our best interest, we approach the department where the plain goods desired are kept—but where also are kept grades of far more beautiful merchandise in the same line. We ask for the plain article we need—we will say it is a street hat. The girl who comes forward to wait on us begins to select several hats of the sort we describe as meeting our desire.

We say:

"I want something severely plain, something serviceable, a hat for common everyday wear. It must be a hat that the rain won't especially injure if I should get caught out without an umbrella—something simple, and, too, it must not be very expensive. I do not care to go over \$5—well (as a cloud settles over the clerk's face, a cloud she doesn't particularly try to hide), \$6 or \$7 at the very most. I intend getting two more hats later on, but not to-day, however."

We say the last very decidedly, but the admission that the future contains two more chapeaux in our calculations gives the girl in charge a line on us and she lays her designs accordingly. Oh, they're very wise, these girls in the millinery department!

This one gets hats galore of the sort called for, places them on our devoted head, with care not to muss our hair—"disarrange" would be the proper word, but "muss" is the one most used in this connection.

These hats tried on may not exactly suit the contour of our face or the way in which our hair is dressed. We can't change the former on demand, so the girl says:

"Do you always wear your hair this way?"

We reply:

"Oh, my hair doesn't look nice to-day—it looks like a perfect fright!" And we generally prevaricate a teeny-weeny bit: "I didn't know I was coming here when I started out or I would have had it look different."

Presently the sly little milliner begins casually to talk about "dress hats," and we ourselves begin to look around a trifle at the "function hats."

Then the girl says:

"Oh, I've such a love of a hat I'd like to try on you. I don't show it to every one—it's too choice to be handled much. I know you'll pronounce it a veritable dream!"

And she goes to a distant drawer and from its mysterious tissue-papered depths brings forth the "dream."

And it is, in truth, a darling sweetheart of a hat—composed of the following: one teacup of a crown, a tiny up-tilted brim over said crown, two fluffy tips sticking out jauntily from one side, a wisp of white velvet tucked cunningly in the brim, two maline-wound wires around the edge and a few more invisible ones around the crown and brim. The hat itself is of pale-cream lace and there is a jet ornament at one side half as big as an electric light bulb and similar to it in outline.

"The price?"

"Twenty-two fifty," the girl unconsciously and nonchalantly informs you.

You try not to appear flustered at the "cost to the consumer," but it is, nevertheless, a distinct shock.

After you have recovered somewhat you diffidently suggest that you "can't exactly see that value in the hat." (You dare not christen it "teacup" in the clerk's presence.)

Forthwith, and extremely matter-of-course-like, she proceeds to explain to you the cost of the "items" that go to make up the tremendous whole; and as she unfolds the—plot you might, without impropriety, call it, a great light breaks over you: The cost lies not in the materials but in the "style!"

And then there's the "Paris label!"—which any rival milliner in town could inform you stands for the cost-mark, and which are purchasable in this country by the hundred.

After a few muffled gasps you order the trifle delivered at your street and number at such and such a time, dump the entire contents of your pocketbook in the clerk's outstretched hand in payment for the little bunch of extravagance and go your way a guilty-but-satisfied party to the fraud!

When you get home and the "creation" arrives you sneakily take it to your boudoir and in its secrecy—needless to say behind bolted door—try it on.

There is not the shadow of a doubt but what the "darling sweetheart" is becoming to you, and that reconciles you, in a measure, to another season's wear of your last year's street hat; or perhaps you will have it "fixed over" by some cheap girl who "does your everyday hats."

And if this were the only piece of foolishness to be laid at your door in the purchasing of clothes! But, no—they confront you and call out to you

from every nook and cranny of your wardrobe every time you open the door. They're like Banquo's ghost—"they will not down." They are, so to speak, living witnesses of the power of the hypnotic influence exerted over you by salespeople, and which influence you made but feeble effort to resist, or perhaps none at all.

Shoes, gloves, underwear, dresses—it makes small difference what sort of apparel it is—they all show the lack of will power to get what is right for our necessities; all demonstrate how silly we are when it comes to a tussle between the reasonable intensely practical and the costly superlatively pretty. Polly.

Opportunities Galore for Boys.

The boy of to-day has little to fear that the field is becoming overcrowded in our own country. It is just being opened. It is for the young men, who are just beginning to think what a wonderful world this is, to study well the achievements of the past and to see in what manner they are to be improved. Never did the world call more loudly, more persistently, for young men with force, energy and purpose—young men to do something—than to-day. And every year that cry grows louder, more insistent. But the times demand men of large, liberal, energetic minds, and the man who insists on doing business in the old-fashioned humdrum way is as much behind the procession as is the man who insists on traveling with an ox team instead of by railway.

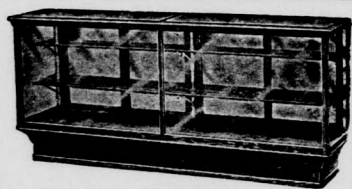
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Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.



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.

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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

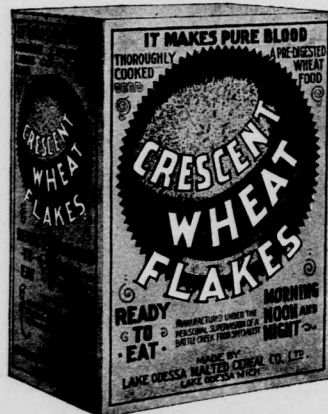
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Fair Treatment

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.



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.

LADIES' UNDERWEAR.

A Charming Face Not Necessary To Sell It.

Yes, I'll admit that the girl in our ladies' underwear department would not bring the firm 2 cents if auctioneered off at a beauty show, but she's long on pleasing the women folk with her selections. Time was when I used merely to ask her opinion occasionally about a few lines and attended to all the purchasing for her section myself; but bye and bye I came to the conclusion that our girl who sold those goods knew more concerning the wants of that particular section of the store than I myself. So I gave her full swing, and now I pay little or no attention to her buying.

The young woman has been with us, in that one department, in the neighborhood of eight years, and an honest, steadier clerk never breathed. She'd cut off her right hand rather than do a dishonorable thing.

It's my idea that good looks can easily be dispensed with in this department. Take hats, for instance, and that's quite another matter. A pretty woman can sell half a dozen chapeaux while a homely one is getting rid of a lone hat. Here beauty counts. It is absolutely necessary, in many other branches of business, to hire a handsome person to dispose of products. Take demonstrating, for example. The more fascinating the bit of femininity behind the talk the more probability to get the attention of the public to the goods under her dissertations. Beauty draws in such a place as that—a place where people need inveigling into investigating something they don't want, or to which they are indifferent, or with which they are not familiar.

But with the department of ladies' underwear "Handsome is as handsome does." The goods of this description bought by the majority of women almost sell themselves. They are, for the most part, substantial that have to be purchased about once in so often—say every other winter in the heavy unattractive lines. If the goods are light weight vests in evening shades, and have open work and elaborate lace and ribbons for the trimmings, that, too, is another question. The price for these is a great deal more than for the plain garments, and women who have not been in the habit of indulging in such extravagances have to have their taste educated before they will give up their cold cash for what they regard as folly. There's many a lady who, formerly, never dreamed of paying more for a vest than 50c—and that for "Sunday wear"—who through the blandishments of the clerk in charge, now thinks nothing of investing four, six or even ten times that amount in a gauzy garment of silken mesh, adorned with beautiful but perishable lace into the bargain.

I was speaking, first, of heavy knit underwear—very unlike the last-named filmy foolishness. When we come to consider shaped undergarments made up of common factory, India linon, nainsook, Victoria lawn or linen there, again, we have a similar

case to the first: the goods just dispose of themselves, it requiring little or no persuasion to sell them, as the preponderance of women who see their lovely daintiness are going to spend their—I had almost said last dollar on them. Every woman of refinement values her looks as to inside clothing infinitely more than as to her outer garments. If her underwear is prettily made and of fine quality she can step along with a grace (borrowed from this gratifying inner consciousness) that is little short of that of the gazelle. This consciousness has been declared to rival even the consolations of religion. Being a mere man, I know not whether this statement be true or false. At any rate, we all know that the ladies have the reputation of being great lovers of exquisite lingerie. If this were not a fact we should not see it displayed so frequently in every drygoodsman's window.

I repeat that these goods do their own selling—just the same as do the homely old substantial in the knit goods department, albeit from a very dissimilar standpoint; and I also make the point that facial allurements may entirely be dispensed with in the sale of either, courtesy here being the only essential element.

His Shoe as a Bank.

"The members of a football team were in my car going to another city to play," said a sleeping car conductor. "They had to ride half the night, and so they took the sleeper. One youth had 80 cents to spend, and when he went to bed he decided to hide that money so nobody would find it. When no one was looking he slipped it into the toe of one of his shoes. Then he put the shoes under the berth.

"Well, along in the night the porter came in and began his work of shining shoes. He found the jay's shoe with the 80 cents in it, and you ought to have seen him smile 'Dis man am suttingly a gentleman,' he said. 'Jes' think—leavin' me 80 cents jes' fo' blackin' his shoes.'

"The next morning when the player found his 80 cents gone he almost had a fit. He made the porter give him back his money. The porter was mad. He came to me and said:

"Say, boss, you know that feller Ah said was a gentleman fo' leavin' me 80 cents fo' blackin' his shoes?"

"Yes," I replied.

"Well, he ain't no gentleman—he's a jay. He was usin' dat shoe as a bank."

Conquering Difficulties.

The only place a man can ornament, the only one in which he can do himself credit, is the one he conquers, the position which he masters by the force of his character, that to which he has attained by his own persistent effort.

Neat Town in Holland.

The neatest town in the world is Brock, in Holland. So tidy are the inhabitants that they will not allow horses in the streets. It contains a population of 2,700 and the chief industry is the making of Edam cheese.

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

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Sellers

WHITE HOUSE
THE TOP NOTCH
COFFEE

Roasters

Dwinell-Wright Co.

Boston==Chicago



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

PARTY LINES.

Way By Which They Can Be Made Private.

So universal has become the use of telephones, and so thickly are the wires becoming interlaced overhead, that the owner and promoter begins to look in earnest for some means whereby he may reduce the volume of wire used and yet give the patron a perfect service. He resorts to the party line; putting perhaps ten phones on a single wire; which is all right in a manner; but we are human, and to be human is to err, and 'tis but natural for us to grasp the receiver, no matter what the ring. Thus with a dozen phones on a line, with at least eight receivers down every time a call is made, you are compelled to carry on your conversation under difficulty.

Not long ago I drove into the country, some twenty miles, leaving at home a sick boy, and, being anxious about him, I called my wife at noon over a party line. Later in the evening as I passed a place ten miles from there, a woman ventured to tell me that she "didn't know till today that I was married."

She said: "I heard you talking to your wife, and I thought that you were talking to your girl till you asked about the baby, then I thought you must be married."

So it goes; and we look for means whereby we still may retain the party line, as a matter of economy, but do away with this habit of "butting in," so to speak.

This at last has been accomplished by a couple of young inventors in Willow Hill, Illinois, who have been at work almost unceasingly for the last year, and now see their untiring efforts crowned by success. They have a patent pending on the product of their fertile brains, to say nothing of the liberal sums that have been offered them for their work by men who have seen their machinery in successful operation.

Can you conceive of a plan or scheme of operation whereby a central operator may sit at his board and successfully put into communication one phone on a party line without the others knowing of the call or being able to hear a word of the conversation?

What once may have been a myth now is a matter of reality, brought about by a succession of circumstances at the right time and place, when a man, capable of seeing the chance for improvement, was present to grasp the situation.

One of our youthful inventors stood one evening in a barber shop that contained the central board for a number of party lines and listened to the troubles of a man at the phone, who was trying in vain to ring through a jabbering conversation that was being carried on by at least five patrons of the line relative to the general health of any or all of the various families. Hanging up the receiver in disgust he turned and asked if it would not be possible to build a party line that would be free from such a nuisance.

This question was as seed sown in

good ground, falling, as it did, upon fertile ears, and a few days later two young men, one a boy of 18, started to work to build a party line free from the abuse of idle conversation and unsolicited listening, using for a long time an old corn crib as a work shop, and then, when the weather became cooler, moving into an old store building large enough to accommodate their scheme on an extensive basis, where they now have it, complete in every detail, and are willing to explain its operation to any one who manifests an interest.

It is interesting to see and examine many pieces of machinery that have been cast aside as failures in the year's time, and then realize the ultimate success as you stand in the center of the room and watch the operator ring one after the other of the phones without disturbing the rest. They have made every wheel and bar with their own hands, from the raw material, making success all the more laudable, and demonstrating the full extent of their genius, which you can not appreciate without having visited them. Plan after plan failed and was set aside, till one day the younger of the two men stood, with a brass wheel in one hand, studying, when suddenly he looked up and said: "Here she is!"

The thought that had come to him was the true spark that has kindled into the flame of success. The detailed description of the invention cannot be put into small space. I will strive simply to give you an idea of the most important points.

If the matter of cutting out a phone rested entirely upon the use of the main line the object could not be accomplished. If, again, you strive to make or break your connection by the simple manipulation of the switchboard, you meet with failure, as before; for all the phones would respond to your call. The secret must, then lie within the phone itself.

By the use of a greatly improved induction coil, "which is a part of the invention in general," it would be possible to operate a great number of phones on one line; but, for the sake of simplicity, let us consider a line of six phones. The whole secret of this invention lies within small notched wheels, of which there is one in each phone. Each box contains a small wheel with six notches, each notch being numbered, and all corresponding with a like wheel in the central box. These wheels are so set that when notch number one in the central points upward notch number one in every other box points upward; or when notch number four in the central box is up it is the same in all the other boxes.

How are the wheels turned? Simply by pulsation. Just the same as the pulsation makes the dot and dash on the telegraph, so it turns these small wheels, step by step.

Whenever the central wheel turns, all the other wheels click around. Now you must know that a phone box is out of use, absolutely, unless it is connected. The wheels are so arranged that the little projection that makes the connection is never at the extreme top, except on one wheel at

a time. This projection is raising it so that it makes the connection. So if the central wheel would turn notch number six to the top, all number sixes would immediately go up; but phone number six is the only one where the projection pushes the bar up to make the connection.

There are many other details which I cannot attempt to explain here; but without a single doubt the whole invention is a decided success, and is a far reaching step in this age of continually appearing wonders.

J. E. Deupree.

Cuts Down Hitching Post.

A wealthy New York banker while visiting his parents in a small town was stricken with fever. For three months he was confined in the old

homestead, dutifully attended by a fond mother and a zealous doctor.

The banker recovered slowly. One morning he decided that fresh air would do more for him than medical environment and in a short time he was enabled to dismiss the physician.

When the doctor's bill arrived the banker studied it closely. A few moments later the mother saw her son go to the woodshed, procure an ax and begin hewing at the hitching post which had stood in front of the house for fifty years.

"Frank," she shouted hysterically, believing her son in another delirium, "what are you doing?"

"You'll have no further use for it," chuckled the perspiring banker; "hereafter the doctor will come in an automobile."

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known Everywhere

No Talk Required to Sell It

Good Grease Makes Trade

Cheap Grease Kills Trade



FRAZER Axle Grease

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Good to the Very End

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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.

TRADE DOLLARS.

Some Twenty Varieties Are Sought by Collectors.

Some twenty varieties of the trade dollar are held at a premium, a fact that may surprise people who remember only the disrepute into which the trade dollar fell. The rare varieties are not found in the regular issue, although even some of those dollars when in a fine state of preservation and bearing certain dates, are now held at a premium; they are the pattern coins.

How many of these patterns were struck is not known, but it is certain that a goodly number came from the coinage press at the mint, and many are no doubt held as souvenirs, their owners being unaware of the high estimation in which they are held by collectors.

The trade dollars were not intended to circulate in this country, but were struck for export to China and Japan, to compete with the dollars of Spain and Mexico. For several years, owing to an error in the wording of the act authorizing their issue, they were legal tender in this country up to \$5, but this provision was repealed in 1876.

The regular design of the trade dollar shows the Goddess of Liberty seated upon a bale of merchandise, against which leans a sheaf of wheat. In her right hand she holds an olive branch, while in the left is a small scroll upon which is the word "Liberty." At the base of the seat is the motto, "In God We Trust," the entire device being surrounded by thirteen stars.

On the reverse is an eagle with expanded wings. In the right talon is a branch of three arrows, the left grasping an olive branch. Over the eagle's head is a scroll bearing the motto, "E Pluribus Unum." Under the eagle is "420 Grains 900 Fine." On the top, around the edge is the inscription, "United States of America," at the bottom "Trade Dollar."

These trade dollars, if in exceptionally fine condition, bring a premium ranging from \$1 to \$3.

The first of the rare trade dollar patterns was coined in 1872, and was designed by Longacre. On the obverse is the figure of Liberty, as an Indian Princess, seated on a globe inscribed "Liberty." Behind her are two flags.

The reverse bears the inscription within a laurel wreath, "Commercial Dollar, 420 G. 900 Fine," the first word in a curved line. Between this and the word dollar are two inverted cornucopias. A ribbon as the base of the wreath has the inscription "God Our Trust."

This variety was struck in both silver and copper. In the former metal a specimen with milled edge not long ago brought \$50.

The second variety, dated 1872, showed the figure of Liberty seated on the globe, having a representation of the Western Hemisphere, while on the right hand flag are thirteen stars in the field. The reverse is the same as in the first variety. This was the work of William Barber.

The third style of 1872 was also the

work of Mr. Barber. It had the same obverse as the regular dollar of the year, the reverse being the same as the one just described.

These patterns all have edges that are both plain and reeded. A copy of this coin with milled edge recently sold for \$42.

The fourth variety is almost the same as the first, with the exception that upon the flag are eighteen stars. This dollar is credited to Longacre.

In 1873 seven patterns were issued at the mint. The first showed the head of Liberty, the hair tied behind in a knot, encircled by a band of pearls, upon the coronet being the word "Liberty."

On the reverse, within a laurel wreath, was the inscription, "Trade Dollar 420 Grains, 900 Fine." At the base of the wreath, within a scroll, was the motto, "In God We Trust." The word "Trade" was curved. Silver and copper are the metals in which this variety was struck.

On the second pattern the obverse shows the head of Liberty crowned with leaves of the cotton plant, the hair braided and coiled behind. This reverse bears an eagle standing upon a small base. The right talon holds three arrows, the left supports a shield. On a scroll above is "E Pluribus Unum." This coin also was issued in copper and silver.

The third variety shows a crown of feathers secured by a band of pearls, upon the head of Liberty. In her right hand is a pole topped by a liberty cap. Behind the figure are two flags.

The reverse bears a small eagle, in the talons are three arrows and an olive branch. Upon a scroll above the eagle is "E Pluribus Unum," the rest of the design being similar to the other patterns.

The figure of Liberty as shown on the fourth pattern dollar is seated upon rocks. In the right hand is a pole topped by a liberty cap, while the left hand rests upon a globe, around which is a band bearing the word "Liberty."

Upon the rocks is a sheaf of wheat, while upon the ground are two cotton bales, a branch of tobacco plant resting upon them. The reverse has a small eagle standing upon a shield with wings upraised and beak thrust forward. Above the wings is the motto "E Pluribus Unum," below the shield bearing "In God We Trust."

On the obverse of the fifth pattern dollar of 1873 the head of Liberty bears a diadem, from which the hair falls back, being bound in a small coil behind. Back of the figure are a plough and a small sheaf of wheat. The cotton bales are on the ground, with the sea in the distance.

An eagle on a small ground is shown on the reverse. In its right talon are three arrows, the left supporting a shield. Above the eagle is a scroll extending downward beneath the beak with the motto "E Pluribus Unum."

Almost identical is the sixth variety, with the minute difference that the handles of the plough are longer, and the sheaf of wheat is larger. This variety is the rarest of the seven.

The seventh shows the figure of Liberty seated upon two cotton bales

on the obverse. Upon the head is a diadem, from which the hair falls back.

In the right hand, which is extended, is held an olive branch. In the left hand is a scroll, with the word "Liberty." Behind the figure is a sheaf of wheat, with the sea in the background.

The reverse shows an eagle holding in its beak a scroll, inscribed "Liberty." In the talons are three arrows and an olive branch.

Each one of these pattern trade dollars, struck in silver, is worth about \$3, when in proof condition, while those coined in copper are worth something less.

It is the opinion of some numismatists that the design for the trade dollar finally accepted was the ugliest of all the designs submitted.

In 1875 a pattern commercial dollar was struck in aluminum. The obverse of this shows Liberty seated upon the seashore. In the right hand is held an olive branch. The left hand rests upon a globe, encircling which is a band bearing the motto "In God We Trust."

Two flags and a sheaf of wheat are behind the globe, while in the distance is a steamship under sail. In a laurel wreath on the reverse is "Commercial Dollar 420 Grains, 900 Fine." The word "Commercial" is curved, while between it and the word "Dollar" are two inverted cornucopias.

The ribbon by which the wreath is tied bears the motto "God Our Trust." The reverse of this coin is about the same as that of the first of the commercial dollars struck in 1872.

This was the last of the trade dollar patterns. While the issue of regular trade dollars was supposed to stop with the resumption of the coinage of the standard silver dollar in 1873, yet it is said that the mint authorities to accommodate collectors continued each year to strike a limited number until 1884, and some of these dates are now scarce and bring a premium.

It is said that trade dollars were coined in the year 1884, also, but this is disputed by expert coin collectors, although they admit the existence of specimens in copper bearing the date 1884.—New York Sun.

New Version of Old Story.

The social settlement worker had been telling the story of Moses to a class of small children in a mission school.

"Now, children," she said, "you shall tell me the story. Who found the baby lying in the river?"

"A beautiful lady," came the prompt reply.

"To whom did the Princess give little Moses to be taken care of?"

"His mother," shouted the delightful class.

"What did Moses' mother do with him when he grew a little older?" asked the teacher.

For an instant there was silence. Then a small girl was seized with a sudden inspiration and replied:

"I know. She put him into pants."

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

QUALITY IS REMEMBERED

Long After Price is Forgotten

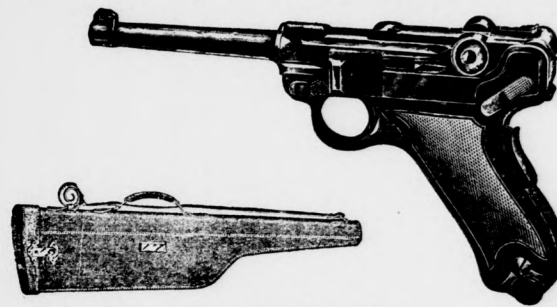
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Volk Stamp and Stencil Co.

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

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

Guns and Ammunition



Complete line of

Shotguns, Rifles and Revolvers

Loaded Shells

Camp Equipment

Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan



Truths Thrown in Face of Employers and Clerks.

The other day I went into a general shoe store and it wasn't a "specializer," either. If it had been this tale wouldn't be told. There stood the proprietor and a clerk arguing like Sam Hill about some blame fool war that happened back in Nero's time. Well, sir, that proprietor never spoke to me at all. He was so blamed worked up over that argument that he didn't know he was running a store. That's what I mean about "specializing" proprietors.

Don't show your clerks tricks that are not good for the business. Don't be doing things you wouldn't want your clerks to do. "Specialize," you want to set a pace for your clerks. Show 'em what you expect of 'em and I'll bet you'll agree with Hank that it's a "specializer." Then, again, you proprietors ought to "specialize" on your personal appearance in your store. Every once in a while I run into some of you general proprietors that look as if you had just come out of the woods. Don't be havin' your trade come in and guess who's the proprietor.

Here's a few pointers to you proprietors on "specializing" that will help some. First thing, don't call your clerks down in front of a lot of trade. Hully gee! If anything gets a clerk going it's to have a proprietor hand him a lot of truths right in front of trade. "Nixie!" Ask the clerk who has done something wrong back to your office in a nice way and tell him where he made an error and I'll bet it won't happen again, and if it does he is not fit to be a clerk. Once more, don't use slang (like I do) in your business place if you don't want your clerks to do the same. They've got just as much right to use it as you have. Don't use tobacco when you're in your store, 'cause I'll bet that clerk likes to smoke just as well as you do and it's liable to make him sour if you come round every once in a while and blow smoke in his eyes and not let him smoke when he's working.

"Specialize." 'Course you'll say I own my store and I'll do just as I please. 'Course you can; hang it, nobody said anything different, but I'll tell you right here, if you want good help you want to be just as good a proprietor. You never saw a successful store in your life where the proprietor and clerks didn't pull together. Get your clerks together every so often; ask them their opinions as to what can be done for the betterment of your place and you'll be surprised at the results. More heads are always better than one head. "Specialize" your help. Don't have any cheap help around; the best is none too good and you want the best.

Here the other day I had a proprietor tell me he had a clerk he was paying ten dollars a week and, confidentially, he told me he couldn't

get one like him anywhere for less than fifteen. Now I think that proprietor is not a blamed bit better than a clerk who would steal five every week out of the cash drawer. The only difference I can see is that one's a thief and the other's the same.

Pay your help just as you demand work from them. If they're good pay them well and you won't lose any money on a "specializer" like that.

"Clerk's specializer." There're so many ways for you clerks to "specialize" that it makes me dizzy when I try to think just where to start in on. Now I am not going to mince things a bit to you clerks—I'm just going to slam the truth right into your faces and see how you like it. I clerked in a general store that never "specialized" and I know just where I'm going to tell you to get off at.

The first "specializer" I want to hand you clerks is about your conceit. 'Course you'll say you are not conceited. Well, I hope you are not, but if you are I can give you a pointer or two that'll help some.

Say, when you couldn't sell your customer did you turn him over to the other clerk, even if he was less experienced than you are? If you didn't you certainly are most blamed conceited, 'cause you thought that he couldn't sell. Just because you couldn't "specialize" you are not the whole thing. "Nixie." I want to tell you right now that the more conceited you are the less you are worth to the man you're working for. Don't get the idea that people wouldn't wear shoes if you weren't selling them. I guess not. And don't think the house would quit business just because you might take a notion to quit 'em. If you do you're liable to wake up some morning and wonder what you're going to do that day.

I knew a clerk that had an immense lot of friends (he was a good fellow). Well, he says to the house one day that if it wasn't for him that store wouldn't keep open, and say, fellers, that proprietor thought he'd try it just for fun, and the first thing that clerk knew he was looking for a job by the day in a factory.

Conceit? Get rid of it; 'stead of conceit you want to "specialize." Some clerks have a mighty bad habit of thinking that people ought not to be respected when they come in the store. I've heard some clerks go up to a customer and say, like this, "Something for you?" Sufferin' smokes, what do you think they came in for, nothin'? "Specialize" when customers come in. Meet them as if it was in your own house; ask them to be seated and then ask them what you can do for them. Start your customers with the impression that you are a business person.

Then every once in a while I run into some of you clerks that get too blamed familiar. When a customer comes in the door you rush up to him or her and say "howdy-do" and probably put your hand on the customer's shoulder, if it's a man, and say to him, "Well, can I sell you a pair of shoes to-day?" Cut it out, fellows. You want to "specialize." Don't start your customer wrong. You'll find you have

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.

Of Course It Takes Nerve

to frankly tell a customer that a shoe that costs a few cents less a pair will not give a third of the wear that

Hard-Pan Shoes

will give, but it takes nerve, grit and stick-to-it-a-tiveness to win out at any game, but then you'll never have any trouble selling the second pair, and you know it's the "come back" customer that keeps your business growing.

The line is yours if no other dealer is handling Hard-Pans in your town. Don't you think it worth a postal to find out?
No waiting—we will deliver right out of stock.

Our Name on the Strap of Every Pair of the
Original Hard-Pans

Herold-Bertsch Shoe Co.
Makers of Shoes
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.

your shoes half sold if you start right with 'em.

Another "specializer" you clerks want to get into your heads is that every man's trade is as good as another's, friend or no friend. Treat 'em all alike and you'll find that you have struck a mighty good way to "specialize." The most important "specializer" I know of for you clerks is to locate your stock; know all there is to know about it; get it so you know just where to reach for it when you get a customer to be fitted. I want to tell you that there's nothing pleases a customer so much as to have a clerk act as if he knows his business. Start 'em right and your sale's half made. Take a pride in your stock; keep it up; make it look so nice that the old man can't miss it as he goes 'long. If he's got half an eye he'll notice it.

Now about selling the trade. I know you all have your troubles. I've been so blamed mad at some of the cranks that I just thought I'd bust. Now that's just where you make a mistake. You want to "specialize" on your temper; don't get mad. Take things easy in the store, that is, I mean don't fly around as if you wanted 'em to know that the entire store depended on you 'cause people size you up just as you do them. "Specialize;" study your customers; find out where you're at when waiting upon them. Don't try to sell them stuff they don't want if you have what pleases them. You'll find that if you "specialize" with the trade they'll be coming back to you to wait on 'em.

Is there anything does you more good than to have two or three waitin' for you while the rest are doin' nothin'?

I saw a mighty smooth trick turned by a would-be clerk the other day who wasn't a "specializer." He was waitin' on a couple of customers and another came in just at that time. He turned to the customer and said, very pleasantly, "Have a seat, I'll be with you in a minute." Now that customer wasn't looking for him at all. He thought he was smart enough to keep the rest of the clerks away, which he did, but the customer looked at the rest of the clerks doing nothin', turned and walked out. That's no "specializer." Don't do small tricks with your fellow clerks—nor with the trade.

Here're a few "specializer" don'ts I want you clerks to remember and follow. If you do I'll bet you'll all take your hats off to "Uncle Hank." Don't get mad. Don't use slang. Don't use tobacco. Don't be dirty. Don't wear dirty linen. Don't be ill humored. Don't talk too much. Don't talk back cross. Don't lie. Don't gossip. Don't be late. Don't expect more money when you do a little work. You follow these "specializers" for a while and you'll be a blamed sight better clerk than you have been.

"Specialize;" take an interest in your place; suggest to the house when you think you can better conditions, and if they're "specializers" you'll get your reward in due time. Now here's my last blamed "specializer" to you all, and that is: Pull together. You can't make a go unless you do, wheth-

er you "specialize" or not. Pull a long pull and all pull together, and you're bound to win.—Hank in Shoe Retailer.

Breaks in Three Hundred Pairs of Shoes.

Breaking in a new pair of shoes is considered a hard task by most persons, but breaking in a few hundred pairs in one week is said to have been accomplished by Louis Pastanak, a Larimer street shoe dealer, successfully, and without mishap save a few corns and bunions.

People passing the store thought at first that Pastanak was losing his mind. He began one Monday morning to break in all of the shoes in his store at 1818 Larimer street. He had over 300 pairs in stock, and as soon as he would place a new pair on his feet it is said that he would rush about the store and jump and dance and knock them against the boxes and counters of the place, in some instances rushing out onto the sidewalk and into the street. He would, it is said, then run to a shoe box, hurriedly exchange the shoes for another pair, and go through the same performance.

This was kept up until Saturday night, when, it is claimed, Pastanak had broken in over 300 pairs. His feet were badly bruised and a few corns and bunions appeared here and there, but the shoe dealer was still able to walk.

"What is the matter with Pastanak?" the neighborhood merchants would enquire

"The poor fellow is losing his mind," some would reply

"Never mind; Louis knows his business," remarked an intimate friend of Pastanak. "He's all right."

Saturday night Pastanak closed the doors of his house. The neighbors commented on the fact, connecting it with the shoe-breaking incident.

His creditors were first to find out the cause of his remarkable week's activity. They are now organizing to set aside an order in the United States Court, declaring Pastanak a voluntary bankrupt. They claim that he secured the declaration through fraud in order to defeat his creditors. They say that Pastanak listed the 300 and over pairs of shoes as second-class in order to reduce their value in the market. At the same time they declare it was a scheme on Pastanak's part to buy them back or have a friend do so at a price far below their value, and for this reason the whole transaction was void.

The creditors claim that it will be easy to establish the fact that all of the shoes had been worn, but they claim that such short use will not bring them under the second-class head as listed in the inventory by Pastanak.

The whole matter will be settled in a motion to set aside the bankruptcy proceeding.—Denver Post.

Demands Respect for the Corpse.

A man who fails to raise his hat when a funeral is passing in Chester, England, is liable to fine and imprisonment.

Don't Buy Beacon Falls

Unless You Want First Class Rubbers

and are willing to pay a fair price for them, We can not make them for 95 cents on the dollar and they are worth all we ask for them. Our aim has been to make reliable goods and a constantly increasing patronage from the best merchants is convincing proof of our success. The line has many exclusive features and dealers who cater to the finest class of trade will find it very desirable. Samples and prices on application.

Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

Display of Shoes for the Holiday Season.

Early in November is a good time for the shoe retailer to make a preliminary display of pretty and attractive footwear for Christmas goods. Then the public mind is fertile for suggestions for holiday gifts. It has been the experience of a number of leading firms, particularly jewelers, that the first week in November marks the time when people begin to save their money and think of things to give their relatives and friends at Yuletide.

Of course, the first week in November is not the time to get out the evergreen, the artificial snow and pictures of Santa Claus and other Christmas trappings. But it is the time to think of what goods will be the best sellers during the holiday trade, and to show up a few of them in the windows and about the store for the benefit of the public.

This little incident shows how one little display may suggest Christmas ideas in footwear to the people. During one October week a shoe man put into his window three sample pairs of colored pumps and marked them, "Will be made up on custom orders." One day, while he was inspecting his windows from the sidewalk, a group of women shoppers came along. One of them glanced at the pumps, exclaimed, "Aren't they pretty!" and another said, "Why, I'm going to buy a pair of those for Jane for her Christmas present," and the others voted that they would be very acceptable gifts.

Mr. Shoe Retailer, by the way, hadn't any idea of showing up his colored shoes for Christmas gifts when he put them in the window, but now that he has the idea that people are already looking for Christmas suggestions he is going to show up other novelties that may appeal to the Christmas trade. He is now of the opinion that it is an excellent plan to show up attractive samples of shoes in advance of their season, so that people's attention will be attracted, and then to make a bigger display at the opening of the season, so as to complete the early suggestion with sales.

Retail shoe men never had such splendid opportunities for pushing the shoe trade at Christmas time as they enjoy this year. The country is amazingly prosperous and the people have much money to spend, as has been many times reported. And shoe manufacturers are offering the greatest variety of handsome staple shoes and attractive novelties in footwear that the trade has ever looked upon.

Patent leather has given a great boom to Christmas trade. The patent leather shoe is both serviceable and attractive. It makes a striking shoe in any store window, upon any Christmas tree, or upon any foot. The glisten of the leather is becoming to the sparkle of Christmastide, and a great many persons who would have hesitated about giving a pair of ordinary black shoes for a Christmas present now feels it is very proper to give shiny shoes. The shiny shoe fills a double mission, for it may be given as a stylish dress shoe, perhaps

as aluxury in footwear, and if the receiver of the gift so chooses, it may be worn each day, and thereby becomes a serviceable shoe.

Take, for instance, the patent pump. Few shoes are more beautiful and more popular than a well made stylish pump. It is a very proper Christmas gift because it may be used as a dance shoe, or party or dress slipper, by the young women, or the boy or the girl. And after the winter social season, if the wearer has not been too severe upon her shoes, the pump is a very popular summer shoe.

The pumps that are offered for the coming trade are, undoubtedly, the handsomest shoe manufacturers have ever offered. Their lines are better, and the best makes guarantee a trim looking ankle. The patent leather pump is considered the beauty in footwear by women everywhere.

For the coming trade manufacturers are elaborating on their pumps. They are decorating them and are making them up in colors. White pumps, of white calf, buckskin or white canvas, are shoes that will appeal to the eye of dressy women as "something delicious." Then there are the Alice blue, the pink, plum color and other colors which a number of manufacturers are showing in their samples. Unquestionably, makers of women's shoes never before showed such a tempting variety of attractive footwear as they are offering to-day.

The first pumps were severely plain. Now manufacturers are decorating them. Flat leather bows bid fair to become the most popular decoration of the coming season. These bows are of the same material as the pumps. On some lines dainty little straps and buckles adorn the instep, tailor made tabs rise over the arch of the ankle and set it off. On one line of these decorated pumps dainty shell buckles, made by hand from East India shells, are used for decorating the ankle. These buckles, by the way, cost about 50 cents per pair, but they give distinction to the shoe.

As the pump is the correct dance and party shoe, and as fashion has now deemed it correct for street wear, the retailer of shoes has a great opportunity to push out pumps for Christmas gifts. They will appeal to Christmas shoppers as a gift both ornamental and useful, particularly if the retailer uses short snappy remarks in favor of them in his advertising, store windows and his shop talk.

Christmas slippers, of course, are staple gifts, but they must be pushed and offered in a new way each year, because the public mind is fickle and seeks that which is most attractive. There's many a shopper who says, "Yes, I gave him a pair of slippers last Christmas, and he liked them, but I think I'll give him something different this year." The shoe man must be on guard to correct this impression.

A gift for young people that is steadily increasing in favor is that of storm boots. There is enough novelty about storm boots to appeal to the small boy, or the small girl, and if the youngster sees a pair in the

"You have filled our Rubber order better than we have had it filled in twenty years."

The above is an extract from a correspondence received from a prominent Upper Peninsular shoe dealer.

Can serve you in like manner if you will favor us with your sizing orders.

The "GLOVE" Rubber===Firsts
RHODE ISLAND Rubber===Seconds

Hirth=Krause Co.

Shoe Manufacturers

Grand Rapids, Mich.

Our



Trade Mark

Quick Sales and Fair Profits

will readily come to you in the shoe business if you gain the confidence of your patronage by selling them shoes that you know and they know, or will learn to know, are first quality value in wear, comfort and style.

And right here is where the value of our trade mark comes in. When the public see it on a shoe they know that it guarantees solid shoemaking, honest leather, foot comfort and better service than are ordinarily to be had.

If you look into the matter you will usually find that the dealer who handles our line has the best trade in his locality.

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

store window this month he is apt to go home and exclaim, "Ma, I want a pair of those storm boots." And the thrifty mother is apt to remark, realizing that the boots are very serviceable, "Perhaps Santa will put a pair in your Christmas stocking if you're a good boy and promise to keep the sidewalk shoveled of snow."

From footwear many other very proper Christmas gifts may be selected. Rubber boots have their charm for many a lad, and hunting boots, rubbers or leather for the sportsman. Many a person welcomes the gift of a pair of Arctics, leggins or spats. A boundless profusion of house and boudoir slippers may be had for the Christmas gift, and they will retail at from \$1 to \$12 per pair. A pair of dainty satin slippers, with rosebuds delicately embroidered upon their vamps, may be retailed at \$12 per pair, and many women would feel happy to find them upon the Christmas tree. Fancy button hooks, shoe horns, shine kits, brushes and other articles all have their possibilities as Christmas gifts.

One of the most practical ideas that the shoe man has at his command is the Christmas shoe card. These cards are made up in a style proper for the Christmas season, and they authorize the bearer to call at Mr. Shoe Man's and be fitted to a pair of Christmas shoes, with the compliments of Mr. Generous Giver. These cards are very satisfactory, because they enable the receiver to select whatever shoes please him or her. They also give the shoe man opportunity to sell staple shoes, if he so desires.

It is wise, too, for shoe retailers to make an early start on their Christmas trade, for they are in competition with other retailers for favor of the public at Christmas time. In cities and towns where retailers have worked up a sentiment that boots and shoes are very proper Christmas gifts, the shoe business is good at Christmas time. In communities where shoe men have been backward, and the dry goods dealers and department stores and haberdashers have been forward, trade is apt to be quiet at the shoe store, and business good in gloves, suspenders, belts, neckwear and dress goods.

If shoe retailers make an early display of Christmas goods, and early make opening arguments in favor of boots and shoes for Christmas presents, they are bound to increase the volume of their trade. At Christmas the public has money to spend, some for luxuries, some for useful gifts, and a great majority for articles that are both ornamental and useful. The busy public wants to be shown what is both useful and ornamental, and in this public demand is the opportunity to push forth his best stock and his best suggestion for the Christmas-tide. And early in November is a good time to begin to form the public mind in favor of footwear for holiday presents.—Boot and Shoe Recorder.

Fish as Food for Poultry.

Experiments are being made in Norway with fish as food for poultry. If successful a new and profitable industry will be established.

Vast Sum Sent by Mail.

Some years ago the Treasury Department desired to transport \$25,000,000 in gold from the subtreasury in San Francisco to the subtreasury in New York. The way they did it was simple. They sent a Treasury postal frank to the postmaster at San Francisco, told him to stick it on to the \$25,000,000 in gold and deliver it in New York. This that unfortunate official under the law was obliged to do. No further effort or worry on the part of the Treasury Department was necessary.

Incredible as it may seem, the postmaster at San Francisco carted the \$25,000,000 in gold under armed guard to the Southern Pacific railway station. There it was loaded on a special train, each car of which was equipped with guards heavily armed. This train was then sent across the continent by a circuitous route and with all information concerning its route and time sedulously concealed from the newspapers in order to avoid the danger of an attack from highwaymen. After a certain number of days this train arrived at Jersey City.

The boxes containing the \$25,000,000 in gold were taken across on the ferries and New Yorkers were mystified by the extraordinary spectacle of many vehicles loaded with boxes upon which were perched guards with rifles and pistols. This procession finally ended at the sub-treasury, where the Postoffice Department was released from the custody of the coin by the receipt of the Treasury Department.

This little bit of Treasury transportation cost the Postoffice Department many thousands of dollars, and cost the Treasury Department nothing at all.

Plain Women to the Front.

A woman's first duty, we are told, is to be beautiful, but it is the plain but pleasant person who is now in the ascendant. Of course she has a great deal to help her on. The plainest women, bien mise, bien coiffée, as she can be to-day with small difficulty, ought to be able to put to rout an early Victorian bread-and-butter miss and hold her own, if it comes to that, against anyone who merely depends upon a button of a mouth and a pair of limpid eyes.

It is annoying at the time, without doubt, to find a certain style of woman in vogue, but there is always consolation in the thought that she is only having an inning and will eventually be bowled out by another and totally different kind of person. She may now be of the simpering,

silly order, but in turn she will be strong-minded and emancipated; she may be petite now, but there will surely come a time when she will be tall and statuesque. Her hair may have to be fair, even red for a space, but the day of the brunette unfailingly dawns.

Though at the present moment a "soul" is an indispensable possession of the popular heroine, we may feel absolutely confident that her successors will be something clean and wholesome and matter-of-fact, a kind of female engineer, maybe—at least nothing introspective—and for the time being, too, it is a little disconcerting to find the plain woman in command once more.

Clear Air in Zululand.

In Zululand, when the moon is at the full, objects are distinctly visible at as great a distance as seven miles, while even by starlight one can see to read print with ease.

School Supplies

Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

SELL

Mayer Shoes

And Watch

Your Business Grow

Special Auto Sale

We have several good bargains just now in second hand, water cooled motor cars in good running order at prices below their actual worth.

These cars have been traded in to us or left for sale by parties who have ordered air-cooled Franklins.

The demand is not so strong now as it will be along toward spring (after Jan. 1st.) and in order to keep business moving briskly we are forced to make

Special Price Attractions

It is therefore a splendid time right now to pick up a real bargain.

Adams & Hart

47-49 North Division St.

"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

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.

ON THE FARM.

Experience of a City Couple in the Country.

As the work on the farm for which a team was needed all was done with the exception of hauling the late crops, which event was not due for several weeks, we returned the team which we had rented all summer to its owner. This left us horseless, town was three miles away, and we decided that it was necessary to the complete happiness of our existence to buy a horse. It need not be much of a horse, we decided. Just a little thing, big enough to pull the buggy to town and back again, and safe and mild mannered so that May might drive him alone.

We let our wants be known to our hired man; he told another hired man, and soon we had horses a-plenty to select from, it being the time of the year when horses are easy to buy.

Horses are strange creatures. Like

cate any great amount of speed, but you try to pass him and see what he can do. And as for gentleness, soundness, and general desirability, never was such a horse to be had for such a ridiculously low price.

It matters not who is doing the selling, the result always is the same: horse selling is one thing in which all men are alike.

We discovered this when we were trying to buy our modest little horse and naturally we were amazed at the sudden revelations as to the superior quality of the horses of our neighborhood. We had believed that our section of the land was no more favored in the matter of horses than any other. All the thoroughbred horses in the country were corralled in our country, at least, so it seemed.

We finally bought a horse, however, and we bought it of a man who actually did not know the breed of his horses. I asked him in a perfunctory sort of manner concerning this, and he replied that he did not

that led to the village grocer's, the postoffice, and the other places I must visit, he managed to swing wide and show his decided preference to saloons to all who were near enough to see. As we came to each saloon he and I fought the matter out. Of course I won, but it was not until the horse had demonstrated plainly that he was accustomed to stopping at the saloons. I have really no doubt that my reputation was harmed considerably by our pony's antics. The next time I came to town I stopped on a side street and tied him out of smell and sight of the liquor establishments.

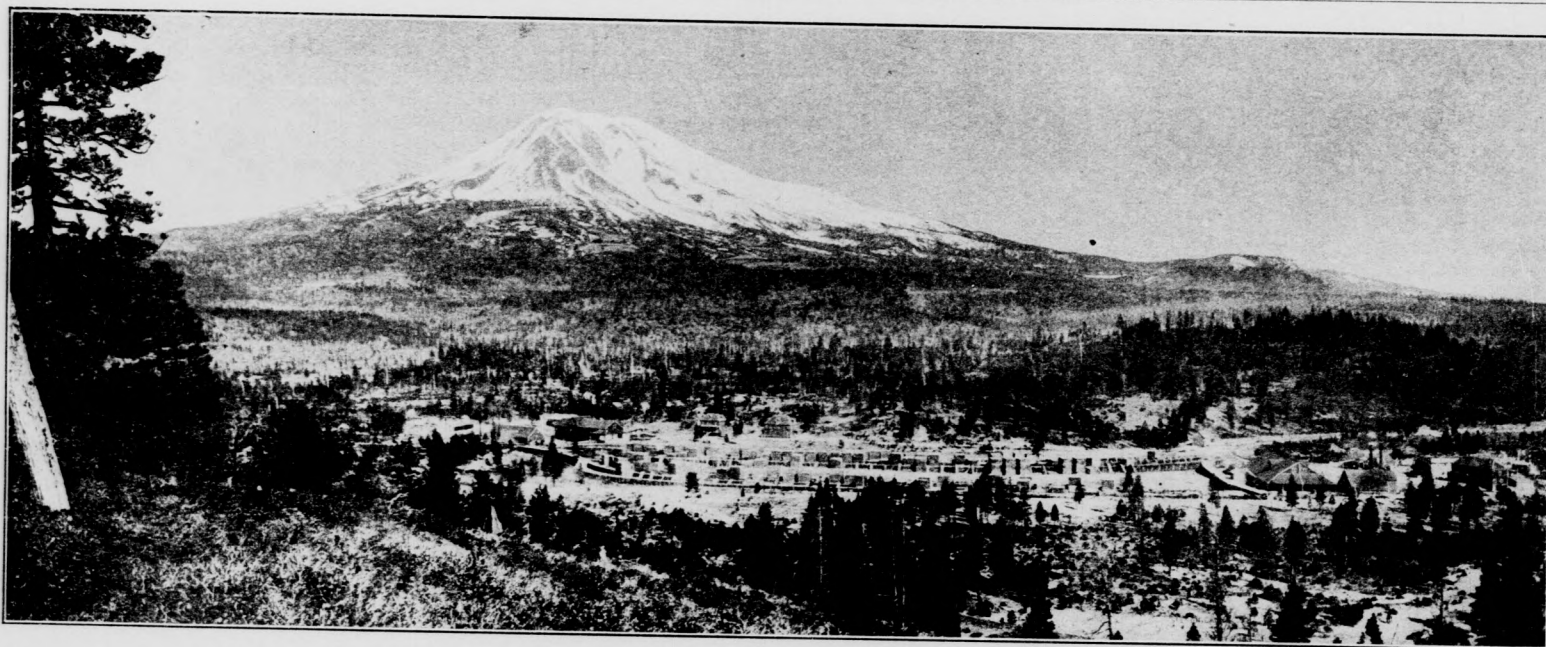
It was in this way that the horse got me into trouble. In fact, the beast's specialty was in getting me into trouble, you understand, but the kind of trouble that irritates a man and makes him want to get up and say things that are neither wise, brave nor polite. Also the kind that disturbs the even tenor of a simple life way. I had left the beast tied as

"Hain't got no parents," he said. I asked him where he lived.

"Don't live; just stay around with people," he replied. I looked at him carefully, noted his good clothes, and thought it strange that he had no parents. But it was impossible to look into those big, blue eyes and fail to believe what that little mouth told me, so I pitied him from the bottom of my heart. I asked him where he had staid last. At this he began to cry terribly.

"I want a go home with you," he wailed.

"I cannot bear to hear children cry, there is nothing I will not do to stop their grief. I told the boy to stop crying, that I would let him go home with me, and to make him feel better about it I hurried back and purchased some candy for him. Then we set off for home, he holding the reins with one hand and eating candy with the other, and I plying him with questions concerning his antecedents. In answer to my inquiries he merely said



Plant of the Weed Lumber Co., at the base of Mt. Shasta, California, in which Frederick C. Miller, Manager of the Boyne River Power Co., is largely interested.

the chameleon and railway time cards they are subject to change without notice. Thus a horse which under ordinary circumstances may be nothing more or less than a common scrub, upon being offered for sale at once takes on the most marvelous equine virtues and develops a pedigree second to none in the land. You take a specimen of common or barn yard variety of horse, let it be known that you would like to buy him, and lo! witness the change that comes over the beast.

While his owner once might have cursed him roundly for a good-for-nothing, lazy, old crowbait, now he is certain that no horse in the county is so honest, so anxious to work, as the one under consideration. Years fall off the beast's head like rain off the back of a duck. Old, why, he is not over to at the worst! His ordinary slow gait he sloughs as a snake sloughs its skin. Slow, why, sir, there aren't many horses on these roads around here that can pass that animal! Of course, his looks don't indi-

know. Then, hastily, he continued: "Bets kind of boss there is, though." So we bought his horse and were satisfied.

It was a nice little animal, gentle and easy to handle, and surprisingly well gaited. To add variety to life on the farm we took drives over the adjacent country roads in the evening, and the horse lived up to all that the man had said about him.

Then one day I took him to town. I was glad that I was alone on this occasion, for it would have been highly embarrassing to May had she been along. There were just six saloons in that little town and our steed insisted upon stopping in front of every one of those places of evil.

It wasn't a matter of small moment with him, it was a matter of principle. Under his old ownership he never had come to town without stopping at these places, so why should he pass them by now, merely because he happened to be in other hands?

Despite all my endeavors to hold him in the straight and narrow path

usual, had gone into town to do some shopping, and upon returning I was astonished to find curled up and sound asleep upon the cushion of our buggy the brightest little chap of 10 that I ever saw. He was hatless and his hair was curly and yellow, and, altogether, he was a most beautiful sort of a child. I looked at him for a few minutes, wondering whence he came and why, and then I awoke him. He sat up suddenly, staring at me in fright, and said hastily, "Lemme go home with you?"

I was considerably surprised and not displeased. The young man had not yet had the pleasure of my acquaintance, yet one glance was enough to make him want to go home with me. Apparently he was a shrewd youngster, who knew a man that might be trusted when he saw him. I took to the youngster instantly.

"Why do you want to go home with me?" I asked. "What do you suppose your parents would say if I took you home?"

that he staid around with people, and when I questioned him closely he began to cry. That carried the day for him, and I arrived home quite as ignorant of the boy as was May, who received us with wide eyes.

"Where did you get him?" she asked, in amazement. I told her how the lad had been acquired and what were his circumstances.

"And eh hasn't any home?" she repeated. "Poor little fellow!" Then she took him in her arms and kissed him. After that, of course, the lad was May's for the time being.

For two happy days the little fellow remained with us and was made much of. He chased the sheep until they dropped from exhaustion, stoned the chickens into hysterics, fell down and bloodied his nose a couple of times, and generally conducted himself as a boy of his age is expected to do when in the country. May petted him and fed him until he had pains in his stomach. I let him ride the horse until he said that he was cut in two, and the hired man let him

take two puffs of an old corn-cob pipe, which made him quite ill, so there is no doubt that the little fellow enjoyed his stay with us immensely.

Then came his mother. Yes, he had a mother all the time. He belonged to one of the most prominent families in the town, but he was a bad little boy and had already acquired the premonitory habit of lying, and he also had a penchant for running away. When the mother heard how he had come to our place she regarded me with cold disfavor.

"I should have thought that you would inquire around town before taking the boy out here," she said. "Some people might call such conduct strange."

"So they might," said May, "so they might. They might also call it strange conduct on the part of a mother to bring her boy up in a manner to make him run away from home and lie. Yes, some people might think that strange."

Two weeks after the advent and departure of the untruthful child I was returning from town with the buggy full of provisions and my heart full of good will toward all men. It was near sunset. The world was glad and happy, no trouble darkened the horizon, and so I whistled as the horses jogged along over the pleasant road. A mile from our home I came suddenly upon trouble. It was not trouble for me, not at first. A young man and a young woman were the recipients of the trouble this time. Their horse had become frightened at a large stone, had shied suddenly, broken the shafts completely off and had gone galloping wildly up the road before the young man could catch him. Thus they were left alone in the road with a shaftless buggy and no horse.

They were the most woe-begone couple it had been my lot to look upon for a long time, and I hastened to draw up and sympathize with them. The girl was good looking, and the young man was a stalwart specimen of the kind of young men that are bred on farms. It was evident that they were arrayed in their best clothes, so I decided at once that they were on a holiday, which the fractious horse had so completely spoiled for them, and asked if I could help them in any way. They hesitated in answering, so I said, "Here, you jump in the buggy and I'll take you up to our place, about a mile from here. My hired man possibly may have stopped your horse as it went past, and if so, we'll come back and help you fix your buggy. If not, you'll be nearer the horse at all events."

They held a whispered consultation, then the man said: "Excuse me, but have you got a wife?" I replied that I had. "Well, then we'll come with you and be much obliged to you." I was puzzled as to why they inquired concerning my possession of a wife, but my curiosity was not satisfied until later, when we had reached home and May had become acquainted with the young people's affairs. I say "affairs," because May soon knew more about them than I did. The girl went straight to her and whispered

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
No. 128	4	1 1/2	9
No. 126	4	1 1/2	8
No. 135	4 1/2	1 1/2	6
No. 154	4 1/2	1 1/2	4
No. 200	3	1	10
No. 208	3	1	8
No. 236	3 1/2	1 1/2	6
No. 265	3 1/2	1 1/2	5
No. 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 09		
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, 7/8 in. 5-16 in. 1/2 in. 1/4 in.	4 1/2 c.	6 c.	4 1/2 c.
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	6 c.	7 c.	6 c.
BBB, 1 1/8 in. 1 1/4 in. 1 1/2 in. 1 3/4 in.	6 c.	7 c.	6 c.
CROWBARS.			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer.	65		
Socket Framing	65		
Socket Corner.	65		
Socket Slicks.	65		
ELBOWS.			
Com. 4 piece, 6 in., per doz.	net. 75		
Corrugated, per doz.	1 25		
Adjustable	dis. 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 Raps	70		
GALVANIZED IRON.			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	12	13	14
List	12	13	14
Discount, 70.			
GAUGES.			
Stanley Rule and Level Co.'s	60 & 10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
HINGES.			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
HOLLOW WARE.			
Pots.	50 & 10		
Kettles.	50 & 10		
Spiders.	50 & 10		
HORSE NAILS.			
Au Sable.	dis. 40 & 10		
HOUSE FURNISHING GOODS.			
Stamped Tinware, new list	70		
Japanese Tinware	50 & 10		

IRON

Bar Iron	2 25 rate
Light Band	3 80 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American.	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 25
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
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 Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 28	4 20
No. 27	4 40
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	
1/2 @ 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	12
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, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought 70-10	80

Crockery and Glassware

STONEWARE

Butters

½ gal. per doz.	44
1 to 6 gal. per doz.	5 ½
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

½ gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each..	5 ½

Fine Glazed Milkpans

½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each..	6

Stewpans

½ gal. fireproof, bail, per doz.	85
1 gal. fireproof, bail per doz.	1 16

Jugs

½ gal. per doz.	56
¼ gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross 5 25
Quarts	5 50
½ gallon	8 25
Caps.	2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carton Chimneys

Each chimney in corrugated tube

No. 0, Crimp top.	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2 Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 60

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 60
No. 2, Lead Flint, 10 in. (95c doz.)	5 60
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 60

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
2 gal. galv. iron with spout, per doz.	2 25
3 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 60
5 gal. galv. iron Nacefas	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 ¾ in. wide, per gross or roll.	28
No. 1, 1 in. wide, per gross or roll.	38
No. 2, 1 in. wide, per gross or roll.	60
No. 3, 1½ 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
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00

Steel mugs

something in her ear. Shortly afterward May called me out into the kitchen and kissed me. "You great goose, you, are you blind?" she demanded. "Can't you see that they're running away to be married?"

"Running away to be married?" I gasped.

"Yes; they're from the other side of the county and are on their way to the home of that country minister up the road. Isn't it exciting?"

"They'd better take our buggy and drive up, then. Probably they will find their horse between here and the parsonage."

But May had a more brilliant scheme, of course.

"Why," she said, "why can't we have them married here? Just think how we would have appreciated such action on the part of strangers had we needed it when we were married. O, please——" Then being a woman, and gifted with a memory for the great sweet spot in her life, she put her head on my shoulder and cried a little. But her tears were the kind that a husband is glad to have on his shoulder, for we have been happy in our married life.

After that there was nothing for me to do but to send the hired man after the minister and to help May make preparations for the marriage ceremony.

The hired man, true to his general efficiency, came back with the minister and the young people's horse. He, too, was interested in the marriage, but instead of rendering him cheerful it saddened him even beyond his usual melancholy attitude toward the world.

"C-c-c-came near getting m-m-married myself once," he said, in explanation. "Asked a g-g-g-girl, and she said 'n-n-n-no.' If sh-sh-she'd said 'y-y-y-yes' I'd a married h-h-h-her." Consequently he did not desire to see the ceremony performed.

So we went through it without his assistance and with great success, and everybody was happy, even to the minister, who thanked the young man for the fee and said he had never tasted salad equal to that which May set before him. Then the hired man and I went down the road, repaired the damaged buggy, hitched the runaway horse to it, and drove home. The young people, being anxious to get to the railroad in time to get a night train, drove away at once, with many thanks to us, and we sent after them all the well wishes we could think of, as well as a pair of old shoes, which I had found for the occasion. Then we went in and told each other that we hoped these young people would have as easy sailing on the seas of matrimony as we had had, and felicitated ourselves generally on all things.

We kept this up for a long time, far into the night, recalling the old days, revivifying old memories, and conjuring up the happy times of the past. We still were dreaming when a carriage drove up and stopped, and an impatient step sounded upon our veranda and a loud knock shook our

front door. I opened the door and found an old man, white and trembling with rage or excitement, before me.

"Is my daughter here?" he demanded. I looked him over, saw that I did not know him from Adam, and replied that his daughter was not there unless she had come in through the chimney and had hidden away from our sight. There was only one daughter in the house to my knowledge, and I was quite certain that she was not his—not by a long shot.

"O, it!" said he. "You know whom I mean. My daughter's running away with that young scamp of an Ellison and I won't have it. They tell me they stopped here, and if you're trying to hide them you'd better quit or I'll make it hot for you."

Then I understood: the old man was the father of the girl whom we had assisted into matrimony. He was an angry father and, to my notion, insolent. Unquestionably he would explode if I told him the truth. His threats rankled in my heart, so I determined to tell him.

"Your daughter married Mr. Ellison here about two hours ago," I said sweetly. "They probably are now on the train bound for the city."

The old man didn't explode. He just choked up and looked at me in amazement.

"You—you—you scamp!" he roared. Thwarted of his chance to stop the marriage he apparently decided to make me the object of his wrath. But I was feeling vexed myself; I, too, had some wrath to vent.

"You, you—you old fool!" I retorted. "Do you think that you can wake people up at this time of night and call them what you please? If you do, you are badly mistaken. Don't go any farther or I'll——" I didn't say just what I would do. I hoped that my false fame as a revolver user had penetrated to the old man, and I let him guess the rest. I was not mistaken. He had heard of me and he backed down the steps, mumbling something about having the law on me.

May was gazing pensively at the floor when I came in.

"When we left the city for the farm, did you ever foresee anything like this?" she asked dreamily.

"Never," said I, sadly. "I never dreamed it."

She paused a little, then she went on. "Was—was there anything like this in the books?" she queried, weakly.

"Not a thing—not a thing," I replied.

"Then," said she, softly, "somebody or something must be wrong."

Lee MacQuoddy.

Makes for Quick Settlement.

According to a recent act of the legislature of that state Florida railroads failing to pay a claim for loss or damages within ninety days must pay 25 per cent. on the judgment obtained by the claimant in excess of the amount offered by the railroad in settlement of the claim.

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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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.

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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 today—not tomorrow.

E. B. Longwell
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Do you need more money in your business?

Do you wish to reduce your stock?

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If so, my business is to assist you successfully. The character of my work is such as to make good results certain. No bad after effects. Ample experience. Write for terms and dates.

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GRAND RAPIDS, MICHIGAN

The Old National Bank

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But our satisfied customers are our best assets

FOOTE & JENKS' FLAVORING EXTRACTS

Pure Extract Vanilla and Genuine, Original Terpeneless Extract of Lemon

State and National Pure Food Standards.

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Highest Grade Extracts.

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HIGH FOOTE & JENKS CLASS
EXTRACTS

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 17.—Jobbers of coffee report, as a rule, a very moderate demand this week. Buyers are taking only enough to meet current requirements and none of them regard it advisable to do otherwise, so long as there are no further symptoms of a short supply. The speculative market has shown some variation, but closes steady. The official quotation for spot Rio No. 7 is 7½¢. The total amount of Brazilian coffee "in sight" on the 16th was 3,823,458 bags, against 4,523,242 bags at the same time last year. Mild grades have been rather more active this week and are firmly held at previous quotations. East India sorts are unchanged in any particular.

Quietude characterizes the sugar market. Refineries are said to be running only on a small part of their producing capacity. Buyers are purchasing only sufficient to keep assortments unbroken, and the best that can be said is that the undertone is steady on the present basis of quotations—4.70¢, less 1 per cent. for cash. Business at the present consists almost altogether of withdrawals under previous contracts.

A fair trade in teas has been reported this week by jobbers generally. Congous are becoming scarce and are decidedly firm. Formosas are steady and tend higher.

A fairly satisfactory condition of trade is shown in the demand for rice. Supplies are not overabundant and sellers are very firm in their views, as they believe that the advancing season will be most favorable for their side. Choice to fancy head, 4¼@5½¢.

Hardly an item can be picked up relating to spices and the situation is practically unchanged from week to week. Black pepper is firmly held, but buyers show no interest. Other goods are moving simply in an everyday manner.

The week has been somewhat disappointing to sellers of molasses, owing to the light enquiry. Perhaps interior dealers are still pretty well supplied, but at this time of year, as a general thing, there is a big trade. Buyers are taking only limited supplies and perhaps are waiting until after the turn of the year. Quotations are unchanged. Syrups are steady, but the market is inactive.

In canned goods there is more and more strength shown in tomatoes and offerings are made below 80¢ the goods are very quickly disposed of. The enquiries are daily becoming more numerous and brokers are full of confidence as to the year-end profits. Buyers are fighting shy of corn that is "preserved," as they want no such goods after Jan. 1. Peas have reached a figure that somewhat restricts consumption. Salmon is steady, with about \$1.05 the correct figure.

Another slight advance has taken

place in extra creamery butter and 27½¢ is about the prevailing rate. Firsts, 24@26½¢; seconds, 22@23¢; held stock, 24@26¼¢; imitation creamery, 22@23¢; Western factory, 17@20¢; renovated, 18@22¢. The latter is moving slowly.

A little more activity prevails for the September make of cheese and most of the supply is in a few hands. The top rate is, perhaps, 13½¢.

Eggs are at a point where the daily papers are full of letters of complaint from consumers. Nearby, 40¢; finest selected Western, 33¢; average, 32¢; April-May refrigerator stock, 22@23@24¢.

Many Industries Branching Out.

Kalamazoo, Nov. 20.—Within three weeks the Phelps & Bigelow Windmill Co. will be located within its new home on North Burdick street. The building is of brick and three stories high. The company is using this building as a store house, office and shipping house. The capacity has been doubled in the last year.

The Quinn Supply Co. has purchased a lot near the Chicago, Kalamazoo & Saginaw tracks in the eastern part of the city and will erect a large warehouse. The company deals in plumbing supplies.

The Independent Foundry Co. is a new manufacturing organization in this city. The capital stock is \$20,000. It has purchased a large factory building and will be ready for operation the first of the year.

The Monarch Paper Co., which has had buildings in course of construction for more than a year and which has been trying to put the mills in operation for more than a month, hopes to operate about the first of next month. The machinery is all installed.

The foundations for the addition to the Michigan Buggy Co.'s factory which is the size of the main building and which is intended to double the capacity, were completed this week. Work on the walls will begin Monday morning. It is the intention to have the building under roof by the middle of next month. The building will be three stories high and 100 by 225 feet. The building will be of cement block. The company has heretofore bought its wheels, but in the future will make them here.

The Crescent Engraving Co. has leased the factory building of the Zoa-phora Medicine Co. and will move from Exchange Place next week. The Company is making arrangements to increase the capacity one-third.

Evolution of a Summer Resort.

Summer resorts go through three stages: First, people go there to enjoy themselves; secondly, people go there to divert themselves; thirdly, people go there to flaunt themselves. Then the place is fashionable.

Comfort for Passengers.

In Sweden the depot waiting rooms are provided with beds for passengers and porters call the travelers ten minutes before the arrival of trains.



Bancroft House Coffee

The High-Grade Brand
So Popular with Good Judges

when once introduced sells steadily. There is no better blended and cleaned coffee on the market. It is put up in sealed cans (1 and 2 lbs.) only, and its strength, aroma and delicious flavor are thus carried to the consumer. You will find "Bancroft House Mocha and Java" a very profitable coffee to handle. Write us for prices.

The Smart & Fox Company
Wholesale Grocers and Coffee Roasters
Saginaw, 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 Bowser Would Have Saved Four Lives

EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today. The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Miss Cleo Weis, cashier in the Meinerding store; Henry L. Lamer, Charles

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our catalog M fully explains our gasoline outfits. Send for it today.

S. F. BOWSER & CO., INC.

Fort Wayne, Indiana



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.

Salesman's Opening Sentence May Spoil a Sale.

When a salesman enters a business man's office and opens conversation with this remark: "Good morning, sir. Are you busy?" he is showing himself ignorant of the first principles of salesmanship.

Yet, this is a common way of "breaking the ice" in the selling world. A great many salesmen see no more harm in it than they would in opening a social chat with a comment on the weather.

The harm lies in the inference which the business man is bound to draw. Asking him if he is busy implies that you are willing to wait until he is not busy before you begin your selling talk. Therefore, he reasons, your business with him is not so important but that it can wait indefinitely—and is worthy of his attention only when he has nothing else to think about.

The business man has come down to his office in the morning, wondering how he is going to find time to do the thousand and one things that are waiting for him to do. Duties are crowding upon his attention at every moment in the day. Imagine, then, what he must think of the salesman who breaks in upon him with the humble deprecating query, "Are you busy?" Did any one ever hear a business man answer that question with a negative? Can the salesman be found who has ever heard such a reply as this: "No, I am not at all busy; I have nothing to do for a while. Come right in and use as much of my time as you want to. It will be a relief to have something to occupy my attention."

There are a great many salesmen—they are either very inexperienced or else have had an unsuccessful experience—who need to be told that it is bad policy to ask a man whether or not he is busy.

It is difficult to suggest the exact words a salesman should utter when he makes his approach. The time, the place, the kind of a person with whom he is talking, and the nature of his own proposition must govern his choice of words. But whatever the remark may be it should, inferentially, convey this idea:

"You are a busy man, but so am I. The work you have planned to do in the next five minutes is important, and you are eager to get at it; but my proposition is more important to you as well as to me, and when you hear what it is you will be as eager to listen to me as you are now to go

ahead with the work you had planned to do."

There is another stumbling block over which the man who asks "Are you busy?" is likely to fall and of which he needs to be warned. It is the habit of apologizing for and explaining the reasons of his second call on a prospect after that prospect has once definitely turned him down.

It is not at all improbable that a salesman may make four calls on a certain prospect in one day, be turned down on each of the first three occasions and land the customer's order when he calls the fourth time.

But in order to do this the salesman must feel that there is nothing unwarrantable or "cheeky" in his perseverance—as indeed there is not, if he is a salesman with the interest of his business at heart.

But a great many salesmen feel that they must apologize for daring to possess the nerve which is a natural prerequisite in a man. Suppose that such a salesman calls on his customer, Mr. Jones, at 9 o'clock in the morning and is testily told that Mr. Jones has no use for him, wouldn't take the product he is selling as a gift, and only wants to be let alone. The salesman leaves to the accompaniment of a banged door, perhaps, and at 11 o'clock goes around to try a second time to get a hearing with Mr. Jones. He begins by telling Mr. Jones that he is sorry to have timed his first call at an inopportune moment—that he thinks Mr. Jones did not quite understand the nature of his errand; perhaps confused him with a salesman from another house, etc.

All this is intended to soften the customer's wrath and put him under an obligation to show good nature. But the method fails to accomplish this end. In the first place the customer hates being shoved into a position where he is obliged either to be good natured or else feel that he is not doing the decent thing. In the second place he has not the slightest interest in the salesman's first call as a subject of conversation, and he is naturally opposed to having his mind taken off business to discuss what he considers irrelevant. In the third place he may have been ill-tempered when the salesman called at 9 o'clock owing to some tangle or unpleasantness in his own affairs which has since been straightened out and forgotten. The reference to the first visit brings up a vivid recollection, first of the ill-temper which he showed, and second of the causes of his ill-temper. It forces into his mind again the shipment that went wrong, or the old customer that went over to a competitor, or the note that had to be paid; he reviews all the circumstances and his wrath breaks out anew.

It stands to reason that the salesman should not do or say anything that may remind the customer of his having already heard the proposition and declined to consider it.

The best policy is for the salesman to act on each occasion as if he had not received any turn down and believes that the prospect will be glad to see him. It takes "nerve" to be

persistent in this manner—but "nerve" is only another name for enterprise and determination. There is no reproach in the epithet "nerve" so long as a man uses his nerve to further his legitimate business purposes.

The house with which I am connected has what we consider a very efficient system for training recruits to its sales force. As soon as a new salesman enters our service he is sent out for a week or two weeks (according to his previous experience) with one of our veteran salesmen to call on customers and learn from observation how the veteran does his work. The recruit is not expected at first to help his companion in any way—it is his business to do nothing but to look on and see how sales are made. Sometimes, however, after he becomes familiar with the process he may be able to assist the man he accompanies by offering, at a critical moment in the interview, a remark or a suggestion as the case requires. This he does voluntarily and by way of trying his own powers of conversation; it is not required of him.

After this experience he is sent to the factory for a week or ten days, where, under the guidance of the factory superintendent, he becomes thoroughly familiar with all the departments of manufacture.

Then he starts out on the road. He may work directly from headquarters or be assigned to any one of our forty-two branch houses throughout the United States. These branch houses are under the immediate jurisdiction of a district sales agent and from two to six salesmen travel from each of them.

It is a peculiarity of our business that the salesman has no route and no definite knowledge of where his work may take him. He reports daily by wire to the office from which he travels and receives telegraphic instructions from his manager. He must keep himself in constant readiness for any demand that may be made upon him; more than that, he must be prepared to "break new ground" with each prospect on whom he calls. He rarely has occasion to go back to any customer after having sold him, since people who buy billiard and pool tables, bar fixtures, etc., are seldom in the market again, at least for a number of years. Our salesmen do not, therefore, depend upon their acquaintance with the trade, and can not urge any personal claims as a reason why they should be given an order in preference to any competitor. This necessitates the salesman's keeping thoroughly alive to every point of advantage which his product has over others. It necessitates also his being able to make a favorable impression at once and getting the order with the least possible delay.

It is a comparatively easy matter in our line, although somewhat expensive, to keep an accurate list of all saloons, billiard rooms and bowling alleys in the United States, Canada and Mexico. We have a special department for this purpose. Indexes are made from orders and new names are verified by return postal cards in the customary way.

These lists are circularized and applications coming from them are followed up by personal solicitation, the traveling men being worked by telegraph as stated in the foregoing.

It is remarkable how work on the road develops strong and useful qualities in men. There is hardly any other kind of experience that gives a man so rounded a development as that of keeping constantly in touch with all different types of customers and having to adapt one's self to the peculiarities of each. No man, unless he has misused the lessons of the road, can help but feel himself far more self-reliant, keener of insight and quicker of brain after he has spent a year selling goods, no matter what line he sells.—H. F. Davenport in Salesmanship.

Presents in Safe Place.

A young millhand having lost his sweetheart through his own hotheaded folly first threatened to commit suicide and then became vulgarly insistent in his demands for the return of the presents he had given her.

"What good will they be to you if you're goin' to drown yourself in th' mill pond?" she scoffed.

"Never you mind; I want them back," he replied evasively.

"Well, I'll see that you have them," the girl reluctantly agreed.

But five days passed and the young man still bemoaned the loss of the forfeited trinkets. Once more he requested their return.

"Oh, lad, I wish you'd stop worrying me," sighed the girl, anxious by now for a reconciliation. "I've given th' presents up long since. They're waitin' for you at th' bottom o' th' mill pond, tied up in a red handkerchief; you can't help but see 'em when you jump in."

Then the humble young man apologized and the quarrel was patched up in the old sweet way.

Baby Came Well Packed.

Straw covered the pavement in front of a certain residence to deaden the noise of passing vehicles. "Mister," asked a small boy of a passerby, "what's this hay doin' out here?" "My son," said the man, "the stork has just brought a baby to the woman who lives in this house." The boy looked once more at the littered street and then said with wide eyes: "Gee! It must have come well packed!"

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

THE PALACE CAR OUTRAGE.

Fifty years ago the late Pullman Bros. operated, personally, a cabinet shop, where tables, chairs, stands, coffins, bedsteads and the like were turned out on the west side of Canal street, a few doors south of Crescent avenue, in Grand Rapids. Then, as recreation, probably, they played tenor and alto horns in Barnhart's Valley City Brass Band whenever occasion required.

Half a century is a long time in the estimation of the average individual, but in the historical sense it is otherwise, so that when George and Albert Pullman died a few years ago they were among the multimillionaires of the land, their wealth being acquired in a remarkably short time through their invention and manufacture of palace cars.

The original stock of the Pullman Palace Car Co. was \$3,000,000. The other day that company indulged in the distribution of a stock dividend amounting to \$26,000,000 and increased the capital stock of the company to \$100,000,000, from a point where it was but \$74,000,000. In other words, an original investment of \$3,000,000 has developed into a \$100,000,000 proposition, upon which the general public will hereafter be required to contribute a profit.

Meanwhile the protean porter of the Pullman car, the chap who changes the expression of his face, figure and soul in the twinkling of an eye, the person who is a repulsive sycophant one instant and an impudent iceberg the next, is required to work at nominal wages for the Pullman Co. and is permitted to practice his insufferable graft on the public in order to make up the deficiency which should be paid by the company.

The President of the Pullman Co. is the son of the immortal Abraham Lincoln. Robert T. Lincoln and his associates are acquiring wealth through such picayune chicanery as their employees' fees. They are at the head of the most arrogant, the most indifferent, the most grasping public service corporation in existence. There isn't a day goes by that their patrons are not robbed of clothing, cash and other valuables, and it is practically useless to attempt to collect damages for the reason that the thefts committed by the company's porters do not, as a rule, represent values sufficient to cover the cost of litigation.

The Pullman Palace Car Co. has succeeded for many years in evading paying State taxes on their cars doing business in Michigan, just as it has won in the other states. At present it is contending that it is not a common carrier and so is not amenable to the provisions of the interstate commerce law. It is a monstrous dog-in-the-manger proposition, having more business than it can handle and refusing to permit any adequate competition.

Somehow or other the daily papers announced, shortly before the proclamation of the \$26,000,000 dividend distribution that Robert T. Lincoln had resigned the Presidency of the Pullman Co. The news was hailed with pleasure all over the land as an

evidence that Mr. Lincoln had reached a point where he could no longer lend his name to such a massive monument of monopoly, avarice and selfishness. Unfortunately the report was incorrect. Mr. Lincoln has himself pronounced the contradiction.

Small Depositors Alarmed Over Unfounded Rumors.

Jackson, Nov. 20—The City Bank, Jackson's financial Gibraltar, had the unusual experience of paying off some hundreds of frightened depositors yesterday. They were principally foreigners, who had small savings deposits, and while the money withdrawn was small in the aggregate—but \$6,000 more than the deposits, as a matter of fact—there was quite a crowd at the bank all day, and the bank remained open three hours later than the usual hour for closing, in order to satisfy the last nervous depositor.

The City Bank was established in 1848, and in the intervening fifty-eight years has weathered many a financial panic, and has emerged stronger from every storm. It was incomprehensible to men who know that there could be people who question the absolute soundness of any Jackson bank.

There is evidence of a malicious plot to bring about a panicky feeling among the smaller depositors. Saturday evening, after closing hours, information came to the City Bank officials that foolish rumors were in circulation. Sunday, it is said, someone, whose identity has not yet been discovered, telephoned to factories and the small towns of the county that it would be well to withdraw deposits from the City Bank.

Monday morning, a short time before the hour for opening, a number of Poles and a few others, mostly from the Michigan Central shops, were waiting with their pass books, and the doors were unlocked some time earlier than usual, to accommodate them. They were paid off as soon as the tellers could count the money, and in an hour or two about \$10,000 has been passed over the counters. This flurry lasted only a couple of hours. After noon quite a crowd gathered. It was kept in line and each one served as fast as possible. When 3 o'clock, the usual hour for discontinuing business for the day, arrived, the tellers continued at work, and it was not until 6:15 an hour after the last anxious depositor had secured his money and gone home, that the doors were finally locked and the tired tellers began to reckon up the volume of the day's business.

It was found that the savings depositors had withdrawn all told but \$62,248, and during the same time the cash received at the receiving teller's window amounted to \$56,280. With all the fuss, the withdrawals did not equal a big day's business in the regular course. Last Saturday, for instance, the commercial deposits aggregated \$56,040, and the commercial checks cashed amounted to \$77,260. This latter sum included the pay rolls of the Buick and Jack-

son automobile factories, the Fuller Buggy Co., the Standard Manufacturing Co., George D. Walcott & Son, Holton & Weatherwax and more than twenty-five others.

There is no reasonable explanation of the excitement. An unreasonable one is that stories gained currency of "trouble" between N. S. Potter, manager of the bank, and William M. Thompson, President. Melville W. Thompson, who is not a relative of President Thompson, nor is he in any way associated with the bank, has brought an action against the R. H. Emerson estate, of which N. S. Potter is administrator, and the Imperial Wheel Co. The foreigners were confused at the similarity of names, and the excitement extended to some others who have less excuse for misinformation. But the bankers paid every claim smilingly, and announced that the bank would remain open until midnight, or all night if there was anyone to pay off.

Another absurdity told was that St. John's church, which purchased its building site from Mr. Potter, had not paid the claim, and the depositors, members of the church, would have their deposits garnished. The fact is the church site has been paid for for over two years.

The other banks made offers of assistance, but they were declined as unnecessary, with an expression of appreciation of the friendly feeling which impelled the offer.

Three Rivers Hustler: O. G. Bond, who has been Michigan's representative for the Duck Brand Co., of Chicago, the past eight years, has sent in his resignation to take up the sale of mining stock for the La-Refoma Mining Co. of Detroit. O. G. accompanied by five other stockholders visited the company's mines at Valenciana, Zacatecas, Mexico, last August. Since then the company has decided to build a concentrating plant, and has issued a block of stock to be sold for that purpose.

Recent Trade Changes in the Hoosier State.

Elkhart—Jesse Huffman, formerly employed in the meat market of Young & Anglin, of Napanee, will open a market here on Indiana avenue.

Mishawaka—D. H. Rohrer has sold his stock of groceries to Wm. Bradford, who will continue the business. Mr. Mohrer has purchased the stock of the Western Grocery Co., of South Bend, and will remove to that place in the near future.

Marion—The Boston Store Co., which conducts the dry goods and clothing business, has come into possession of the stock of R. A. Laivett, of Kokomo, and will operate both stores in future.

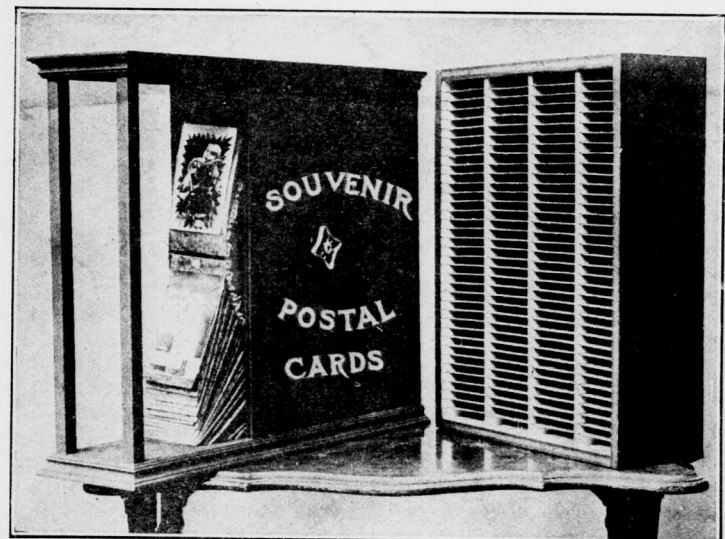
Elkhart—Gus Kunkel and Henry Lawrence have purchased the O. G. Wahlen grocery stock and have opened up for business. Mr. Kunkel resigns a position with the Hill-Warren Co., where he has been employed for the past six years, and Mr. Lawrence has long been an employe of the Elkhart Carriage & Harness Manufacturing Co.

Marion—Rol Curtner has purchased the Fagin bakery and taken possession.

Goshen—H. B. Dangler & Co. will soon open a new meat market.

Charlotte—The Charlotte canning factory will soon be opened by a new local bean company, which is to be managed by Geo. H. Moll. Theodore Moll will retire from the poultry firm of Moll & Patton and engage in business with his brother and it is understood that A. J. Thompson, of Chicago, is interested in the new enterprise.

Escanaba—Arnsen Bros., who manufacture hollow concrete blocks, have merged their business into a stock company under the style of the Escanaba Cement Works with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed, \$200 having been paid in in cash and \$2,800 in property.



Holds 200 kinds of cards in glass case. Customer selects the card by number. Cabinet contains surplus stock with numbers corresponding. No soiled stock. No time lost in waiting on a customer. Ask

HAZELTINE & PERKINS DRUG CO., Grand Rapids

Or write to T. H. Paulson, Maker, Bloomington, Mich.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 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.
 First Vice-President—G. W. Stevens, Detroit.
 Second Vice-President—Frank L. Shiley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Flooded the Town with Dimes.

A man in a small city of some 2,000 inhabitants, situated less than fifty miles from Grand Rapids, this last summer hit upon a most novel and at the same time original method of increasing his business, and states that he was successful to an extent which even surpassed his greatest expectations, and the campaign did not in the end cost him a single cent.

The man was a dealer in candies and small fruits and at the same time carried a line of tobaccos. At the beginning of the season small sales, such as were his specialty, proved to be few and far between. It was to overcome this condition that his fertile brain conceived the idea.

Through his banker he secured \$500 in dimes. Whenever any one entered his store with a silver piece larger than a dime he received dimes in change. When a bill was presented dimes were given in change. He paid all his smaller bills about town in dimes. In a week dimes were as plentiful in that town as fleas in a lumber camp, and even the pockets of the infants were a-jingle.

Then the harvest began. His was the only business in town which made a specialty of the smaller trade. With loose dimes in their pockets how could the young beaux pass up the soda counters on their nightly strolls with their sweethearts? Small boys who erstwhile presented but nickels and pennies now tendered dimes, because dimes were plentiful and the circulation frenzied. Even the fathers of families and their fathers began to contract the habit of dropping their dimes at the store which offered luscious sodas, sundaes and fruit assortments for just that amount. It was all so easy and there was no stopping for change.

But finally his big business began to attract attention. There was talk of starting another fountain with similar side lines. Here again Mr. Soda water Man showed his astuteness. He cornered his would-be competitor, showed him the scope of his trade and sold out.

The dimes gradually have passed out to other towns, have gone back to the banks, and in other ways disappeared. The trade of the soda fountain has fallen away.

The other day the man who originated the idea was making mention of the matter in a private way, and in the course of his conversation stated that he was on the lookout for a good town in which to repeat his success of the season which just came to an end.

Herman Todd.

Saginaw Sugar Season Best One Yet.

Saginaw, Nov. 20—The beet sugar campaign here is on in great shape. Last season the Saginaw Valley Sugar Co. manufactured 8,000,000 pounds

Motor Delivery Truck of New Design.

Saginaw, Nov. 20—The Jackson-Church-Wilcox Co., organized to manufacture automobile parts, began operations in June last. It began to deliver goods in August, and now has orders on its books that will take six months to fill, with others coming in daily. The company's plant is splendidly equipped with all the latest machinery for its purpose, some of which is of a special nature and made from the company's original designs.

working of the new style delivery truck.

The Drug Market.

Opium—Is very firm and has advanced 5c per pound.

Codeine—Has been advanced by the manufacturers 10c per ounce.

Morphine—Is as yet unchanged.

Glycerine—Has advanced and is very firm.

Balsam Peru—Is in small supply and has advanced.

Oil Sassafras—Has advanced on account of scarcity.

Oil Peppermint—Is weak and has declined.

Oil Spearmint—Has declined.

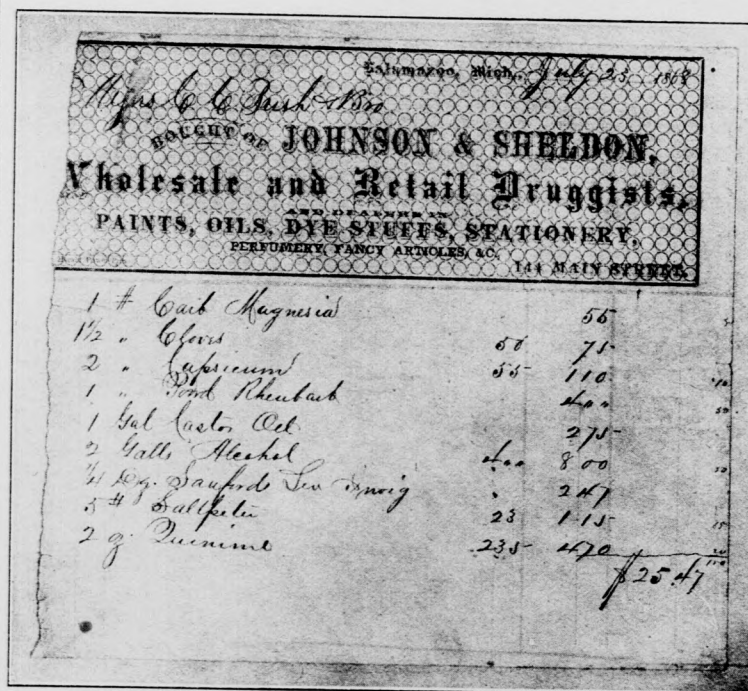
Gum Camphor—Has again advanced 2½c per pound. Stocks are so small that refiners are hardly able to supply their regular customers. Japanese refined costs 10c more than American.

Jamaica Ginger Root—Has been advanced.

Linseed Oil—Has advanced 2c per gallon.

According to Hetty Green "the happiest woman is the one who sits by the fireside and says 'Yes, dear,' to every stupid remark her husband makes." The man who could stand a woman of that kind would be such a paragon of asininity as is not often found.

The average man feels that nature intended him for a better job than he got.



Drug Invoice Made Thirty-eight Years Ago.

of beet sugar at its Carrollton factory. This year, so far, in forty-eight days' run, there has been about 8,000,000 pounds turned out and the campaign will continue probably until the last of December.

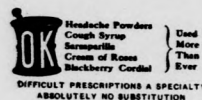
On Nov. 15 the company paid out \$176,000 to farmers for sugar beets and all were well satisfied. On "Farmers' Day" the company recently entertained its beet growers and their families to the number of about 3,000 persons, and a considerable beet acreage was signed up for next season. Acreage contracts have continued to come in freely, and the sugar beet area around this city will be greater next year than ever before. The beets this year show the highest average of sugar content and the lowest percentage of tare in the history of the beet sugar industry here.

Make Cement Tile Machines.

Coldwater, Nov. 20—A movement is on foot for this city to have another extensive manufacturing business, which will make products from cement. Dr. N. Baldwin has been making cement tile the past summer and laid over 3,000 feet on his farm, and he claims that he saved on an average of \$15 per day. The machine will make from five to seven tiles per minute, any size, from 4 to 12 inches in diameter, and a company will be formed to manufacture it here.

The company is now preparing to put on the market a motor delivery truck of new design. The model machine—a three-ton delivery car—is now in the paint shop and will be out this week. Its advent and trial are looked forward to with much interest, and there probably will be a number of outside parties here to inspect the

PILES CURED
 ...without...
Chloroform, Knife or Pain
Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids
 Booklet free on application



OTTO R. KURZ

PHARMACIST

O. K. PHARMACY

752 Michigan Avenue, Corner 17th Street

Detroit, Mich., Oct 27th 1906

Handwritten note:
 Jimmie's Perfumery Co.
 Dear Sir,
 I am "Dorothy Vernon" is all that
 I can be claimed for: "a dash of my refreshing
 perfume" - never after 3: at 50¢ - she will
 must say: "It's O.K." and I am a repeater.
 The same must we say: if
 you "Dorothy Vernon" "It's O.K."
 Yours for business
 Otto R. Kurz
 O.K. Pharmacy

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum			Copaiba	1 15@ 25	Sellae Co	9 50
Aceticum	60@	8	Cubebae	1 35@ 40	Tolutan	9 50
Benzoinum, Ger.	70@	75	Evechthitos	1 00@ 10	Prunus virg	9 50
Boric	17		Erigeron	1 00@ 10		
Carbolicum	26@ 29		Gaultheria	2 25@ 25		
Citricum	52@ 55		Geranium	oz		
Hydrochlor	3@ 5		Gossippi Sem gal	50@ 60		
Nitricum	50@ 12		Hedeoma	3 00@ 30		
Oxalicum	10@ 15		Juniper	40@ 20		
Phosphoricum, dil.	42@ 45		Lavendula	90@ 30		
Salicylicum	1 1/2@ 5		Lemons	1 50@ 1 60		
Sulphuricum	75@ 85		Mentha Piper	3 40@ 50		
Tannicum	38@ 40		Mentha Verid	3 75@ 40		
Tartaricum	4@ 6		Morrhuae gal	1 25@ 1 50		
Ammonia			Myrica	3 75@ 50		
Aqua, 18 deg.	4@ 6		Olive	75@ 20		
Aqua, 20 deg.	6@ 8		Picis Liquida	10@ 12		
Carbonas	13@ 15		Picis Liquida gal	1 06@ 1 10		
Chloridum	12@ 14		Ricina	5 00@ 6 00		
Aniline			Rosmarini	40@ 45		
Black	3 00@ 2 25		Rosae oz	90@ 95		
Brown	80@ 100	50	Succini	2 25@ 2 50		
Red	45@ 50	30	Sabina	30@ 35		
Yellow	2 50@ 3 00		Santal	2 25@ 2 50		
Bacca			Sassafras	90@ 95		
Cubebae	22@ 25		Sinapis, ras, oz	1 00@ 1 20		
Juniper	8@ 10		Tigill	40@ 50		
Xanthoxylum	30@ 35		Thyme	60@ 8		
Balsamum			Thyme, opt	15@ 20		
Copaiba	45@ 50	50	Theobromas	15@ 20		
Peru	@ 1 60		Potassium			
Terabin, Canada	60@ 65		Bi-Carb	15@ 18		
Tolutan	35@ 40		Bichromate	13@ 15		
Cortex			Bromide	25@ 30		
Abies, Canadian	18		Carb	12@ 15		
Cassia	18		Chlorate	12@ 14		
Cinchona Flava	18		Cyanide	34@ 38		
Buonymus atro.	60		Iodide	2 50@ 2 80		
Myrica Cerifera	20		Potassa, Bitart pr	30@ 32		
Prunus Virgin.	12		Potass Nitras opt	7@ 10		
Quillaia, gr'd	24		Potass Nitras	60@ 8		
Sassafras	36		Prussate	23@ 26		
Ulmus	36		Sulphate po	15@ 18		
Extractum			Radix			
Glycyrrhiza Gla.	24@	30	Aconitum	20@ 25		
Glycyrrhiza, po.	23@	30	Althae	30@ 35		
Haematox	11@	12	Anchusa	10@ 12		
Haematox, 1s	13@	14	Arum po	@ 25		
Haematox, 1/8s	14@	15	Calamus	20@ 40		
Haematox, 1/4s	16@	17	Cathartica po 16.	12@ 15		
Ferru			Glycyrrhiza pv 15	16@ 18		
Carbonate Precip.	15		Hydrastis, Canada	@ 20		
Citrate and Quina	2 00		Hydrastis, Can.	12@ 15		
Citrate Soluble	55		Hellebore, Alba.	18@ 22		
Ferrocyanidum S	15		Inula, po	18@ 22		
Solut. Chloride	15		Ipecac, po	2 50@ 2 60		
Sulphate, com'l.	@ 2		Iris plox	35@ 40		
Sulphate, com'l. by	7@		Jalapra, pr	25@ 30		
Sulphate, pure	7@		Maranta, 1/4s	@ 35		
Flora			Podophyllum po.	15@ 18		
Aconite	15@ 18		Rhel	75@ 100		
Anthemis	30@ 35		Rhel, cut	1 00@ 1 25		
Matricaria	30@ 35		Rhel, pv	75@ 100		
Folia			Spigella	1 45@ 1 50		
Barosma	40@ 45		Sanguinari, po 18	@ 15		
Cassia Acutifol.	15@ 20		Serpentaria	50@ 55		
Cassia, Acutifol.	25@ 30		Senega	85@ 90		
Salvia officinalis.	18@ 20		Smilax, off's H.	@ 48		
Uva Ursi	8@ 10		Smilax, M.	@ 25		
Gummi			Sellae po 45	20@ 25		
Acacia, 1st pkd.	@ 65		Symlocarpus	@ 25		
Acacia, 2nd pkd.	@ 35		Valeriana Eng	@ 25		
Acacia, 3rd pkd.	@ 28		Valeriana, Ger.	15@ 20		
Acacia, sifted sts.	@ 25		Zingiber a	12@ 14		
Acacia, po.	45@ 65		Zingiber J	22@ 25		
Aloe Barb	22@ 25		Semen			
Aloe, Cape	@ 25		Anisum po 20.	@ 16		
Aloe, Socotri	@ 45		Apium (gravel's)	13@ 15		
Ammoniac	55@ 60		Bird, 1s	4@ 6		
Asafoetida	35@ 40		Carul po 15	12@ 14		
Benzoinum	50@ 55		Cardamon	70@ 90		
Catechu, 1s	@ 13		Cannadrum	12@ 14		
Catechu, 1/4s	@ 14		Cannab. Sativa	7@ 8		
Catechu, 1/8s	@ 18		Cydonium	75@ 100		
Comphorae	1 25@ 30		Chenopodium	25@ 30		
Galbanum	@ 10		Dipterix Odorate.	80@ 100		
Gamboge	1 35@ 1 45		Foeniculum	@ 18		
Guaiacum	po 35		Foenugreek, po.	7@ 9		
Kino	po 45c		Lini	4@ 6		
Mastic	@ 60		Lini, grd. bbl. 2 1/2	3@ 6		
Myrrh	po 50		Lobelia	75@ 80		
Opium	3 35@ 40		Phalaris Cana'n	9@ 10		
Shellae	60@ 70		Rapa	5@ 6		
Shellae, bleached	60@ 65		Sinapis Alba	7@ 9		
Tragacanth	70@ 100		Sinapis Nigra	9@ 10		
Herba			Spiritus			
Absinthium	4 50@ 4 60		Frumentum W D. 2	00@ 2 50		
Eupatorium oz pk	20		Frumentum	1 25@ 1 50		
Lobelia oz pk	25		Juniperis Co O T	1 65@ 2 00		
Majorum oz pk	23		Juniperis Co	1 75@ 2 50		
Mentra Pip. oz pk	28		Saccharum N E	1 90@ 2 10		
Mentra Ver. oz pk	35		Spt Vini Galli	1 75@ 2 50		
Rue oz pk	29		Vini Oporto	1 25@ 2 00		
Thaenacetum V.	22		Vina Alba	1 25@ 2 00		
Thymus V. oz pk	25		Sponges			
Magnesia			Florida Sheeps' wool	3 00@ 3 50		
Calcined, Pat	55@ 60		Nassau sheeps' wool	3 50@ 3 75		
Carbonate, Pat.	18@ 20		Velvet extra sheeps' wool, carriage.	@ 2 00		
Carbonate, K-M.	18@ 20		Extra yellow sheeps' wool, carriage.	@ 1 25		
Carbonate	18@ 20		Grass sheeps' wool, carriage	@ 1 25		
Oleum			Hard, slate use.	@ 1 00		
Absinthium	4 90@ 5 00		Yellow Reef, for slate use	@ 1 40		
Amygdalae, Dulc.	50@ 60		Syrups			
Amygdalae, Ama	8 00@ 8 25		Acacia	@ 50		
Anisi	1 85@ 1 95		Aurant Cortex	@ 50		
Aurant Cortex	2 75@ 2 85		Zingiber	@ 50		
Bergamit	2 85@ 3 00		Ipecac	@ 50		
Calpurnia	85@ 90		Ferri Iod	@ 50		
Carvophilli	1 40@ 1 50		Rhel Arom	@ 50		
Cedar	50@ 60		Smilax Off's	50@ 60		
Chenopadii	3 75@ 4 00		Senega	@ 50		
Cinnamoni	1 50@ 1 60		Tinctures			
Citronella	60@ 65		Aconitum Nap's R	60@ 65		
Citronella	60@ 65		Aconitum Nap's F	50@ 55		
Citronella	60@ 65		Aloes	50@ 55		
Citronella	60@ 65		Arnica	50@ 55		
Citronella	60@ 65		Asae & Myrrh	50@ 55		
Citronella	60@ 65		Asafoetida	50@ 55		
Citronella	60@ 65		Atrope Belladonna	50@ 55		
Citronella	60@ 65		Aurant Cortex	50@ 55		
Citronella	60@ 65		Benzoin	50@ 55		
Citronella	60@ 65		Benzoin Co	50@ 55		
Citronella	60@ 65		Barosma	50@ 55		
Citronella	60@ 65		Cantharides	50@ 55		
Citronella	60@ 65		Capsicum	50@ 55		
Citronella	60@ 65		Cardamon	50@ 55		
Citronella	60@ 65		Cardamon Cr	50@ 55		
Citronella	60@ 65		Castor	1 00@ 1 10		
Citronella	60@ 65		Catechu	50@ 55		
Citronella	60@ 65		Cinchona	50@ 55		
Citronella	60@ 65		Cinchona Co	50@ 55		
Citronella	60@ 65		Columbia	50@ 55		
Citronella	60@ 65		Cubebae	50@ 55		
Citronella	60@ 65		Cassia Acutifol	50@ 55		
Citronella	60@ 65		Cassia Acutifol Co	50@ 55		
Citronella	60@ 65		Digitalis	50@ 55		
Citronella	60@ 65		Ergot	50@ 55		
Citronella	60@ 65		Ferri Chloridum	35@ 40		
Citronella	60@ 65		Gentian	50@ 55		
Citronella	60@ 65		Gentian Co	50@ 55		
Citronella	60@ 65		Guaiaca	50@ 55		
Citronella	60@ 65		Guaiaca ammon	50@ 55		
Citronella	60@ 65		Hyoxyamum	50@ 55		
Citronella	60@ 65		Iodine	75@ 100		
Citronella	60@ 65		Iodine, colorless	75@ 100		
Citronella	60@ 65		Kino	50@ 55		
Citronella	60@ 65		Lobelia	50@ 55		
Citronella	60@ 65		Myrrh	50@ 55		
Citronella	60@ 65		Nux Vomica	50@ 55		
Citronella	60@ 65		Opil	75@ 100		
Citronella	60@ 65		Opil, camphorated	50@ 55		
Citronella	60@ 65		Opil, deodorized	1 50@ 1 60		
Citronella	60@ 65		Quassia	50@ 55		
Citronella	60@ 65		Rhatany	50@ 55		
Citronella	60@ 65		Rheum	50@ 55		
Citronella	60@ 65		Sanguinaria	50@ 55		
Citronella	60@ 65		Serpentaria	50@ 55		
Citronella	60@ 65		Stromonium	60@ 65		
Citronella	60@ 65		Tolutan	60@ 65		
Citronella	60@ 65		Valerian	50@ 55		
Citronella	60@ 65		Veratrum Veride	50@ 55		
Citronella	60@ 65		Zingiber	20@ 25		
Miscellaneous						
Aether, Spts Nit 3f	30@	35	Aether, Spts Nit 4f	34@	38	
Alumen, grd po 7	3@ 4		Annatto	40@ 50		
Antimoni, po	4@ 5		Antimoni et po T	40@ 50		
Antipyrin	@ 25		Antifebrin	@ 50		
Argent Nitras oz	@ 25		Arsenicum	10@ 12		
Balm Gilead buds	60@ 65		Bismuth S N.	1 85@ 1 90		
Calcium Chlor, 1s	@ 9		Calcium Chlor, 1/4s	@ 10		
Calcium Chlor, 1/8s	@ 12		Calcium Chlor, 1/4s	@ 12		
Cantharides, Rus	@ 17 75		Capsici Fruc's af	@ 20		
Capsici Fruc's po	@ 22		Capsici Fruc's B po	@ 15		
Carphylus	22@ 25		Carmine, No. 40.	@ 4 25		
Cera Alba	50@ 55		Cera Flava	40@ 42		
Crocus	1 40@ 1 50		Cassia Fructus	@ 35		
Hydrastis	@ 10		Cateacum	@ 35		
Chloroform	32@ 35		Chloro'm Squibbs	@ 90		
Chloral Hyd Crsll	35@ 40		Chondrus	20@ 25		
Cinchonide P-W	38@ 40		Cinchonide'e Germ	38@ 40		
Cocaine	3 05@ 3 30		Corks list D P Ct.	@ 75		
Creta	@ 45		Creta, prep	@ 5		
Creta, precip	9@ 11		Creta, Rubra	@ 8		
Crocus	1 50@ 1 60		Cudbear	@ 24		
Cupri Sulph	8@ 12		Dextrine	7@ 10		
Emery, all Nos.	@ 8		Emery, po	@ 6		
Ethyl Sulph	60@ 65		Flake White	12@ 15		
Gambler	8@ 9		Gelatin	@ 60		
Gelatin, Cooper	35@ 40		Gelatin, French	35@ 40		
Glassware, ft box	70@ 75		Glue, brown	11@ 12		
Glue white	15@ 18		Glycerina	13@ 15		
Humulus	35@ 40		Grana Paradisi.	@ 25		
Hydrarg Ch.	@ 90		Humulus	35@ 40		
Hydrarg Ch Cr	@ 95		Hydrarg Ox Ru'm	@ 100		
Hydrarg Ammo'l	@ 100		Hydrarg Ungue'm	50@ 60		
Ichthyobolla, Am.	90@ 100		Indigo	35@ 40		
Iodine, Resubi	3 75@ 3 90		Iodoform	3 90@ 4 00		
Iodoform	3 90@ 4 00		Lanolin	@ 40		
Lycopodium	70@ 75					

Liquor Arsen et		Rubia Tincturum	12@	14	Vanilla	.....9	00@	
Hydrarg Iod	@	25	Saccharum La's.	22@	25	Zinci Sulph	.....7@	8
Liq Potass Arsinat	10@	12	Salacin	50@	4			
Magnesia, Sulph.	2@	3	Sanguis	Drac's.	40@	50	Oils	
Magnesia, Sulph bbl	@	15	Sapo, W	.....12@	14	Whale, winter	.....70@	70
Mannia, S F	.....45	50	Sapo, M	.....10@	12	Lard, extra	.....70@	80
Menthol	.....3	00@	Sapo, G	.....20@	22	Lard, No. 1	.....60@	55
Morphia, S P & W	35@	2	Seidlitz Mixture	.....@	18	Linsed, pure raw	.....42@	45
Morphia, S N Y Q3	25@	0	Sninapis	.....@	30	Linsed, boiled	.....43@	46
Morphia, Mal.	.....2	35@	Sninapis, opt	.....@	30	Neat's-foot w/str	.....65@	16
Moschus Canton.	.....@	40	Snuff, Maccaboy.	.....@	51	Spts. Turpentine	.....Market	
Myrristica, No. 1	25@	0	DeVoes	.....@	51	Paints	bb'l.	1
Nux Vomica po 15	.....@	10	Snuff, S'h DeVo's	.....@	51	Red Venetian	.....13@	15
Os Sepia	.....25@	28	Soda, Boras	.....9@	11	Ochre, yel Mars	.....13@	2
Pepsin Saac, H &			Soda, Boras, po	.....9@	11	Ocre, yel Ber	.....13@	2
P D Co	.....@	1 00	Soda et Pot's tart	25@	28	Putty, commer'l	21@	23
Picis Liq N N ½			Soda, Carb	1½@	2	Putty, strictly pr2½	21@	23
gal doz	.....@	2 00	Soda, Bi-Carb	.....3@	5	Vermillion, Prime	.....@	15
Picis Liq qts	.....@	2 00	Soda, Ash	.....3½@	4	American	.....13@	15
Picis Liq, pints.	.....@	50	Soda, Sulphas	.....@	2	Vermillion, Eng.	75@	80
Pil Hydrarg po 30	.....@	60	Spts, Sologn	.....@	2 60	Green, Paris	.....24	@30
Piper Nigra po 22	.....@	18	Spts, Ether Co.	50@	55	Green, Pennisular	13@	16
Piper Alba po 35	.....@	30	Spts, Myrica Dom	.....@	2 00	Lead, red	.....7¼@	73
Pix Burgum	.....@	1	Spts, Myrica Rect	.....@	2 00	Lead, white	.....7¼@	73
Plumbi Acet	.....12@	15	Spts, V'l Rect 4 lb	.....@	7	Whiting, white S'n	.....@	90
Pulvis Ip'e et Opli	130@	1 50	Spts, V'l Rect 4 lb	.....@	7	Whiting Gilders'	.....@	95
Pyrethrum, bxs H			Spts, V'l R't 5 gal	.....@	7	White, Paris Am'r	.....@	25
P & P D Co. doz	.....@	75	Spts, V'l R't 5 gal	.....@	7	Whit'g Paris Eng	.....@	1 40
Pyrethrum, pv	.....20@	25	Strychnia, Crystl	1 05@	1 25	cliff	.....@	1 40
Quassiae	.....8@	10	Sulphur Subl	.....2¾@	4	Universal Prep'd	1 10@	1 20
Quina, S P & W	.....17@	27	Sulphur, Roll	.....2¼@	3 10	Varnishes		
Quina, S Ger	.....17@	27	Tamarinds	.....8@	10	No. 1 Turp Coachl	10@	1 20
Quina, N. Y.	.....17@	27	Cerebent Venice	.....28@	30	Extra Turp	.....@	20
			Phosphorus	.....45@	50			

We Protect Our Trade

The following is a copy of the General Guaranty we have this day filed with the Secretary of Agriculture in accordance with the Rules and Regulations for the enforcement of the Pure Food and Drugs Law.

HAZELTINE & PERKINS DRUG CO.

WE, THE UNDERSIGNED, do hereby guarantee that the articles of food and drugs manufactured, packed, distributed and sold by us, as follows:

Crude Drugs, whole and powdered,
Essential Oils,
Chemicals,
Pharmaceutical Preparations,
Proprietary Medicines,
Wines and Liquors,

are not adulterated or misbranded within the meaning of the Food and Drugs Act of June 30, 1906.

HAZELTINE & PERKINS DRUG CO.

Wholesalers of Drugs, Etc.

Grand Rapids, Nov. 13, 1906.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets
By Columns

		1		2	
		ARCTIC AMMONIA		OYSTERS	
		12 oz. ovals 2 doz. box...75		Cove, 1lb. @ 90	
		AXLE GREASE		Cove, 2lb. @ 1 65	
		Frazer's		Cove, 1lb. Oval... @ 1 00	
		1lb. wood boxes, 4 dz. 3 00		Plums	
		1lb. tin boxes, 2 dz. 4 25		Peas	
		10lb. pails, per doz. 6 00		Marrowfat @ 1 00	
		25lb. pails, per doz. 12 00		Early June 1 00 @ 1 60	
		BAKED BEANS		Early June Sifted 1 25 @ 1 65	
		Columbia Brand		Peaches	
		1lb. can, per doz. 90		Pie 1 00 @ 1 15	
		2lb. can, per doz. 1 40		Yellow 1 50 @ 2 25	
		3lb. can, per doz. 1 80		Pineapple	
		BATH BRICK		Grated 1 25 @ 2 75	
		American 75		Sliced 1 35 @ 2 55	
		English 85		Pumpkin	
		BLUING		Fair 70	
		Arctic		Good 80	
		6 oz. ovals 3 doz. box \$ 40		Fancy 1 00	
		16 oz. round 2 doz. box 75		Gallon 2 50	
		Sawyer's Pepper Box		Raspberries	
		No. 3, 3 doz. wood boxes 4 00		Standard @	
		No. 5, 3 doz. wood boxes 7 00		Russian Caviar	
		BROOMS		1 1/2 lb. cans 3 75	
		No. 1 Carpet 2 75		1 1/2 lb. cans 7 00	
		No. 2 Carpet 2 35		1 lb. cans 12 00	
		No. 3 Carpet 2 15		Col'a River, tall 1 80 @ 1 85	
		No. 4 Carpet 1 75		Col'a River, flats 1 90 @ 1 95	
		Parlor Gem 2 40		Red Alaska 1 20 @ 1 30	
		Common Whisk 85		Pink Alaska @ 1 00	
		Fancy Whisk 1 20		Sardines	
		Warehouse 3 00		Domestic 1/4s 3 1/4 @ 3 1/2	
		BRUSHES		Domestic, Must'd 6 @ 9	
		Scrub		California 1/4s 11 @ 14	
		Solid Back 8 in. 75		California 1/4s 17 @ 24	
		Solid Back, 11 in. 95		French 1/4s 7 @ 14	
		Pointed Ends 85		French 1/4s 18 @ 28	
		Stove		Shrimps	
		No. 2 75		Standard 1 20 @ 1 40	
		No. 3 1 10		Fair 85	
		No. 1 1 75		Good 1 00	
		Shoe		Fancy 1 25 @ 1 40	
		No. 8 1 00		Standard 1 10	
		No. 7 1 30		Fancy 1 40 @ 2 00	
		No. 4 1 70		Fair @ 1 10	
		No. 3 1 90		Good @ 1 20	
		BUTTER COLOR		Fancy @ 1 40	
		W. R. & Co.'s, 15c size. 1 25		Gallon @ 3 60	
		W. R. & Co.'s, 25c size. 2 00		CARBON OILS	
		CANDLES		Perfection @ 10	
		Electric Light, 8s. 9 1/2		Water White @ 9 1/2	
		Paraffine, 8s. 9		D. S. Gasoline @ 16	
		Paraffine, 12s. 9 1/2		87 Gasoline @ 21 1/2	
		Wicking 20		Deodor'd Nap'a @ 13 1/2	
		CANNED GOODS		Cylinder 29 @ 34 1/2	
		Apples		Engine 16 @ 22 1/2	
		3lb. Standards 1 00		Black, winter 9 @ 10 1/2	
		Gallon 2 25		CEREALS	
		Blackberries		Breakfast Foods	
		Standards gallons		Bordeau Flakes, 36 1lb. 2 50	
		Beans		Cream of Wheat, 36 2lb. 4 50	
		Baked 80 @ 1 30		Egg-O-See, 36 pkgs. 2 85	
		Red Kidney 85 @ 95		Excello Flakes, 36 1lb. 2 60	
		String 70 @ 1 15		Excello, large pkgs. 4 50	
		Wax 75 @ 1 25		Force, 36 2 lb. 4 50	
		Blueberries		Grape Nuts, 2 doz. 2 70	
		Standard @ 1 40		Malta Ceres, 24 1lb. 2 40	
		Gallon		Malta Vita, 36 1lb. 2 85	
		Brook Trout		Mapl-Flake, 36 1lb. 4 05	
		2lb. cans, spiced. 1 90		Pillsbury's Vitos, 3 dz. 4 25	
		Clams		Raisins, 36 2lb. 4 50	
		Little Neck, 1lb. 1 00 @ 1 25		Sunlight Flakes, 36 1lb. 2 85	
		Little Neck, 2lb. @ 1 50		Sunlight Flakes, 20 lbs. 4 10	
		Clam Bouillon		Vigor, 36 pkgs. 2 75	
		Burham's 1/2 pt. 1 90		Zest, 20 2lb. 4 10	
		Burham's pts. 3 60		Zest, 36 small pkgs. 2 75	
		Burham's pts. 7 20		Crescent Flakes	
		Cherries		One case 2 50	
		Red Standards 1 30 @ 1 50		Five cases 2 40	
		White 1 50		Special deal until Oct. 1	
		Corn		One case free with ten cases.	
		Fair 60 @ 75		One-half case free with 5 1/2 cases.	
		Good 85 @ 90		One-fourth case free with 2 1/2 cases.	
		Fancy 1 25		Freight allowed	
		French Peas		Rolled Cts.	
		Sur Extra Fine 22		Rolled Avena, bbl. 5 19	
		Extra Fine 19		Steel Cut, 100 lb. sacks 2 85	
		Fine 15		Monarch, bbl. 4 65	
		Moyen 11		Monarch, 90 lb. sacks 2 40	
		Gooseberries		Quaker, cases 3 10	
		Standard 90		Cracked Wheat	
		Hominy		Bulk 3 1/2	
		Standard 85		24 2 lb. packages 2 50	
		Lobster		CATSUP	
		Star, 1/2 lb. 2 15		Columbia, 25 1/2 pts. 4 50	
		Star, 1lb. 3 90		Snider's quarts 3 25	
		Picnic Tails 2 60		Snider's pints 2 25	
		Mackerel		Snider's 1/2 pints 1 30	
		Mustard, 1lb. 1 80		CHEESE	
		Mustard, 2lb. 2 40		Acme @ 14 1/2	
		Soused, 1 1/2 lb. 1 80		Carson City @ 14	
		Soused, 2lb. 2 80		Elsie @ 14	
		Tomato, 1lb. 1 30		Emblem @ 14	
		Tomato, 2lb. 2 80			
		Mushrooms			
		Hotels 17 @ 20			
		Buttons 24 @ 25			

3

Gem	@ 15
Ideal	@ 14
Jersey	@ 14 1/2
Peerless	@
Riverside	@ 14 1/2
Springdale	@ 14 1/2
Warner's	@ 15
Brick	@ 15
Leiden	@ 15
Limburger	@ 14
Pineapple	@ 40
Sap Sago	@ 19
Swiss, domestic	@ 16
Swiss, imported	@ 20

CHEWING GUM

American Flag Spruce	50
Beeman's Pepsin	55
Madam	90
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	50
Largest Gum Made	55
Sen Sen	50
Sen Sen Breath Perf.	50
Sugar Loaf	50
Yucatan	50

CHICORY

Bulk	
Red	
Eagle	
Franch's	
Schener's	

CHOCOLATE

Walter Baker & Co.'s	
German Sweet	23
Premium	30
Vanilla	30
Caracas	35
Eagle	28

COCOA

Baker's	38
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	72
Webb	30
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT

Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/2s	26 1/2
Dunham's 1/4s	28
Bulk	13

COCOA SHELLS

20lb. bags	2 1/2
Less quantity	3
Pound packages	4

COFFEE

Common	13 1/4
Fair	14 1/4
Choice	16 1/2
Fancy	20
Common Santos	13 1/4
Fair	14 1/4
Choice	16 1/2
Fancy	19
Peaberry	19

MARACAIBO

Choice	.....	19
	Mexican	
Choice	.....	16½
Fancy	.....	19
	Guatemala	

6	7	8	9	10	11
Meal Bolted 2 80 Golden Granulated 2 90 St. Car Feed screened 2 50 No. 1 Corn and Oats 20 50 Corn, cracked 20 00 Corn Meal, coarse 20 00 Oil Meal, old proc. 33 00 Winter Wheat Bran 20 00 Winter Wheat Mid'g 21 50 Cow Feed 21 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 4 40 30 lb. pails, per 7 00 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 80 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, 8 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 PICKLES 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. 9 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case Babbitt's Salt Co. 4 00 Penna Salt Co. 3 00 PROVISIONS Barreled Pork Mess Fat Black 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 15 00 Pig 20 00 Brisket, clear 20 00 Dry Family 15 00 Dry Salt Meats S P Bellies 13 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 1/2 California Hams 9 Picnic Boiled Ham 14 Boiled Ham 13 1/2 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 8 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 Sausages Bologna 6 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Mendocino 7 	Beef Extra Mess 10 00 Boneless 9 50 Rump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/4 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 @ 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, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 RICE Screenings 4 @ 4 Fair Japan 5 @ 5 Choice Japan 5 1/2 @ 5 1/2 Imported Japan 6 @ 6 Fair La. hd. 6 @ 6 Choice La. hd. 6 1/2 @ 6 1/2 Fancy La. hd. 6 3/4 @ 6 3/4 Carolina, ex. fancy 7 1/2 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 85 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 W. P. 3 00 Lyandotte, 100 lbs. 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 2 10 100 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 @ 6 1/2 Small whole 6 1/2 @ 6 1/2 Strips or bricks 7 1/2 @ 7 1/2 Pellock 3 1/2 @ 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 Sealed 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 45 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 50lb. 5 25 10lb. 1 12 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 16 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. 50 Handy Box, small 25 Bixby's Royal Polish 25 Miller's Crown Polish 25 	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 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Wisley Good Chee 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 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roussine 3 75 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co Scourine, 60 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Cassia, Batavia 16 Cassia, Saigon 28 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochinch 18 Ginger, Jamaica 25 Mustard 65 Pepper, Singapore, blk. 18 Pepper, Singap. white. 17 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 @ 3 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 90 10lb. cans 1/2 dz. in case 1 75 5lb. cans 1/2 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-fred, medium 31 Basket-fred, choice 38 Basket-fred, fancy 48 Nibs 22 @ 24 Siftings 20 @ 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 Sweetoma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 40 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 34 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 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 Peerless, 2 1/2 oz. 39 Peerless, 1 1/2 oz. 36 Air Brake 36 Cant Hook 30 Country Club 32-34 Fore-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 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'm 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 3 75 	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, an 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 22-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 25 Single Acme 2 25 Double Peerless 3 50 Single Peerless 3 50 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 50 Assorted, 13-15-17 2 30 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 cut 20 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. 58 FRESH FISH Per lb. Jumbo Whitefish 16 No. 1 Whitefish 14 Trout 12 Halibut 10 Ciscos or Herring 10 Bluefish 12 Live Lobster 28 Boiled Lobster 30 Cod 12 Haddock 12 Pickered 12 Pike 12 Perch, dressed 11 Smoked, White 15 Red Snapper 10 Col. River Salmon 16 Mackerel 20 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 Pelts Old Wool 30 Lams 60 @ 85 Shearlings 40 @ 70 Tallow No. 1 4 1/2 No. 2 3 1/2 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 1/2 Cases Jumbo, 32 lb. 7 1/2 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 Ribbon 10 Broken 7 1/2 Cut Leaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Forehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Fruit Squares 9 Sugared Peanuts 11 Sugared Peanuts 12 Starlight Kisses 11 Sun Bias Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital Cream Opera 12 Ital Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molasses 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, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 55 Mottoes 80 Cream Bar 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 Asstmt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 50 Ten Strike, Summer 6 sortiment 6 75 Scientific Asst. 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 per box 50 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 Brazilis 15 @ 17 Filberts 13 Cal. No. 1 13 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. Shelled Spanish Peanuts 8 @ 8 1/2 Pecan Halves 56 Walnut Halves 56 Filbert Meats 25 Alicante Almonds 38 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 6 1/2 Fancy, H. P. Suns, 7 1/2 Roasted 7 1/2 Choice, H. P. Jumbo 7 1/2 Choice, H. P. Jumbo Roasted 9

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
33 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
Ribs8 @ 14
Rounds8 @ 12
Chucks5 1/2 @ 8
Plates5 @ 4
Livers5 @ 3

Pork

Loins@ 11 1/2
Dressed@ 7 1/2
Boston Butts@ 11
Shoulders@ 9 1/2
Leaf Lard@ 10 1/2

Mutton
Carcass@ 9
Lambs@ 12 1/2
Spring Lambs@ 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...

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 30
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 35

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

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



IT'S A MONEY MAKER

every time, but you will
never know it if you never
try it. Catalog tells all.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

A Mine of Wealth

A well-equipped creamery is
the best possession any neigh-
borhood in a dairy section
can possibly have, for the fol-
lowing reasons:

1. It furnishes the farmer
a constant and profitable mar-
ket 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 invest-
ment for the stockholders.

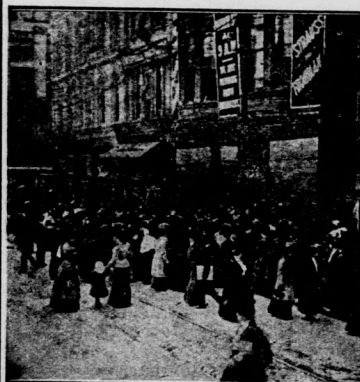
We erect and equip cream-
eries complete and shall be
pleased to furnish, on applica-
tion, estimates for new plants
or for refitting old plants
which have not been kept up.
We constantly employ en-
gineers, architects and super-
intendents, who are at the
command of our customers.
Correspondence solicited.

Hastings Industrial Co.
Chicago, Ill.

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.



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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
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merchant of your city? Get something
to move your surplus stock; get some-
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salable merchandise; turn your stock
into money; dispose of stock that you
may have overbought.

Write for free prospectus and com-
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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-
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tem planned and drafted to meet con-
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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:

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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.

Wanted for cash to job manufacturers, line of negligee shirts. Address Andreas Rebell, Tucson, Arizona. 334

For Sale—Stock of shoes and men's furnishings, \$4,500. Best location in good town of 1,600. A money maker. Poor health compels owner to sell. Address No. 337, care Tradesman. 337

For Sale—Leading agricultural business in a live town. Popular lines. Enquire of M. A. Kniffin, St. Johns, Mich. 336

For Sale—New stock of general merchandise. The leading store in Northville. B. Cohen, Northville, Mich. 335

For Sale—Good grocery stock, some dry goods and notions, in brick building, horse and wagon, about \$1,400, in one of the best manufacturing towns in the state. City of 5,000. No incumbrance, reason for selling. Address No. 333, care Michigan Tradesman. 333

For Sale—A small amount of stock in a very prosperous and growing manufacturing concern. Established four years. The earnings last year showed 50 per cent profit. The men in this company are well known. Your money will be safe and earn anyway 25 per cent. Shares \$10 each. Bank references. B. & M. Automatic Machine Co., 33 Kent St., Grand Rapids, Mich. 332

For Sale—At a bargain, one of the largest, oldest established and best paying rug manufacturing and carpet cleaning plants in the country. Best reasons for selling. Large profits and no experience necessary. Write at once for particulars. Address M. R. C., care Tradesman. 331

Wanted—A good line of merchandise to handle in California and West with the jobbing trade, on commission. Address A. A., 75 Charles St., Grand Rapids, Mich. 330

For Sale—One-half interest in a clean, up-to-date shoe and clothing business. Established 23 years and enjoying a good trade. Stock and fixtures will invoice \$5,000. Can be reduced to \$3,000 or \$4,000 if desired. Merchants having surplus stock in the above lines can place same with me on commission basis and realize 100 cents. Address Gavin W. Telfer, Big Rapids, Mich. 329

For Sale—The largest retail clothing establishment in Ft. Wayne, Ind. The finest and best-located store in the city. Good long lease; best of reasons for selling. For full particulars write Wolff Bros., Ft. Wayne, Ind. 328

Another Snap—\$5,000 clean general stock in South Dakota, town of 600, 20 square miles to draw trade from. Must be sold 60c on the dollar. Account, old age and poor health. American School of Real Estate, Des Moines, Ia. 326

The best paying business in the world (requiring no capital) is real estate and its side lines. If you make less than \$3,000 a year, wish to become independent and call time your own, take our Standard Correspondence Course in real estate. It makes you competent to earn a large income. Some of our students are traveling men who co-operate with us and make good incomes on the side. Write for free book, endorsements, etc. American School of Real Estate, Dept. T, Des Moines, Ia. 327

Opportunity of a lifetime, store, dry and fancy goods, in one of best towns in New England for sale. Whole or half interest to experienced man able to take charge. Apply Box 343, Maynard, Mass. 325

For Sale—Newspaper plant in thrifty Michigan town in good fruit and farming region. Will sell on easy terms, owing to ill health of editor. Growing subscription list and good line of job work. Address No. 318, care Michigan Tradesman. 318

For Sale—One of the finest grocery stores in Michigan, located in town of 2,300. Doing cash business of \$15,000 per year. Will invoice \$2,000. Address No. 321, care Michigan Tradesman. 321

Wanted—Stock of groceries or general merchandise, with or without building, in exchange for good improved farm in Iowa, Illinois or Minnesota. Address No. 320, care Tradesman. 320

For Rent—After January 1st, room 44x100 with basement 24x100, furnished with shelving and counters suitable for dry goods, clothing, shoes, hats, millinery, etc., also grocery room 20x80 with basement 40x100, steam heated, electric lighted. Will rent rooms separate or together. Located in one of the best business towns in the State of Washington. Address M. E. & E. T. Hay, Wilbur, Wash. 319

For Sale—Toledo scale, grocers' No. 50, cheap. Address No. 317, care Michigan Tradesman. 317

Drug store for sale in South Milford, Lagrange Co., Ind. Will invoice about \$350. At a bargain. Population 400. Address L. E. Krueger, Kendallville, Ind. 315

For Sale—Stock of hardware, implements, buggies, etc., in best town of its size in Northern Indiana. Will invoice about \$3,500 or \$4,000. Good reason for selling. Address No. 316, care Michigan Tradesman. 316

Sole agents wanted everywhere, for a celebrated California mineral water. Big profits. California Chemical Co., Watsonville, Cal. 323

Meat Market for Sale or Rent—One of the best meat market businesses in this section. Everything necessary to do a large business and is doing it. Must be seen to be appreciated. Come soon if you want a good proposition. Established twenty years. Plenty business for two men partners. Slaughter house and small farm in connection. A good point to buy and ship live stock, poultry and eggs. W. B. Cavers, Vassar, Mich. 314

Grocery stock and fixtures for sale. One of the best paying stores in Battle Creek, Michigan. Well located in a thickly settled residence district. Everything in first-class condition. Newly painted and remodeled. Two horses and two wagons. Invoices about \$3,000. Sick-ness causes owner to sell. Daily average sales \$75. Address Mrs. J. G. Sayles, 21 Poplar St., Battle Creek, Mich. 311

Good Proposition—Each \$100 invested will likely return several \$1,000. Promotion basis. No chance for loss. Act quick. E. L. Hilbert, Department M., Kirksville, Mo. 310

Wanted—Second-hand bags and burlap. Will buy any kind, any quantity, anywhere. I pay freight. Geo. T. King, Richmond, Va. 303

Wanted—Paying drug store in suburbs or town not less than 1,500 population. Can invest \$1,200. Address Salo, 210-5th St., Calumet, Mich. 301

For Sale—\$15,000 stock of general merchandise and fixtures located in the thumb of Michigan. Town has a population of 600 with good country trade; business has been established for 19 years, doing a cash trade; recently moved into a new solid brick building 58x80 feet. On best corner in town. Modern windows and window shades, steel ceiling, best of shelving, awnings, cement sidewalks, excellent lighting plant. The building can be leased for five years at \$450 per annum. Owner wishes to retire. For further particulars write to Burnham, Stoepel & Co., Detroit, Mich. 296

For Sale—Cash only, hardware stock, buildings and lots; live upstairs. Electric lights, city water. Only reason, poor health. L. D. Adams, Thompsonville, Mich. 295

Wanted—10,000 general merchants to get the best stationery for the least money. Note heads, two colors in tablets of 125, \$2 per 1,000; envelopes to match, one color, \$2 per 1,000. No remittance requested until goods are received. Samples free. Merchants' Printing Co., 363 Burling St., Chicago, Ill. 304

For Sale—Well-improved 800 acre farm in Hant County, South Dakota, price \$20 per acre; also 320 acres nice rich prairie land at \$14.50 per acre. Terms to suit purchaser. Jay P. Morrill, 407 Globe Bldg., Minneapolis, Minn. 308

For Sale—A nice clean stock of groceries and notions, with fixtures. Will invoice about \$2,000 or \$2,200. Located in one of the most rapidly growing sections of Grand Rapids. Terms, cash. Address No. 312, care Tradesman. 312

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

To Exchange—My farm stock and tools, for stock of merchandise. Address No. 290, care Michigan Tradesman. 290

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

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

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

For Sale—Good paying saloon in best town in Northern Michigan. For particulars address Lock Box 252, Boyne City, Mich. 271

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, Decatur, Ia. 286

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—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

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, exchange or rent until sold. \$4,000 steam laundry; good location. Sheldon & Co., Angola, Ind. 257

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

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

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

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

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

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

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 Lodge, Mich. 121

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

POSITIONS WANTED

Position Wanted—By department store man with experience in managing, buying, advertising, decorating, etc. Address W. L. Bair, 2491 Detroit Ave., Toledo, Ohio. 324

Situation wanted by registered pharmacist of several years' experience. Can furnish best references. Address Pharmacist, 210-5th St., Calumet, Mich. 302

Wanted—Situation by experienced grocery clerk. Can furnish best of references. Address No. 243, care Tradesman. 243

HELP WANTED.

Wanted—A salesman to carry our line of men's work shirts in Michigan, on a strictly commission basis. Must have established trade and furnish references. Address P. M. C., care Michigan Tradesman. 322

Wanted—Registered pharmacist. Unmarried man preferred. Address Nelson Abbott, Moorestown, Mich. 313

Wanted—Registered pharmacist, good wages and steady position. German preferred. R. G. Noyes, Covert, Mich. 306

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.

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
STAY ON IT
TRADESMAN CO. CHICAGO, ILL.

Live Items from a Live Town.

Lansing, Nov. 20—The local plant of the Owosso Sugar Co. last week entertained about 600 farmers from nearby towns at its plant, and during the day paid out about \$120,000 for sugar products already sent in.

Local coal dealers have boosted the price of coke to \$6 per ton. Many of them claim to be low on both hard and soft coal, owing to the shortage of cars, and it is said the cost of hard coal has in some instances been raised to \$8.

With the addition of two new buildings to the Reo Motor Car Co.'s plant here, R. E. Olds declares the Reo concern has the largest plant on the American continent devoted exclusively to the manufacture of automobiles. The factory now uses a total floor space of 301,000 square feet and employs 1,500 men, 100,000 automobile pieces being turned out every ten hours.

Post A, Michigan Knights of the Grip, last week elected the following officers for the ensuing year: Chairman, John A. Raymond; Vice-Chairman, Harry A. Harper; Secretary, J. E. Patton; Treasurer, E. L. Smith.

The Ladies' Auxiliary of Post A, M. K. of G., were very pleasantly entertained Wednesday afternoon by Mrs. Arthur Woodmancy at her home, 1018 Michigan avenue, East. Twenty-four guests played "five hundred," at which Mrs. J. Evans and Mrs. Frank Lawrence carried away the prizes.

Oscar M. Elliott, who formerly conducted a grocery store for many years at the corner of Washington avenue and South street, was last week sentenced by the United States District Court to pay a fine of \$1,000 or spend sixty days in the Wayne county jail for failure to pay a \$600 revenue tax on colored oleomargarine disposed of in this city. Although aid was proffered him, Mr. Elliott chose to serve his sentence and was taken to Detroit.

Persons entering Lansing on the various railroads say that the evidences of the city's growth are nowhere more evident than on the outskirts of the corporation. On every side there are any number of new houses, some completed and others in course of construction. A good idea of the city's progress in at least one section can be gained from the windows of a Lake Shore train as it passes through the southern portion. The new Moore's Park school, surrounded by a cluster of new, modern homes, suggests a village itself. A traveling man who makes this city regularly said the other day that the commercial travelers all over the State regard this city in a very optimistic light and that it is one of the cities which the Knights of the Grip are not in the habit of knocking.

The organization of the new drop forgings company has been completed, the name of the company being the Atlas Drop Forge Co. The company has \$100,000 capital stock, and as a large amount of its output will be taken by factories here it is assured of an excellent business at the outset. R. E. Olds is President, Smith G. Young Vice-President and S. H. Carpenter, of Waterloo, Ia., Secre-

tary-Treasurer. The company will employ skilled mechanics and its wage scale probably will be higher than that of any other local factory.

The plant of the Lansing Pure Ice Co. will be ready for operation about January 1. The building is practically completed and the work of installing the machinery will be commenced as soon as possible. The company is assured of a good business.

The prospect of free switching of freight in this city is delighting the Business Men's Association, and it is probable that the generous offer of J. W. Potter of sufficient land for the transfer railway and eighty acres of ground for manufacturing sites will be accepted.

The Michigan Heat & Power Co. is co-operating with the city in tearing up its streets, the city for many new sewers and the power company for new heating mains, which are being extended to new business blocks erected this year. The power company is also enlarging its boiler capacity and building new additions to its plant. Geo. A. Toolan.

The Boys Behind the Counter.

Big Rapids—George Winter for the past three years employed in the Big Rapids Savings Bank as book-keeper, has tendered his resignation to the Board of Directors, that he might accept a position as Cashier in a State savings bank that is to be organized at Vermontville. Mr. Winter's resignation is to take effect December 1. The Board of Directors have decided to employ Lyman Pinney to take Mr. Winter's place. Lyman is a Big Rapids boy, who graduated from the local high school in 1903. Later he entered the Pharmacy department at the Ferris Institute and was graduated from that institution in the spring of 1905. For three years and four months, Lyman was employed at Milner's drug store and the last few months he has been employed at Fairman's drug store.

Cheboygan—Chas. Greenless, for the past year with J. H. Clune's furniture store, has taken a position with the New York Racket store. He will have charge of the hardware, wallpaper and window shade department.

New Bank at Swartz Creek.

Swartz Creek, Nov. 20—The Bank of Swartz Creek, which was recently organized by stockholders of the People's Bank of Flushing and business men of this place, opened up for business yesterday.

The business of the Bank will be conducted temporarily in the building recently occupied by the post-office. It has been entirely rebuilt and equipped with up-to-date banking furniture and a modern burglar-proof safe.

The officers elected are: C. J. Miller, President; Ira T. Sayre, Vice-President; A. T. Miller, Cashier; Clare Proper, Assistant Cashier. Among those who hold stock are J. A. Miller, Swartz Creek; Elbert Beecher, Flushing, and W. L. Miller, S. T. Crapo and W. C. Miller, all of this place.

Official Programme of the Implement Dealers.

The following programme has been arranged for the fourth annual convention of the Michigan Retail Implement and Vehicle Dealers' Association which will be held here Dec. 5, 6 and 7:

First Session.

Wednesday Afternoon.

2 p. m. Opening Prayer—Rev. Alfred Wishart, Grand Rapids.

Address of Welcome—Mayor Geo. E. Ellis, Grand Rapids.

Response—Hon. J. W. Holmes, Alma.

Annual Address—C. L. Glasgow, President.

Appointment of Committees on Auditing, Resolutions, Necrology, Nominations and Question Box.

Second Session.

Thursday Forenoon.

Executive session for members only.

Report of Secretary—W. L. C. Reid.

Report of Treasurer—J. F. Carlton.

Report of Legislative Committee—Hon. J. W. Holmes, Chairman.

Report of Catalogue House Committee—L. C. Mount, Chairman.

Report of Complaints Committee—C. O. Scofield, Chairman.

Report of Insurance Committee—Wm. Goodes, Chairman.

Report of Membership Committee—Paul E. Dunham, Chairman.

Report of Local Associations Committees—L. S. Dickinson, Chairman.

Discussion will follow all of the above reports.

Action on the President's recommendations.

Question box, in charge of committee.

Third Session.

Thursday Afternoon.

Executive session for members only.

Address—"Cost, Expense, Profits," illustrated, L. S. Mount, Homer.

Address—"Shall We Use Canvassers?" D. M. McAuliffe, Albion.

Address—"The Twine Situation," V. C. Wattles, Battle Creek.

Address—"The Parcels Post and Our Business," Geo. W. Hubbard, Flint.

Report of Nominating Committee and election of officers.

Our Next Convention, Where?

Banquet—Thursday evening.

Toastmaster—Hon. Geo. G. Whitworth, President of the Grand Rapids Board of Trade.

1. Lakeside Orchestra.

2. Men's Quartette.

3. Invocation—Rev. H. P. Bland, Pastor All Souls' church.

4. Greeting—Sherwood Hall.

5. Men's Quartette.

6. Address—Governor Fred M. Warner.

7. Men's Quartette.

8. "The Man With the Hoe"—Hon. Chas. E. Belknap, Ex-Congressman Fifth District.

9. "Wayside Sales and Sails"—E. A. Stowe, editor Michigan Tradesman.

10. "A Few Minutes with Senator Russell"—Hon. Huntley Russell, State Senator Seventeenth District.

11. Men's Quartette.

12. "Roads, Raps and Riders"—

Hon. Horatio S. Earle, State Highway Commissioner.

Fourth Session.

Friday Forenoon.

Address—From a representative of the National Implement and Vehicle Manufacturers' Association.

Address—From a representative of the National Federation of Implement and Vehicle Dealers' Associations.

Address—Our Honorary Members, Their Duties and Privileges, by one of them.

Reports of Committees on Necrology, Auditing Resolutions.

Address—Advance Orders, by our new officers.

Another Plant Secured by Bonus.

Saginaw, Nov. 20—The Merchants and Manufacturers' Association closed a deal yesterday morning by which it secured the location here of its third plant, a new foundry, which will be located on Sidney street, near the new plant of the Brooks Boat Co.

This will be known as the Saginaw Semi-Steel Iron Works. The partnership will include Wm. Crowley, for 17 years foreman of the Bay City Industrial Works, his son and J. W. Mount, of Bay City.

The Merchants and Manufacturers' Association yesterday gave the new firm a site fronting 100 feet on Sidney street and extending back 400 feet. The location is just a little east of Washington avenue and is on the Grand Trunk and Pere Marquette lines. Work of erecting the foundry building will begin in about two weeks and it is expected that the plant will be in operation about Jan. 1.

The foundry will make semi-steel and iron castings and will employ about 15 to 25 men. This plant brings to Saginaw men who are thoroughly familiar with their line of work, and it is one that promises to grow into much importance.

Bell Telephones To Stay.

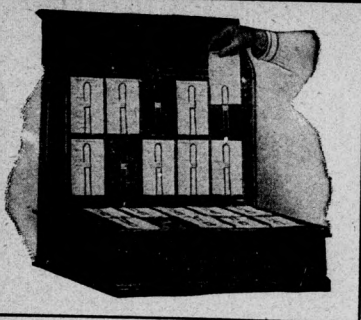
Lansing, Nov. 20—The attempt to secure a combination against the Bell Telephone Co. among the grocers of the city has apparently resulted in failure. A number of prominent grocers have refused to sign the agreement, having decided that it is up to their customers, and not to them to say whether the Bell phone shall be used or not. When the petition was first circulated the grocers, in their indignation over what they considered an unfair raise of rates by the Bell phone, were unanimous in opposing it. Now some of them are beginning to fear that the proposed move against the Bell may result in a loss of trade, and so are refusing to sign the agreement. As it is not binding until all or nearly all have signed, the attempt will probably be dropped. The matter may be settled finally at the next meeting of the grocers.

BUSINESS CHANCES.

For Sale—Good clean stock general merchandise. Good and steadily increasing business. Stock inventories \$8,000. Address Box 32, Harrisville, Mich. 349

Best income property known; University rooming hall. Ask Upthegrove, Valparaiso, Ind. 339

For Sale or Rent—Two brick stores. Rent reasonable. For particulars address E. I. Pickhaver, c-o M. O. Farnham, Mancelona, Mich. 338



**Speed!
Simplicity!
Accuracy!
Economy!
Convenience!**

Are some of the SUPERIOR FEATURES of the McCASKEY REGISTER system.

It is a ONE WRITING SYSTEM..... SPEED.
It's EASY to operate..... SIMPLICITY.
It compels your CLERKS to be careful. ACCURACY.
It SAVES HOURS of LABOR..... ECONOMY.
Slips easily and quickly filed CONVENIENCE.
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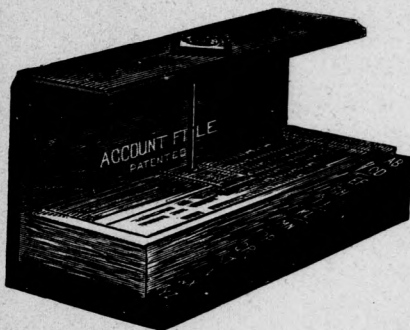
Drop us a postal for our FREE catalog.

THE McCASKEY REGISTER CO.
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Mfrs. of the Celebrated Multiplex Duplicating Carbon Back Pads; also various styles of Single Carbon and Folding Pads.

J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids
Agencies in all Principal Cities.

Simple Account File



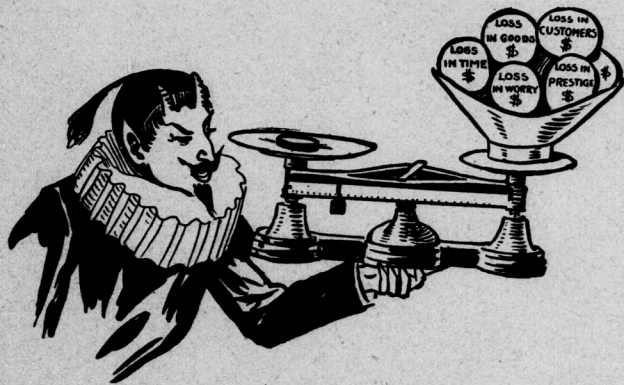
A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.

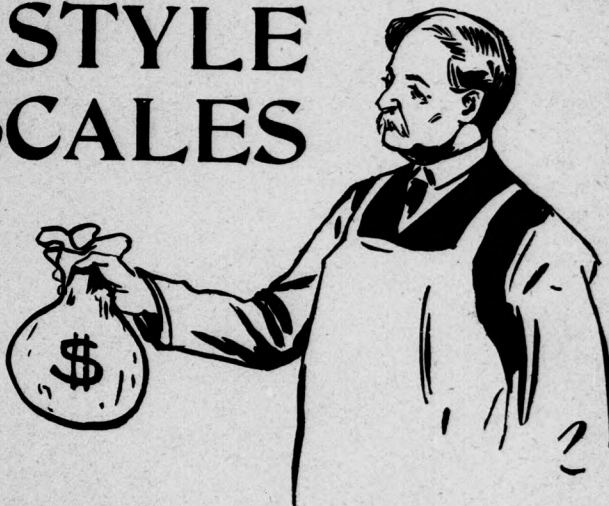


TRADESMAN COMPANY, Grand Rapids

USERS OF OLD STYLE SCALES



are paying every day for a loss in time and goods that would ALMOST PAY THEIR RENT if stopped!



MONEYWEIGHT Scales

will STOP THE LOSS and pay for themselves in one year by saving the waste which your old style scales are losing every day for you.

195,000 MONEYWEIGHT Scales ARE IN USE in the 250,000 Grocery Stores and Meat Markets of the United States—sufficient proof that they are a good investment.

TWO CENTS FOR A STAMP to mail us this Coupon is all it will cost you to investigate the best paying proposition for Butchers and Grocers on the market today. **Don't Wait—Send in this Coupon To-day!**

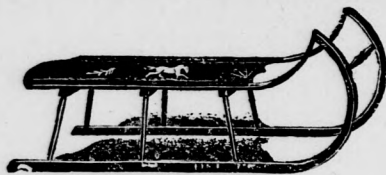
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MANUFACTURERS
DAYTON, OHIO.

Moneyweight Scale Co.

Distributors of HONEST Scales GUARANTEED Commercially Correct

58 State St. = = = CHICAGO

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 scale explained to me.
This does not place me under obligation to purchase.
NAME
STREET and No.
TOWN.. STATE.....



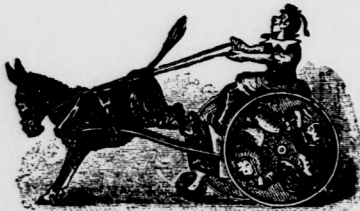
Sleighs and Coasters

An excellent line shown on pages 105 to 107 of catalog No. 189. \$2.25 up to \$20 per dozen.



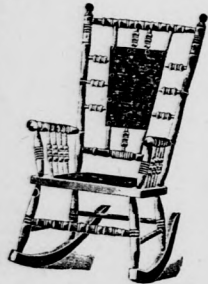
Unbreakable Iron Toys

A very complete line illustrated in catalog No. 189 on pages 110 to 115. 40c per dozen up to \$18.

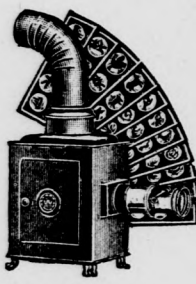


Mechanical Toys

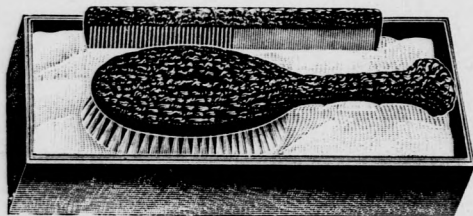
A large and choice variety of these always popular toys. Pages 85 to 89 catalog No. 189. 40c up to \$33 per dozen.



Children's Rockers, \$2 to \$12 dozen.
Magic Lanterns, \$2 to \$24 dozen.



Fancy Novelties. Celluloid, Wicket, Gold and Silver Plated, Bronze, etc. An unusually fine line.



Fancy Brush and Comb Sets. French Stag, Decorated China and Fancy Metal Backs. Ebonoid, Ebony, etc. From \$7.50 up to \$66 per dozen.



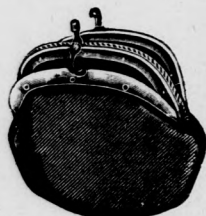
Dolls of Every Description

No other house shows a larger and more varied line. Every member of the large doll family is represented in our line. See pages 98 to 104 of catalog No. 189.

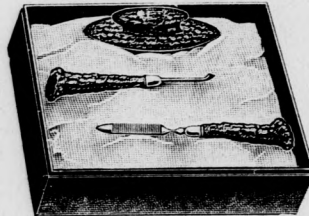
Now Is the Time To Buy

There is no time like the present for buying your holiday goods. Our stocks are still in splendid shape, practically unbroken, so that we are as yet prepared to supply you with a complete holiday stock. Christmas time is when the merchant gathers his harvest and you certainly want your share, but remember, you can not expect to get all there is coming to you unless you have the goods to sell. Therefore, if you haven't bought yet **buy now!** You won't have to store the goods but you can put them on sale the minute they arrive.

Leonard Crockery Co.
Grand Rapids, Mich.



Purses. The popular sellers. 38c up to \$2 dozen.



Manicure Sets

Page 24 catalog No. 189. 70c up to \$2.75



Decorated China Berry Sets

A splendid line to select from; beautiful decorations. Priced from 55c up to \$2.25 per set.



Decorated China 3-Piece Set

Illustrated on pages 158 and 159 of our holiday catalog No. 189. \$3 up to \$18 per dozen.

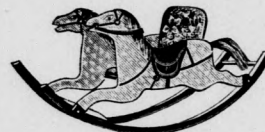


Syrup Pitchers with Tray, \$1.90 up to \$10 dozen.
Cracker Jars, 30 kinds, \$2 up to \$21 dozen.



Books and Games

The very best line of children's toys and picture and reading books ever offered. The latest publications in games. See pages 42 to 65 catalog No. 189.



Shoo Fly Rockers, \$4.50 up to \$15 dozen.
Alphabet Blocks, 40c up to \$4 dozen.



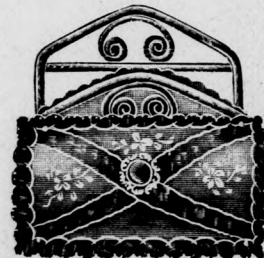
Glove, Necktie and Handkerchief Boxes. A most beautiful line—50 styles—ranging from \$2 up to \$30 per dozen.



A Fine Line of Albums
From \$4 to \$48 per dozen.

Remember We Make
No Charge for Package or Cartage
On Any of Our Goods

SHIPPED FROM GRAND RAPIDS



Celluloid Photo Racks

Wall Pockets, Broom Handles and thousands of other novelties and knickknacks.