





MICHIGAN TRADESMAN


PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 28, 1906

Number 1210



Georgie on Thanksgiving

This is the story the way my pa
Told it one night to me and ma:

Thanksgivin' day comes once a year because the Pilgrim band
Was thankful that they had the sense to leave their native land
And come across the sea to find a stern and rockbound shore
Where they would never hafta bow to bosses enny more,
Where thieves would not break in and steal and trusts would never try
To gobble everything and let the little dealer die.

We celebrate Thanksgivin' day because the Pilgrims came
In search of freedom where they knew that they would find the same,
Where men would be as brothers, where the strong would aid the weak,
Where libburty would raise her flag on every crag and peak,
Where billionaires would never dare to cheat for profit's sake
Or break the laws that other men were not allowed to break.


We celebrate because the hopes hoped by that Pilgrim band
Have all come true, because there's not an evil in our land,
Because we have no wealthy rogues to plan and plot and scheme
To make the libburty we claim a vain and empty dream,
Because our magnates go to church and teach in Sunday schools
And everywhere from sea to sea the Christian spirit rules.







We keep Thanksgivin' day because the man who does his best
To be an honest citizen is honored by the rest;
He may not have a share of stock nor own a foot of land,
But all our wealthy senators are glad to shake his hand
And hear his plea and guard his rights with all the jellus care
They ever give the interes' of any millionaire.







We keep the good old day because no idle rich ignore
The pressing needs of those where Want is scratchin' at the door,
Because we have such freedom as the Pilgrims wished to claim,
Because we never are oppressed and never splotted with shame,
Because we've frightened Greed away and raised our standard high
And kept the faith for which our sires were not afraid to die.





That is the story the way my pa
Told it one night to me and ma.

S. E. Kiser.



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.,

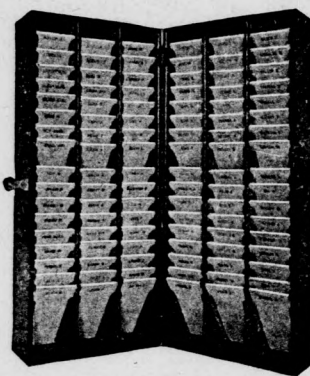
of Michigan

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

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Pat. March 8, 1908, June 1, 1908, March 10, 1901.



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.

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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.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 28, 1906

Number 1210

ELLIOT O. GROSVENOR

Late State Food Commissioner
Advisory Counsel to manufacturers and
jobbers whose interests are affected by
the Food Laws of any state. Corres-
pondence invited.
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and Quickly. We can tell you
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OF GRAND RAPIDS, MICH

Has largest amount of deposits
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contemplating a change in your
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opening a new account, call and
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Grand Rapids, Mich. The Leading Agency

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

E PLURIBUS UNUM.

At the last regular meeting of the Grand Rapids Board of Trade a communication was received from the President of the Board of Commerce of Detroit suggesting co-ordinate effort on the part of the State law authorizing the taxation of mortgages.

About the same time the newspapers announced that an invitation had been sent out by the Board of Trade of Flint to all similar organizations in our State to unite in an effort to create a State Association of Public Welfare Associations.

Simultaneously, all over the Central Western or Northern Central States invitations were received by organizations of this character to join an Improved Waterways Association, the object of which should be to secure adequate and deserved attention at the hands of the General Government in the matter of improving navigable streams.

All of these and many other similar movements show very clearly how the leading men of affairs in the chief centers of business are awakening to appreciation of united and harmonious effort in any given direction. It is an age of evolution in keeping with the spirit of progress and prosperity, with comparative forgetfulness of utter selfishness as a splendid feature. In the old days, when individuals stood in absolute fear of competitors in business, there was no such thing as co-operation in any department of business. Every man was a hated and distrusted rival in a business sense. In those days men would meet, eat, drink and carouse with one another up to a certain point and that point was Business.

To-day competitors are finding out each other in the better sense. They do not show the jealousy of old, they are less envious and, as Washington Gladden observed in this city a few evenings ago, "The world is growing better every day, largely because of its men of business." The pulpit and the rostrum have contributed generously to this evolution; the press has been a most liberal, fair and effective instructor in the same direction; the periodicals have given a large share to the development and the multitudinous array of public welfare bodies—Civic Beauty Associations, Forestry Associations, Municipal Reform Associations, Boards of Trade, Boards of Commerce, Business Men's Associations, Commercial Clubs, and the like, where individual personal effort, as well as the payment of dues and donations to this, that and the other fund, are bestowed for the good of the general welfare—have taken practical hold of the lessons taught from the pulpits, the rostrums and the editorial rooms, and the momentum now

in force will never grow less.

The business men are learning by experience that it pays to do things and contribute money on certain occasions, and in recognition of certain conditions, with no expectation of experiencing tangible and direct results as returns to them as individuals; that it is quite possible to make a very good investment, even although they are unable to figure formally and accurately as to the percentage of net profit that will come to them. And it is because of this experience that men of learning, men of great skill, men of wealth, men of splendid energy and patriotism, are devoting themselves and their resources to all departments of public affairs with an eye single to the general welfare. It is a result of this public spirit that state, interstate and National organizations entirely apart and distinct from politics as an entity are working together in generous harmony and magnificent force, living active and powerful demonstrators of the truth of our National epigram, E Pluribus Unum.

UNIFORM FOOD LAWS.

Now that we have a National food law, it is the duty of food commissioners generally and the Michigan Food Commissioner in particular to see that the State laws on the same subject are made to harmonize therewith. It is understood that Governor Warner will recommend appropriate legislation in his forthcoming biennial message to the Legislature, and it is to be hoped that the Food Department will also get busy in preparing a new set of statutes which will be in harmony with the fundamental law of the National Government.

One of the main reasons recently advanced for a National food law was that it would tend to do away with the incongruities resulting from conflicting food laws in the various states. This condition has not only proven to be very expensive to manufacturers, on account of the multiplicity of labels they have been compelled to keep in stock, but on account of the care the jobbers have had to exercise in shipping goods into different states. A blunder on the part of a shipping clerk might result in expensive litigation for the jobber, and the retail dealer has frequently been involved in matters of this kind to an extent that has proven not only expensive, but very annoying as well.

In view of these facts, it is now in order for Food Commissioner Bird to employ some competent person to prepare new drafts of laws that will place the Michigan statutes in line with the Government provisions.

No man keeps up his reputation by talking about it.

THANKSGIVING.

During the first long winter in Plymouth one-half the little band of pilgrims died. The winter snow covered their leveled graves, and when spring warmth removed that friendly covering the survivors planted grain above the graves, that waving blades of wheat or corn might hide the colony's loss from the cruel eyes of the foe whom fear alone restrained from open warfare. The pilgrims' hearts were stout, and though their eyes might grow dim at times in looking over the fields where only mysterious patches of a brighter green revealed to their sad knowledge the secret of the hidden graves, they dashed away the tears and only strove the more to carry on the task those tired fingers had let fall. And when autumn came with its abundant harvest the great thanksgiving feast they held was in communion with the lost. Secure in the belief that their dear ones in happier spheres were rejoicing with them, they gave thanks for home, for harvest and for hope.

Since then Thanksgiving day has been a day of family reunions. The distant son returns, the grandchildren gather around the table, the old people take pleasure in welcoming the familiar faces that time is changing and the new faces added to the widening family circle. It is a day of careless mirth and thankful gladness. Some go to church to find an expression for the feelings which find them voiceless, and others feel only vaguely, if at all, the need of more than the tacit acceptance and enjoyment of all that the day brings. Thoughts of the preachers are apt to turn to the betterment of civic or political conditions, reasoning that the way to show thankfulness for public blessings is to procure more of them. Not even these serious thoughts can turn the character of the day away from that impressed upon it at the beginning, an occasion for feasting on what Providence has bestowed in reward for courage and for toil. The minor strain that runs through the music of the affections is heard by those whose hearts once thrilled to voices silent now, but the spirit of the day is to rejoice.

For what is secure in memory, for the blessings of the year and the day, for the promise of the future, may we be truly thankful.

On account of the inability of Governor Warner to be present at the banquet of the Michigan Retail Implement and Vehicle Dealers' Association next week, Lieutenant Governor P. H. Kelly will take his place and address the gathering on the subject of the Retailer's Relation to the Business World.



Chinaware Should Have Special Christmas Windows.

He who has sufficient ability to put just enough merchandise into a large show window so that the trimming doesn't look "skinny," and just enough into a small window so that it doesn't present a cluttered-up appearance, has reduced his work to a science.

The windowman at Morse's general store has evidently made this problem a study. He has a large space to fill, but he divides it up into several smaller ones. This week he has done some of his best work in an exhibit of chinaware.

The compartment, I should judge, is some ten feet long and six wide. There is a pretty oak buffet in the center of the background, flanked on either side with tall cabinets of the same hardwood. There are three small oblong supports, so covered with lunch cloths that one can not determine of what the supports consist. They are presumably boxes. On each of these are samples of the principal dishes in hundred piece dinner sets, those at the sides being placarded at \$12.48 and \$15. The center bears the card:

Maddocks
English Ware
Complete
Line

The sets at the sides are daintily decorated, while the center one is pure white, with a narrow band of raised work near the edge; very neat and not expensive; especially attractive to slender purses whose contents must be most carefully husbanded for the necessary expenditures for the approaching holidays. The support for the white dishes is slightly tilted, for variety and to allow a more direct view by the people on the other side of the glass. This set is selected from "open stock," which, while not exclusive enough to suit some, has the advantage of replaceableness when separate items get broken or nicked. In these days of heedless maids, many ladies dependent on them will not have their lives frazzled out with the worry of the care of fine tableware, and purchase plain white china for "every-day" use. One wealthy lady of this sensible sort, living in Minneapolis, says she takes solid comfort since she adopted cheap china that she does not care a cent for. She put away her elegant dishes and breathes freely whenever she thinks of them, bringing them out now only when there are guests, and then seeing to them personally. The way to do if the housewife would secure peace of mind.

On the buffet are a large deep cut glass nut bowl on a wire standard and a berry dish of ordinary size, also in cut glass. Besides these there are a silver pudding dish and cake basket, knife rests and napkin rings. The piece de resistance is a three

branched silver candelabrum, with cherry-red candles and fancy fluffy round red shades made of silk rose-petals. This stands in the center of the buffet, and is really the most lingering thought of the whole window. The human mind can't get away from its fondness for red, which mayhap comes to us from fire-worshipping ancestors. Three electric lamps, with handsome shades having bead pendants around their rims, these lamps being lighted after dark, and all the evening, add brightness to the window. I care not how much light is diffused by the customary concealed fixtures of a window, place a lighted lamp or lamps therein and see how the whole display seems beautified.

One arrangement in this otherwise admirable window space I object to, as regards the lamps. A tall china vase is made to do service to raise the central lamp from the floor. Between the two is a triple mirror, showing the front of the sections, the sides being opened and turned down in front and back. Two disagreeable impressions are thus produced: the instability of the vase and the danger of scratching the mirror panel by the rough edges of the lamp's pedestal. This mistake, however, is often made by the best of window dressers.

Carving sets are given especial prominence in this trim, a good-sized placard, reading as follows, calling attention thereto:

Special
Sale
of
Carving
Sets

The cabinets are filled with decorated china plates and cut glass. On top are fancy fruit holders and one or two vases.

People on the lookout for something to please the good mother at Saint Nick's time could do no better than to present her with the generous sized "turkey set" in old blue here exhibited, marked \$6.75. Something practical like this is sure to be appreciated—unless the intended recipient has "everything under the sun," when such a gift would be but a repetition of possession.

Dealers in china can make money at Christmas if at no other day in the year.

The general placard for this Monroe street window hangs from a nickel rod, like a banner.

It reads:

Table
Suggestions
From Our
China
Shop
2nd Floor

Both Served Their Country.

"Yes, sir," said the soldierly looking man, "I have spent fifteen years of my life in the service of my country."

"So have I," volunteered the low-browed individual, offering his hand. "What were you in for?"

Most of us are more anxious to vindicate our opinions than to get opinions that need no vindication.

Business Curtailed by Car Famine.

Marshall, Nov. 27—This city's industrial progress continues uninterrupted and, but for the shortage in cars, the shipments from local factories would be nearly one-third larger than any previous year.

At a meeting held last week the New Process Steel Co. increased its capital stock from \$7,000 to \$10,000, all of the stock being subscribed by the shareholders. This company was organized last June, the factory erected in September, and so great has been the demand for its products that it was deemed necessary to increase the capital stock in order to purchase more machinery and materials. This company received a gift of \$3,000 from the city upon certain conditions, among others that at the end of the first year it should be employing at least fifteen men. There are now thirty-seven employed at this place.

There is talk of forming a company to quarry some of the famous Marshall sandstone which lines the banks of the Kalamazoo River. This stone has never been used extensively, although it is admittedly the best building stone known to contractors in this vicinity. The main reason for not using it has been the difficulty of obtaining it at anywhere near a reasonable price. If a company could take hold of the proposition and sell the stone it is believed that there would be a big demand for it. Several local capitalists are investigating the proposition.

The Commonwealth Power Co. has commenced the erection of a large

building on the city property in Perryville, which will house its transformers used in furnishing power to the local municipal plant. The building will be entirely of iron.

Four years ago the stock of the Lambert Food & Machinery Co. could have been bought at half of its face value. Now the stock is worth its face value, and it is probable that at the next annual meeting a dividend will be declared.

The Borough & Blood Buggy Co. is having the biggest run of business in its history and the factory is taxed to its utmost capacity. This factory is handicapped by the car shortage.

Hadn't the Capacity.

The baby of a Maryland family had been through a siege of chickenpox. The infant's sister, a girl of 10 years, being met by the minister's wife one day, that good woman naturally enquired as to how the baby was getting on.

"He's some better, thank you," said the little girl, a shy and non-committal child.

"Very much better, I trust," said the minister's wife.


"Oh, he couldn't be very much better," responded the child, "because, you see, he's too little."

As Good As He Sent.

A wag who thought to have a joke at the expense of an Irish butcher in Detroit said, "Can you supply me with a yard of pork?"

"John," said the dealer to his assistant, "give this gentleman three pig's feet."

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.

Grafting Too Common All Along the Line.

Evansville, Ind., Nov. 24—Your article entitled, "Labor Union Grafters," which appeared in the November 21 number of the Michigan Tradesman, is as true as steel. There are thousands of men who can say the same thing about union men. I have had the same experience and I am very sorry to know that grafting is going on now in every city in this country among the union men. Somehow I love the laboring men—I guess because I am a working man myself—but what are we going to do with the grafters? I love an honest union man just the same as I love any other honest person. It is not a man's union that makes him dishonest. "In union there is strength." This country is full of all kinds of unions. The retail merchants' associations are unions and I know of lots of dishonest men among them. The bankers' associations are unions, too, and there are grafters among them. There is no difference between an association and a union.

I love every member of any association if he is honest, but in all of these bodies we find the grafter.

I love the preacher if he will preach the truth as he sees it and is honest in his work, but I know lots of them who are some of our greatest grafters.

In fact, there is not a profession, a line of business or a trade but what there are grafters to be found in it.

Now, why is this so? Because the system under which we live is all wrong. I can not blame the union grafter any more than a banker grafter, but I see a difference between them. If a union grafter works his employer and causes him a loss, it is not so bad as the banker who takes the hard earned money from widows and orphans or the preacher who takes the widow's mite.

There is no use talking—this country is graft from one end to the other—and it seems that the people know it so well that nothing along this line ever surprises them. What are we going to do with the grafters? Let us use all the power within ourselves to condemn the dishonest men and not the unions and associations as a whole.

Good honest men have been the cause of all our unions and associations and the dishonest men have come into them just to use them for their special benefit. This is the case everywhere. Again, I ask all honest men to use their influence to hold up the unions and associations and do everything they can to drive out the dishonest men and put them behind the bars.

In a sense, I feel sorry for a union grafter, for when he is caught he is generally put behind the bars, but when a banker is caught he is allowed to go free, if he happens to be grafter enough to have money left to fight the case.

I can plainly see that the poor, hard working man, the man who is making everything, is the one that has no protection, and on the other

hand the man who does not have to labor is the one who gets everything he wants.

Let us stop to see where our little graft comes in before we say too much about the men who are making us rich or helping us get a great deal more than they are.

Edward Miller, Jr.

The Tradesman cheerfully gives place to the above communication, as it is glad to give place to any communication from a patron of the publication so long as it is couched in respectful language and undertakes to convey an idea or set of ideas clearly and conclusively.

The Tradesman thinks the writer is entirely wrong in the statement that we have one kind of law for the poor man and another kind for the rich man. In view of the promptness with which such offenders as Bigelow, of Milwaukee, and Stensland, of Chicago, are sent to prison on long sentences and in view of the large number of defaulting bankers who are serving terms at the different penitentiaries of the country and the small number of labor union criminals who receive their just deserts and the universal clamor which goes up as soon as a union man is arrested for any crime, such a conclusion is not only incorrect but manifestly unfair.

Pine Barrens Sold for Grazing Purposes.

Ludington, Nov. 27—The past year has witnessed the remarkable development of a new and promising industry in Mason county. It has been found that the sandy soil of this region, so long styled denuded pine barrens, is admirably adapted for stock grazing, and the business is being carried on to an extent of which even local people are not aware. During the past season there has been sold to stock men from various states no less than 15,000 acres of pasture land, over which valuable pine forest once grew. Mr. Landon is now working a deal for the sale of 8,000 additional acres of local lands to Missouri parties. He states that there still remains in this vicinity approximately 20,000 acres. The men who are promoting this industry intend wintering their stock on the grounds, securing the necessary feed from the adjoining farming country. The winters here now are mild, compared with the snowstorms and blizzards of Dakota, Wyoming and Minnesota.

His Ambition.

A well-known man of letters was telling stories at a literary club in Boston one night, when he was reminded of an encounter between a Bostonian, professing a love of art for art's sake, and F. Marion Crawford, the novelist.

In a slightly patronizing manner the Boston man asked:

"Have you ever aspired to write anything, Mr. Crawford, that will live after you are gone?"

"My dear sir," replied Crawford, with a broad smile, "my principal effort just now is to write something that will enable me to live while I am here."

Found a New Job Any Time.

I think it will make many readers happy to know how to go about it to pick up a job any time—Fridays and Saturdays preferred—whether it be sunshine or a cloudy day, hence I will tell about Joe Rix. He had a scheme that worked to perfection. It was no trick for Joe to go out and pick up a job any time he felt like working. The only essential to the scheme was a newspaper five or six days old. And in justice to Joe it must be said here that he felt like working often enough to prove the scheme an absolute success.

At first I paid but little attention to these periodical innings and outings of Joe. I saw him check off a few advertisements in the last Sunday's paper, with it about six days old, chase out after a job, land it, hold it for awhile, and then the same performance was repeated.

After awhile I got so that I thought Joe must either be a lunatic or a bright young man. They do say that the two extremes meet sometimes, for what a man would want with a five or six days old newspaper in looking for a job was more than I could understand. Were there any jobs left after the hundreds of hungry unemployed who are daily on the lookout for work got through with chasing down the advertisements?

But Joe landed the job every time. "Oh, I'm just lookin' for a job. I told you that before!" was all the answer I could elicit from him to my occasional jolly that he was gazing at a paper old enough to do for carpet layers. And that is as much as I could ever draw him out on the subject. He got the job, however, and, what is more, a few weeks later—after the customary preliminary perusal of the stale "want advertisements"—he would land another.

As for myself, I must confess that he had me completely puzzled, insofar as any solution of the matter was concerned. I knew that the paper he used was the Sunday issue, and that his calls were made the following Friday and Saturday, but that was all. It is here, as the lawyers would say, that I had to rest my case. And if it hadn't been for a little article in the Tradesman which told about new jobs being so hard to hold, and that the crisis comes in the first week, it probably would still be rest-

ing. When I read that article my heart fairly jumped, and I knew I had Joe's little scheme laid bare. It was all plain as day now. He got the Sunday paper, marked a few of the situations that looked on their face as though they might be a little harder to hold than the average, and then on Friday or Saturday—about the time the new incumbent's week was drawing to a close—would chase them down. In other words, he was playing a neat anticipatory game—and the utter lack of competition undoubtedly had much to do with his great success. C. D. Romero.

Making It Right.

She—I can't bear actors; they're so conceited!"

He—But I'm an actor, and you don't think I'm conceited, do you?"

She (seeking to recover herself)—Oh, of course not! I mean the big ones; the little ones don't count.

Death never stops to consider that a man may be too busy to die.

School Supplies Holiday Goods

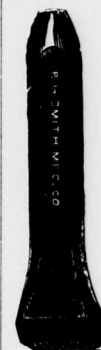
Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

Saves Oil, Time, Labor, Money By using a Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M."

S. F. Bowser & Co. Ft. Wayne, Ind.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

Send us Your Surplus or Trust Funds
And Hold Our Interest Bearing Certificates
Until You Need to Use Them

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



Movements of Merchants.

Benton Harbor—Eddie Raub has opened a cigar and tobacco store here.

Hopkins—Smith & Milheim have sold their meat market to Renick & Shaffer, of Allegan.

Vermontville—C. M. Ambrose, dealer in groceries and crockery, has made an assignment.

Alpena—J. A. Turner, formerly baker for W. J. Keston, has purchased a bakery in East Tawas.

Albion—V. J. Keller has opened his new store. He is assisted by Mrs. Frank Smith and Mrs. Eva Clark.

Sparta—A bakery and confectionery store will soon be conducted here by M. A. Hummel, of Watervliet.

Saugatuck—S. D. Upham is to open a bakery here as soon as the building which he is to occupy is ready for him.

Leslie—E. H. Osborn, of Stryker, Ohio, will soon open a bakery here, having installed an oven weighing six tons.

Mendon—Floyd Samson has purchased the store building of C. M. Olney & Son and will occupy same with a bakery.

Port Huron—The American Farm Products Co. has opened a branch here and will buy cream and make and sell butter.

Ludington—Wm. Menninger has purchased a store building and will soon open same with a stock of notions and wall paper.

Nolan—E. A. Coan has sold the store and mill of the Coan Lumber Co. to J. H. Grover, of Edenville, who has taken possession.

South Haven—A new meat market has been opened by W. D. Metcalf & Co. and will be conducted under the name of the Red Front Market.

Harbor Springs—M. A. Burnett has sold his interest in the drug firm of Lane & Burnett to Claude D. Lane and will move to his farm near Sand Lake.

Sturgis—Ernest Gerchow, of Canton, Ohio, will open a harness shop here. Mr. Gerchow was formerly employed by D. J. Sell & Co., of this place.

Litchfield—Lindsey Bros. have sold their grocery stock to W. Ward Knowles, of Omega, and will continue their seed and feed business as heretofore.

Hastings—J. D. Vester has sold a half interest in his bakery to M. A. Vester and the two gentlemen will continue the business under the style of Vester Bros.

Buckley—C. M. Olney & Son, formerly engaged in the furniture and undertaking business at Mendon, have moved to this place and opened up for business.

Perry—Rogers & Son have sold their stock of groceries and bazaar goods to L. M. Webb, of St. Johns, who has taken possession and moved his family to this place.

Hillsdale—S. E. Parrish, of the

drug firm of Parrish & Campbell, has recently received a patent on an automatic lace winding and measuring device which he expects to place on the market soon.

Petoskey—George Dale Gardner has purchased the stock and fixtures of the Fochtman Furniture Co. and will continue the business independent of his other store here and his branch at Boyne City.

Vestaburg—Wallace, Orr & Co., who now conduct banks at Remus and Blanchard, will soon open a new bank here. They have already purchased a lot and will erect an appropriate building thereon.

Alma—A corporation has been formed under the style of the Alma Elevator Co. to deal in grain, with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and paid in in cash.

Bellevue—H. A. Johnston, who has been employed in the paint and paper store of E. G. Madison for several years past, succeeds Mr. Madison in business and will occupy the Cronk building with Miss Morse, milliner.

Battle Creek—Howard G. Kneeland has sold his 1,400 shares in the Hygienic Food Co. for \$25.75 per share. The purchasers are a half dozen local capitalists, most of whom are already interested in the company.

Vassar—William Hammont, of this place, and Clinton Shoop, of Greenville, have purchased the plant of the Parker Plow Co., which will be fitted up for a first-class foundry and machine shop. It will give employment to a number of mechanics.

Hamtramck—Claude Fields, formerly employed in the grocery store of A. P. Schroeder, has purchased the stock and will continue the business. He has been appointed postmaster to succeed Mr. Schroeder and will assume that office Jan. 1.

Greenville—Mrs. L. E. Gillam, who is thoroughly familiar with all the details of the work connected with the dress goods department of the David Jacobson store, having been employed there for the past thirteen years, has tendered her resignation to take effect about Dec. 1.

Port Huron—Yokoya & Co., a Japanese firm, recently opened an art store here and announced their intention of disposing of their wares at auction, but soon decided to seek a new field of operations when informed by City Clerk Wagenseil that they must pay a license of \$25 a day.

Kalamazoo—Morris Kent & Co., dealers in produce and grain, have merged their business into a stock company under the style of the Morris Kent Co., with a capital stock of \$10,000. The members of the new firm are Morris Kent and Glenn B. Kent, of Kalamazoo, and Frank Kent, of Allegan. This company conducts several elevators along the line of the G. R. & I.

Manufacturing Matters.

Marshall—The New Process Steel Co. has increased its capital stock from \$7,500 to \$10,500.

Detroit—The capital stock of the P. R. Manufacturing Co. has been increased from \$50,000 to \$100,000.

Detroit—The Detroit Automobile Manufacturing Co. has changed its name to the Marvel Motor Car Co.

Detroit—The capital stock of the Detroit Automobile Manufacturing Co. has been increased from \$25,000 to \$50,000.

Homer—Eric DeMuth, formerly in charge of the creamery here, has taken a five year lease of the creamery at Albion and moved to that place.

Pentwater—E. L. Brillhart has an option on the Halstead table factory and is trying to form a stock company for the purpose of manufacturing wagons, sleighs and launches.

Niles—A corporation has been formed to manufacture oil filters under the style of the Turner Oil Filter Co., with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—Noble & Co., manufacturers of cement and brick, have merged their business into a stock company under the same style, with an authorized capital of \$10,000, all of which has been subscribed and paid in in cash.

Cassopolis—The Kellogg Switchboard Co., the new industry secured for this place, started up last week in the building formerly occupied by the Cassopolis Manufacturing Co. About thirty-five hands are employed at the outset.

Detroit—The Gabriel Concrete Reinforcement Co. has been incorporated to manufacture Gabriel process for concrete work. The company has an authorized capital stock of \$75,000, all of which has been subscribed and paid in in cash.

Kalamazoo—A corporation has been formed under the style of the Kalamazoo Shirt Co. to manufacture shirts, with an authorized capital stock of \$6,000, of which amount \$4,000 has been subscribed, \$1,000 being paid in in cash and \$1,000 in property.

Benton Harbor—G. S. Burtis, L. E. Burtis, Wm. S. Robinson and J. H. Meeham, all of Chicago, have formed a stock company with an authorized capital stock of \$30,000 under the style of the Benton Harbor Malleable Iron Foundry Co. to make castings of all kinds and do pattern and model work.

Bay City—The new Michigan Pipe Works, replacing the plant destroyed by fire some months ago, is practically finished and most of the departments are in operation. The company manufactures wooden pipe from pine timber and consumes several million feet annually. It has orders now that crowd its capacity.

Au Gres—Cole & Grimore, manufacturers of hoops, have merged their business into a stock company under the style of the Cole-Grimore Co., which will continue the business as heretofore, with an authorized capital of \$12,000, all of which has been subscribed, \$1,637 being paid in in cash and \$10,363 in property.

Saginaw—A corporation has been formed under the style of the Purity Pickle & Kraut Co., which will conduct its business in this county with offices in Bridgeport and Saginaw. The authorized capital stock of the company is \$10,000, of which \$2,500

is paid in. The stockholders are Leonard Fobear, John Fobear, J. B. Hill and M. H. Shaw, the latter being from Chicago.

Oakland—A corporation has been formed under the style of the Oakland Creamery Co. for the purpose of manufacturing butter, operations to be carried on in Allegan county. The authorized capital stock of the company is \$3,500, of which amount \$2,780 has been subscribed and \$1,000 paid in in cash. The officers are T. Vredevel, President; John T. Hulst, Secretary; John Dozeman, Treasurer and H. R. Bredeway, Manager.

Vassar—D. B. Pinkerton has sold his yard and lumbering interest at this place to Frank Miller, the latter having formerly been in the lumber business here for many years, but later a member of the hardwood and shingle concern of Cook, Curtis & Miller, operating a saw and shingle mill at Grand Marais and vicinity. Mr. Pinkerton has bought a sawmill and tract of timber on Black River, near Onaway, and has timber in sight to stock the mill for several years.

Sault Ste. Marie—The Lake & Rail Lumber Co., successor to the Bradley-Watkins Co., has sold its plant and interests near Algonquin. It is understood that the Northwestern Leather Co. was the purchaser, the consideration being \$25,000. The plant is situated between Algonquin and the railroad, and has been in successful operation for a number of years. E. L. Stanley, cashier of the Sault Savings bank, purchased the property for the leather company. The plant is a quite important one for the Soo, as it has a capacity for putting out 225,000 shingles, 5,000 posts and 2,000 ties daily.

Michigan Drug Co. To Invade Saginaw.

Detroit, Nov. 27—Williams, Davis, Brooks & Hinchman Sons, known throughout the State as the Michigan Drug Co., has closed a deal for the purchase of the Saginaw Valley Drug Co. The amount involved is understood to be in the neighborhood of \$100,000, and after Jan. 1 the Michigan Drug Co. will operate its new acquisition as a branch of the Detroit house.

The Saginaw Valley Drug Co. was organized five years ago and has advanced so steadily and prosperously that the annual sales are now about \$300,000 or \$400,000. With the added prestige of the Michigan Drug Co. behind it the annual sales are expected to reach \$500,000, and the combined sales of the Detroit and Saginaw houses will exceed \$2,000,000.

The Saginaw Valley Drug Co. was owned by the Smart & Fox Co., grocer and its transfer to its new owner comes as an aftermath, in a way, to a recent deal of the latter company, when it purchased the Phelps, Brace & Co.'s grocery house in Detroit. This paved the way to open up negotiations for the sale of the drug business, which terminated successfully Friday. John W. Smart, who has managed the Saginaw Valley Drug Co. since its inception, will be retained as manager for the Michigan Drug Co. in Saginaw.



The Produce Market.

Apples—Spys, \$3; Wagners, \$3; Baldwins, \$2.50; Greenings, \$2.50; Tallman Sweets, \$2.25; Kings, \$3. The market is firm and prices are well maintained.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The supply is very light and the market very strong. All grades advanced 1¢ per lb. during the week. The present shortage comes partly from the fact that the make seems to be turning out a little under last year, and the fact of an unusually large demand. There is considerable storage butter still to draw from although the supply could not be called ample. Were it not for such storage butter as is available the market would go even higher. The prospects are for a continued firm market at probably further advances. Creamery ranges from 30¢ for No. 1 to 31¢ for extras; dairy grades fetch 25¢ for No. 1 and 19¢ for packing stock; renovated, 25¢.

Cabbage—50¢ per doz.

Carrots—\$1.50 per bbl.

Celery—20¢ per bunch.

Cheese—The market is firm and unchanged. The make is about normal and the demand good for the season. Stocks of storage butter are lighter than usual and the general market is very healthy. Indications point to a continued firm market on the present basis.

Chestnuts—14¢ 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. Prices are unchanged, with a firm market and further advances are looked for before the holidays.

Eggs—The receipts of fresh are about as they have been, and there seems to be plenty to go around. Storage eggs are moving out very well. The market on both fresh and storage is firm and is likely to remain so, although there will probably be no changes for the next few days. Fresh fetch 27¢ for case count and 29¢ for candled. Cold storage, 24¢ @ 25¢.

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

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

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

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

Lettuce—14¢ per lb. for hot house.

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

Oranges—Floridas are steady at \$3 and California Navels range around \$3.50. From now on Californias will undoubtedly be in much better demand than the Floridas, although the Navels now arriving are many of them immature. Prices are unchanged.

Parsley—40¢ per doz. bunches.
Potatoes—35¢ @ 40¢ per bu.
Squash—Hubbard, 1½¢ per lb.
Sweet Potatoes—\$1.65 per bbl. for Virginias and \$3 per bbl. for Jerseys.
White Pickling Onions—\$2.25 per bu.

Committees To Direct the State Convention.

The following committees have been appointed by President Fuller, of the Grand Rapids Retail Grocers' Association, to supervise the work of preparing for and entertaining the State convention, which will be held here Feb. 12, 13 and 14:

Finance—W. K. Plumb, L. John Witters, John Lindemulder.

Programme—F. L. Merrill, Ralph Andre, John Roesink.

Badges—Homer Klap, D. Viergever, E. L. May.

Entertainment—F. W. Fuller, C. J. Seven, Norman Odell, Wm. Andre, Homer Klap, W. K. Plumb.

Hall—L. John Witters, F. J. Dyk, John Lindemulder, Wm. Andre, C. J. Seven.

Banquet—E. L. May, F. L. Merrill, L. John Witters, O. C. Garritt, John Lindemulder.

Decoration—Gordon Barber, Hubert Daane, Chas. H. Cline, J. A. Mull, J. C. Andre.

Guy W. Rouse, Manager of the Worden Grocer Co., is expected back to-morrow from a three weeks' trip to Europe, which included brief stops at London and Paris. Some of Mr. Rouse's friends are anticipating no end of fun on his return on account of the mistake made by his banker in overlooking the signature to the letter of credit he procured before starting for the other side. The omission was discovered by S. A. Sears, who happened to be in New York at the time, and Mr. Rouse had it rectified in time to prevent himself and associates from being stranded in Europe.

The Worden Lumber Co., which has an office in this city at 515 Michigan Trust building and carries on its operations at Bundy, Wisconsin, has increased its capital stock from \$100,000 to \$150,000 and changed its name to the Bundy Lumber Co.

The American Improved Box Co. has leased the factory at 423 Straight street and will begin operations there in about Dec. 15. Power will be supplied by a 20 horse power motor, which will be installed by the Grand Rapids Muskegon Power Co.

The A. F. Burch Co., which conducts an upholstery and furniture repairing store at 17 Park street, has increased its capital stock from \$10,000 to \$20,000.

E. H. Luce, who is engaged in the grocery business at Lawrence, has opened a branch store at Decatur, purchasing the stock of the Worden Grocer Co.

Bretz & Compton, formerly of Stanton, have engaged in the grocery business, the stock being purchased of the Worden Grocer Co.

The Grocery Market.

Sugar—Raw sugars are just about steady, but the market would decline were it not that refiners are now working on high-priced raws and will doubtless hold the market up until these are gone. Refined sugar is unchanged and in light demand.

Tea—Prices are fairly well maintained, but the general market can be said to be more in favor of the buyer than the seller. There will probably be no active buying before January.

Coffee—Owing to large speculative movements and continued heavy receipts prices are easy and the general tone depressed. There must, however, be some little strength to the undertone, or the market, with all the knocking it has gotten, would have declined even farther. Actual Rio and Santos coffees are unchanged and in moderate demand. Mild goods are steady and unchanged. Java and Mocha are steady at ruling prices.

Canned Goods—Gallon apples are rather scarce and the market is firm. Jersey Keiffer pears continue in demand and Southern goods are fairly active at the previous quotations. Peaches of all kinds are scarce, with a continued demand for lemon clings. According to some authorities the strong position maintained by Southern packers of tomatoes is based upon an actual scarcity of stock that will measure up to the requirements of a full standard article. The demand seems to be wholly on the hand-to-mouth order. There is no change in the corn situation. Buyers are looking for bargains, but reject most of the cheap offerings on the score of quality or the presence in the goods of preservatives, which may make it difficult if not impossible to dispose of them when the national pure food law takes effect. While there is more or less inquiry for peas the light offerings and the comparatively high prices demanded by those who have any to sell restrict business. Spinach has advanced. No gallons are to be had in Baltimore. There is not much demand for red Alaska salmon, but the market is steady. Other grades of salmon on the spot are scarce and hardly quotable. American sardines are moving slowly in small lots, but in view of the short pack and the very small stock remaining unsold the market is firm.

Dried Fruits—Apricots are very high and scarce. Currants show no further advance, but the market is strong. Seeded raisins have jumped another notch and the coast quotation for fancy seeded is 9½¢. The Eastern market is about the same, meaning that the East is about the amount of the freight lower than the Coast. All told, the seeded market is showing an advance of 3½¢ per pound from the lowest point. Loose raisins have about kept pace. The market looks very strong, but as the main buying season ends with the holidays, there may be a slight decline after the first of the year. Apples are advancing and 8¢ is now asked in 25-pound boxes in a large way. Prunes on the Coast range from 2¼¢ @ 3¼¢,

the latter figure being about bottom for Santa Clara fruit. The spot quotation for 40's in a large way is 7¼¢, and so on down. The general prune situation is still very strong. The demand is good, but chiefly for the larger sizes. Peaches are slow, but the supply is limited and the market strong.

Rice—There are no new features of new interest to report in connection with the situation. The undertone remained firm, with rather limited stocks. The south reported moderate business and a firm market, with the mills having continued difficulty in securing sufficient supplies of rough.

Syrups and Molasses—Compound syrup is unchanged and in slow demand. Sugar syrup is unchanged also and in light demand. Molasses is high, mainly by reason of the pure food conditions. Fancy pure molasses is scarce and commands a premium. Not a single Louisiana planter will guarantee his product to comply with State food laws. They will go no farther than to warrant compliance with the Federal law.

Provisions—The prices of live hogs continue very high and the supply is light. If there was any demand for smoked meats the price would doubtless be higher. Pure and compound lard are firm and unchanged. Barrel pork is firm and unchanged. Canned meats are unchanged and dull. Dried beef is in fair demand at unchanged prices.

Fish—Cod, hake and haddock are firm and unchanged. Hake and haddock are relatively higher than cod. The warm weather of the past week has greatly interfered with the demand. Salmon is steady and unchanged. The fish situation is about unchanged. Practically the only business doing on mackerel to-day is being done on Norways, which are still high and in small supply. Irish mackerel are very scarce and everything obtainable is taken at full prices. Shore mackerel are in very low supply. Domestic sardines are firm and quiet. French sardines are firm and scarce. Norwegian sardines are steady at ruling prices.

Wm. Judson has returned home after a week's absence, during which time he attended a convention of the wholesale grocers of Minnesota and the Dakotas at St. Paul and also a convention of the wholesale grocers of Kansas, Missouri, Arkansas, Texas, Oklahoma and Indian Territory at Kansas City. At the St. Paul convention Food Commissioner Slater, of Minnesota, assured the wholesale grocers that he would take immediate steps to have the Minnesota statutes governing the sale of foods amended to conform to the National law, and the Kansas City convention placed itself on record by resolution in favor of the same course by the Southwest States.

Conklin & Eason, grocers at Ravenna, have dissolved partnership. Mr. Conklin continuing the business and Geo. E. Eason engaging in the grocery business in his own name. The stock was purchased of the Worden Grocer Co.

CIVIC IMPROVEMENT.

Some Features Which Grand Rapids Should Adopt.*

Your Committee on Municipal Affairs, charged with many and varied duties, begs leave to report some steps of progress since your last meeting. At best, the largest portion of our work is not of a character to be reported in a formal way to your body, for it is the unconscious influence of the men of our Committee, who have caught the spirit of our endeavor and are exercising daily an influence upon the affairs of our city which is far-reaching and of a value not to be computed in addresses or reports.

First of all, in behalf of our Committee, I wish to express our gratitude for the privilege of interesting ourselves through the medium of your body in matters of moment connected with the progress of our city. We ourselves are better and more useful citizens because of the work we are striving to do.

The Committee on "a Better Governed City" has a number of things which are on the eve of developing into a report for your Board. The special Committee on the Smoke Nuisance, consisting of H. M. Reynolds and F. V. Davis, through Mr. Keeney's Committee on "a Cleaner City," has prepared a very full and valuable report, which we have not been able to consider, but which will be a matter of careful deliberation before the next meeting of your body, as a result of which something clearly defined, which stands for the opinion of our Committee, will be presented to you for final approval by the Board of Trade.

Lee M. Hutchins' Committee on "a More Healthful City" will in the near future have something of importance to communicate concerning food adulteration, pure milk and good meats. One of the sub-committees, having in charge the matter of city wells, presented a report with resolutions, which was approved by our Committee and which later in this report is presented to you for final approval by your body.

The Committee on "a More Beautiful City" lost its chairman, Irvin Butterworth, and John B. Martin was appointed as his successor. Mr. Martin takes up the work with the same enthusiasm and earnestness of purpose and equipment for the work which characterized Mr. Butterworth's administration. This Committee has done the most active newspaper work of any of our co-workers. The members are agitating, in season and out of season, the abatement of nuisances and beautifying the city by subtraction as well as addition. It is interesting to note that through the efforts of Mr. McCallum and his associates a number of disreputable places have been cleaned up, the flagrant abuse of advertising upon city poles has been diminished and many people have been influenced to do effective work in cleaning up as a result of this quiet campaign. It is astonishing to

note how many people are having their observation quickened with regard to unpleasant sights and smells and noises. We are gathering a collection of photographs, which will be of real value in the prosecution of our work, and a resolution concerning a method of furthering this work I am happy to present as the result of the united action of our entire Committee.

The Committee on "a City of Convenience," presided over by S. H. Ranck, has been actively working upon several matters, the most important of which is the block system of house numbering. When this matter shall become perfected it will have the approval of our entire Committee and will be brought to your attention in a definite form with recommendations. We shall hold, in the near future, a special meeting of our Committee for the purpose of considering this and the report of the Committee on the Smoke Nuisance, after which a formulated report will reach your body.

At the suggestion of the officers of the Board of Trade a delegation was selected from our Committee to visit the convention of the American Civic Association, which convened in Milwaukee a short time ago. This delegation consisted of J. B. Martin, S. H. Ranck and F. V. Davis. These gentlemen returned full of enthusiasm over the deliberations of the convention and made a very full and attractive report to our Committee, which will, undoubtedly, appear in the printed transactions of the Board of Trade. It is too lengthy for me to incorporate in this report. Suffice it to say that the work of the American Civic Association is along the lines of the activities of our Committee, and the experience of the awakening in other cities and the accomplishment in many of them is calculated to fortify us in our attempts to make Grand Rapids in every way a more satisfactory municipality. The delegation was greatly pleased with the method in which Milwaukee has utilized its lake shore and river border for park purposes, its success in reducing the smoke nuisance and the very satisfactory building devoted to interurban traffic and other purposes. The public bathing establishments have proved an unqualified success and the library and museum building was commented on very favorably.

In the proceedings of the convention one of the most interesting things brought out was the effective annual art exhibit held at Richmond, Indiana, which brought together more than a hundred thousand dollars' worth of art treasures for the enlightenment and education of the people along art lines, and this done as a matter of public spirit. The success attending the cleaning-up days in many states, gathered from reports of the convention, led the Committee to believe we could follow this matter up in our own city. A feature of the convention was a brief illustrated address on "Milwaukee and Its Attributes." The Committee recommended that some work of this kind should be undertaken through our Board of Trade

for our own city, so that when any large convention shall meet here we can be ready with a brief address illustrated by the stereopticon, not only to add charm to the meeting, but to acquaint visitors with the most important things to see in our city.

In order to condense the matters which have been approved by our Committee and are turned over to you with the recommendation that your body shall adopt them, I place in the form of resolutions a number of matters and ask that they be adopted by the Board of Directors:

1. In support of the movement on the part of city authorities to reduce the danger of well contamination by compelling people in the down town districts to connect their buildings with the sewer system, we urge that many thousands of our citizens obtain their entire water supply from wells, and that these wells are liable to contamination from cesspools and closet vaults, thus increasing the danger of the spread of contagious diseases and consequent injury to health and loss of life. This danger is not confined to the down town districts, but is everywhere present within the area of the city; therefore

Resolved—That the city authorities be urged to at once, or as soon as possible, now and in the future, compel owners of property to connect all cesspools and closet vaults with the public sewers in all localities within the city to which the sewer system reaches.

2. Inasmuch as the city of Grand Rapids is rapidly forging to the front as a convention city and the opportunities are increasing for advertising our city as a business center and as a desirable location for homes, the responsibility is upon us to place before the visitors to our city, in as attractive a manner as possible, the alluring features to which we lay claim; therefore

Resolved—That the officers of our Board of Trade are hereby requested to gather as rapidly as possible a set of stereopticon slides, to be used in bringing before the public in an effective way the strong and beautiful features of our city, the same to be used as occasion may require in connection with the efforts of our Board to further the interests of the city.

3. Resolved—That our Board of Trade should become a member of the American Civic Association, that we may receive all of the reports and documents and printed matter issued by that Association in connection with its work, for the use of the various committees of this Board and for permanent custody in our working library.

4. As a result of the agitation of our Board of Trade in connection with the posting of bills and notices and campaign pictures conspicuously to the detriment of the beauty of our city, it has been ascertained that there is an ordinance forbidding the pasting of notices of this kind and advertisements of any kind upon the poles belonging to the city; and it has also been observed by many of the members of the Municipal Affairs Committee, who have had this

matter in mind, that the city itself has been using its poles in apparent defiance of the text of the ordinance. For the purpose of ascertaining the exact legal responsibility in this matter,

Resolved—That the Secretary of the Board of Trade is hereby directed to address a respectful communication to the City Attorney, asking the official opinion as to the obligation of the city authorities in setting aside an ordinance relative to the posting of bills on city poles by the posting upon them of election notices and other communications to voters and taxpayers, and if the Common Council has a right to discriminate in this matter in favor of the city as against individuals who may neglect to observe the provisions of the ordinance.

5. One of the most attractive features of our city is the variety and thrift of the trees planted for shade and for ornament along the borders of the streets and avenues. It is noticeable that a considerable proportion of these trees have, through carelessness and lack of protection, been permanently injured by the carelessness of people in allowing horses to destroy the bark and the limbs and in other ways to mutilate them; therefore

Resolved—That the owners of property who have been thoughtful enough to embellish the city through the planting of trees on the borders of the street are respectfully requested to provide appropriate and comely hitching posts for horses, and in cases where danger of mutilation exists through the narrowness of the lawn border, to employ protective devices of an artistic style and character as a means of saving the trees from damage.

Your Committee was delighted to know that the officers and Banquet Committee had decided upon a plan for the annual meeting, which has in view the bringing graphically before our entire body the work we have been trying to accomplish through the various divisions of our Committee, and we pledge ourselves to aid in every possible way to make this method of education a success.

Elektron, a New Element Discovered.

It is reported that J. R. Rydberg, a Swedish professor, came to the conclusion that there must be an element having less atomic weight than any element heretofore known, in fact, only a small fraction of the atomic weight of hydrogen. It is thought that the consequences of this will be very important, and will lead to the discovery that metals are not simple elements, but are composed of electrons. It will follow, also, that electron—as the new element is called by Professor Rydberg—is a universal gas, which at all events forms an atmosphere which prevails throughout our solar system. It is also expected that the new discovery will lead to full scientific explanations of many things which up to date have remained doubtful or unexplained, as for instance, the magnetic storms in connection with the sun-spot periods, the northern lights, the terrestrial magnetism, etc.

*Report read by Charles W. Garfield, chairman Committee on Municipal Affairs, at November meeting of the Grand Rapids Board of Trade.

PERSONAL RECOLLECTIONS

Of the Presidential Campaign of 1840.

Written for the Tradesman.

It is very common to read in the newspapers or hear public speakers declaim against corruption in the conduct of political campaigns, comparing them unfavorably with the political methods of two generations ago, drawing the unjust conclusion that the people have lost that nice sense of morality they possessed in the early days of the Republic and declaring that public morals in the business of public elections are on the decline.

That such conclusions are erroneous a true history of the campaign methods used in the presidential election of 1840, recorded by one who "mingled in the fray," will go far to prove:

This bit of history would be incomplete without a brief mention of the two candidates: Martin Van Buren was the candidate of the Democratic party for re-election. He was known to be a crafty politician. His previous administration had disappointed many of his party friends and, besides, his political methods were known to be held in contempt by that grand old hero of New Orleans, who once said of him that he was the "greatest political scoundrel in the United States except John C. Calhoun." This apathetic feeling lost him the support of the united democracy and left them unprepared to meet the whirlwind of wild enthusiasm that met them on the threshold of the campaign. The Whig party put in nomination General William Henry Harrison, the hero of Tippecanoe, relying for success upon his military record and the fondness of the average American citizen for hero-worship. In this they were not disappointed. He was a grand old man. Without claim to statesmanship or education in diplomacy the nomination was forced upon him. The excitement of the campaign, together with the hardships of military life, and the infirmities of old age were too great a strain upon an enfeebled constitution and Death claimed him as a shining mark six weeks after his inauguration.

The tidal wave of enthusiasm that followed his nomination was unparalleled in political history. From the very start all discussion of vital principles dividing the two great political parties was forgotten, or if remembered was entirely ignored and only the grosser passions were appealed to. Hard cider and whisky, coon skins and log cabins were their emblems. Every little village had its log cabin with its coon skins nailed to the gable end; every political gathering in the rural districts was distinguished by its barrel of hard cider on tap, and bonfires blazed to light the orgies and gather in the youth of all parties for miles around. Ribald songs were sung by tipsy singers.

"For Tippecanoe an' Tyler, too,
With them we will beat Little Van.
Van is a used up man!"

Unbridled passion ruled the hour,

even in the rural districts. At the mass meetings held just before the election pandemonium broke loose. These were usually held at the county seat. I recall one held at Canandaigua. It was announced that William H. Seward, then Governor, Francis Granger and other distinguished orators would be present. The crowd came into town in wagons drawn by four and sometimes six horses—wagons geared out to carry from twenty to forty persons each, with a miniature log cabin, the inevitable raccoon (skinned or alive) and a keg or barrel of hard cider. I recall particularly one turnout that came from the lumbering district at the head of Canandaigua Lake: An extensive lumberman by the name of Davis built a log cabin, upon trucks constructed for the purpose, the size of a pioneer settler's first home. It was drawn by twenty oxen and was fitted up as a smoking and drinking room to accommodate a crowd of one hundred enthusiastic shouters for Tippecanoe and a fife and drum band composed of veterans of the war of 1812. This cavalcade had started from Naples, twenty miles away, the night previous, arriving at Canandaigua at noon the day of the meeting, singing for "Tippecanoe an' Tyler, too," in true bacchanalian style. To say that the night of that day was made hideous would be putting it mildly. It was the wildest I ever witnessed.

With a political campaign thus conducted what could be expected of the morals of an election? Boys of 15 were noisily betting boots and hats on the result. Petty bribery was common. The saloons were wide open and voters were led singly or in squads from the barroom to the polls and voted as their keepers directed. There was no system of registration and repeating and importing voters from one ward to another in the large cities was a common practice, both parties indulging in it by common consent. Political machines, bosses and rings were as common then as now, only upon a smaller scale. In the eastern part of New York Tammany Hall and the Albany regency were all powerful factors, while in the western part Joe Jonas and company, composed of Joseph Garlinghouse, Jonas M. Wheeler and Francis Granger, of Ontario county, and Millard Fillmore, of Buffalo, could give any corrupt political machine in Michigan the best cards in the pack and then beat them blind.

The corrupting influences that bear upon legislation from railroad corporations and other forms of consolidated capital were not apparent because they did not exist, but in smaller matters, in the way of graft and petty official plundering from the people's treasury, they were as ripe then as now.

I believe that if the present laws governing elections as safeguards of their purity are rigidly enforced our elections will be subject to less criticism than at any former period in our history.

W. S. H. Welton.

Growing Demand for Cement Shingles.

Saginaw, Nov. 27—Wickes Bros. are now receiving from ten to twelve enquiries a day about their cement shingle machinery, and these come from all parts of the world. Among the foreign enquiries of the past week was one from Natal, South Africa, and domestic enquiries included many of the states, while Canada, Alberta and Saskatchewan, British Northwest, were represented.

The local cement shingle industry is in a very flourishing condition, and this new roofing material is winning much popularity. The plant of the United States Cement Shingle Co., located here, has been running all summer to its full capacity and yet has not been able to fill all orders. It is now shut down for the winter as cold weather, under present processes, is not favorable for cement shingle manufacture.

The day of the cement shingle is being hastened by the increasing scarcity of good wooden shingles and the high price of first class slate shingles. A first class cement shingle, with a guaranteed life of twenty-five years, costs no more than the best grade of wooden shingles. Slate shingles do not allow for expansion and contraction. The cement shingle makes such allowance. It is easily attached, can be cut in any form desired and gets better as it gets older.

It is difficult to state accurately what the life of a cement shingle is, but it probably will last as long as any building on which it is used, even although the structure be of brick or stone. The United States Cement Shingle Company is now conducting some experiments with new materials that, if successful, will greatly reduce the price necessary in making cement shingles and thus enable manufacturers to vastly increase their output at lessened expense.

There are probably over 100 handsome residences in this city now roofed with the local cement shingles. The Germain Temple of Music was this year reroofed with them, and they will be used next season on many important buildings. A fine class of tiling is made on the same machines.

Utilizing Materials Formerly Thrown Away.

Bay City, Nov. 27—The Bay City Chemical Color Co., the latest institution secured for this city, started up its plant last week and is now manufacturing mineral and coal tar colors, several forms of shellacs, and glass and rubber litharges.

This concern is the third in this city founded solely upon the utilization of waste products. It uses as its principal stock waste materials from saw mills and one of its principal sources of supply is the waste oil and other fluids from the W. D. Young Chemical Co.'s plant.

The Young plant manufactures wood alcohol in immense quantities from waste flooring, etc., while from the residue made in the distillation of wood, etc., the Bay City Chemical Color Co. is now making brilliant coloring bases of all hues.

Sulphuric and other acids are used largely in the reduction of the stock materials and some of the finest examples of the commercial uses of both synthetic and analytical chemistry are performed in the producing of the pure colors. While the same product is being manufactured elsewhere the process and the materials used constitute a new method of manufacture.

The company has installed an independent lighting plant and the most modern machinery and apparatus. Immense retorts, to cover a space over 200 feet long, are now being built.

Deputy Commissioner of Labor R. H. Fletcher has furnished Secretary Cutting, of the Board of Trade, with a list of factories inspected in this city thus far during 1906. The report shows a gain of twenty-nine factories, employing over 700 men, and an increase in daily wages ranging from three to twenty-five cents. The total number of factories now in this city is 335 in the report. This does not include the new chemical company and two smaller shops.

Easing Up in the Car Stringency.

Flint, Nov. 27—During the past week there has been a slight easing up in the car stringency which has been the occasion of much embarrassment to the local manufacturers for the past six weeks. At the several plants the forces of employees in the different departments are being gradually restored to their normal status, following a reduction in the number of workmen as well as in the working hours consequent upon the continued shortage of cars.

While the ordinary box cars have become more available, however, the famine is still in full force and effect so far as the forty-foot cars are concerned. As these are necessary in the shipment of vehicles to the Pacific coast, orders received from that section of the country continue to be held up to a serious extent. Business in all lines of local industry is at high water mark in spite of the car situation, and with this obstruction removed the manufacturers are looking for a banner year.

Operations at the new plant of the Weston-Mott Co. are now well under way, with a force of about 100 men. Since the removal of the company to this city from Utica, N. Y., a large number of the old employees of the concern have followed it to this city, and others will come as the company gets in shape to take on additional hands. The latest delegation to reach here from Utica, consisting of a dozen former employees of the company and their families, put in an appearance yesterday.

Practically the Same.

Mrs. Kawner—Do you get pasteurized milk?

Mrs. Crossway—I asked the milkman about that, and he said they had to keep the cows in the barn, of course, but they fed them fresh hay, and that's just about the same thing, you know.

Many a dog is stolen for his collar.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, November 28, 1906

FAITH IN OURSELVES.

There is no city having a public welfare organization which has a better membership, which operates more harmoniously or which, under the circumstances, produces more or greater results than does the Grand Rapids Board of Trade. And the Tradesman yields to no publication as its superior in loyalty to that organization. Because of that devotion, because of its sincere desire to aid in every way to increase its usefulness, the Tradesman takes issue with the Board of Trade on the subject of offering liberal material inducements to industrial enterprises to locate in this city.

Commending, most sincerely, the splendid work constantly being done by our Board of Trade in looking after and improving conditions as to transportation, public improvements, the jobbing and the retail trades, the securing of conventions for our city, and all the rest, the Tradesman believes that the value of that organization may be very largely increased by a change in its policy as to giving money or real estate considerations in the effort to increase our industrial equipment. And we believe our position is well taken: First, Grand Rapids is handicapped by reason of not being on a trunk line railway; next, Detroit, Chicago, Milwaukee, Indianapolis, Toledo and Cleveland are in the market for new industries and are ready to give cash or land to secure them.

"Any industry seeking a bonus of any kind is not worth going after," is correct, as a rule, but it is the exception to the rule that the cities named are seeking and finding, and it is that exception which Grand Rapids should be after. All public welfare organizations are willing to consider propositions from industrial enterprises seeking a location, all are ready to extend "the glad hand," to wine and dine the representatives and "show them around." All do this and go so far as to take up and carefully investigate and report upon all cases coming to them for consideration. Once in a very great while an industry is secured in this way because of some one or two specific and peculiar reasons which are unique to the town thus favored; but it is the town which "puts up" that gets the large

and good things. True, they get bad investments once in awhile. So does every investor, no matter how carefully he proceeds.

The Tradesman believes that a little serenely intense discussion of this matter, with an utter absence of bigotry, narrow mindedness and financial fear, would result in benefit not only to the city at large but to our excellent Board of Trade. Of course, the chief essential—well, what is it?

In the estimation of the Tradesman it is not cash. First, there must be a full appreciation of the value to our city of every new industry located here. Next we must be equipped for instantaneous, wise, sincere and enthusiastic effort whenever an opportunity to secure a new industry presents itself. Then there must be no bickerings over where in our city an industry may desire to locate. Finally, assured as perfectly as the judgment of our most skillful business men can assure that the proposition is worth our while, we must be ready and willing to "pay the fiddler." Expensive? Yes. Uncertain? Yes. So are all ventures in business. We must have faith in ourselves and in our city. That is the chief essential.

WATCH US GROW.

Forty years ago the city of Big Rapids was available to Grand Rapids only after an all-day, wearisome stage ride over corduroys and other elegances of the State road just completed. Traverse City was in land locked isolation, with free and ready access to the outside world possible only during the seasons of navigation. Cadillac was not on the map—not even its predecessor, known as Clam Lake. There was no Lake City, no Kalkaska, no anything municipal in that direction.

Forty years ago Plainfield, Laphamville, Grattan Center, Newaygo, Cedar Springs and the scores of lumber camps scattered through the wilderness were the rule to the northward, and experienced upright men, skilled as land lookers and real estate experts, predicted that Grand Rapids must look to the East, South and West for its support; that with the wooded tracts "lumbered off" a veritable desert would remain.

Only a trifle less than a century ago Government surveyors reported practically the same thing as to the entire State of Michigan, and during the great immigration rush to the Wolverine State from 1836 to 1840 the hardy pioneers who left their New England home were mournfully parted with as reckless adventurers going to Michigan to court and die of fever and ague. The entire State was a swamp with back-water setting in from Lakes Michigan and Huron, fit only for muskrats, high bush huckleberries and horse thieves.

What will be the situation forty years hence? All along the G. R. & I. and the Pere Marquette are as fine farms as can be found in Michigan—an entire State of splendid farms—all developed during the past forty years. Bustling, energetic, well-built cities and villages have supplanted the lumber camps; magnificent

orchards, gardens, fields and meadows yield their annual contributions to the country's wealth, trappers, rifles and axes have given place to artisans and their tools. Banking offices stand where cook shanties once held sway and the old tote roads are followed by well-paved streets, sidewalks and sewers.

During the recent visit of the Supervising Architect of the United States Treasury Department to this city, S. M. Lemon told that gentleman that the new Federal building in Grand Rapids must be planned to accommodate a city of a quarter of a million of people within the next quarter of a century. And there have been people who have, since that remark, called Mr. Lemon a visionist in this respect.

Let's see about it: Statisticians state that, once a city attains a population of 50,000, it never grows smaller; that the percentage of increase in such a population's growth is 3,500 per year; that a city of 75,000 population increases 5,000 a year; that a city of 100,000 population increases 12,000 a year. If this ratio of increase is applied to Grand Rapids with its present 120,000 population, Mr. Lemon is on the safe side by a large majority. And not only that, but that vast unimproved territory between our city and the Straits will contribute a volume of business to Michigan's western metropolis more than quadrupling the present income from that direction.

A PARAMOUNT ISSUE.

Someone has said that "it is time lost to live in the past;" and somebody else has remarked: "We learn from the past how to live in the future." Neither observation is particularly valuable because that which seems to be an essential in human nature compels each person to work out his or her own salvation. We will not, at least we do not, profit as we should from the experience of others.

This week the Michigan State Forestry Association is holding its annual convention in this city, with men and women present who are prominent as advocates and defenders of the science and practice of forestry in the matter of rehabilitating the jack-pine barrens of Michigan. They are studious, energetic, persistent and enthusiastic in their advocacy of the righting of our great wrong inflicted upon our commonwealth by those who have ruthlessly stripped Michigan of the finest forests on the footstool, and they are determined to end the present-day swindling of innocent purchasers of absolutely worthless territory, who are led by unscrupulous speculators to believe that they are buying good tillable farm land. The chief obstacle of these reformers lies in the public land laws of our State.

Their case was made out years ago, so that any fair minded, generous and patriotic citizen could clearly understand it and, comprehending, could not but give his support to the cause. The revelations on both sides of the question came from the past. The reformers had been compelled to live in that past and, probably because of

that fact and the additional fact that selfishness remains as a dominating force in human affairs, they have been dubbed idealists, revolutionists and "cranks."

All reformers are "cranks," to use the vernacular, and necessarily so. They are investigators in the practical sense; they are students who dig deep and experimentalists who are brave. Each new turn in their proceedings may overturn all previous results for which they have striven, and yet they go on determined to locate permanently the absolute truth. They do not fear disaster in the working out of their own salvation.

Before many weeks the Legislature of Michigan will assemble at Lansing. Popular opinion has been wrought to that point where it believes that the most important matter to come before that body will be the election of a United States Senator as the successor to Gen. Russell A. Alger. That is an important matter, but however it comes out the successor and the co-ordinate results of his election will be absolutely forgotten when the practice and science of forestry will be paramount as a factor in the general welfare of our State.

That which will live longest in the proceedings of the Michigan Legislature this winter will have no relation whatever to the election of a United States Senator. The tragedies of Thomas W. Ferry's defeat and of Zachariah Chandler's sudden taking off in Chicago have no interest whatever to those most active in the affairs of our State to-day; while, on the other hand, every taxpayer is interested in the almost criminal indifference—the wretched incompetency of our State government the past thirty years in its handling of the public domain. All of these records are from the past and the legislator who fails to acquaint himself with the present forestry situation in Michigan and with the records which tell the story of that situation will commit an unmistakable and irreparable political blunder.

Another instance of a hunter mistaking a man for a deer extends the already long list of these casualties. It would certainly seem as if some way could be devised to prevent these accidents so many of which result in death. The dangers of the woods in the autumn are enough to keep hundreds at home. Too often a human head or shoulder is made the target. If those who hold the guns would only be sure before they shoot there would be less peril, but somehow no warning seems to be sufficient. But this is not the only peril at this season. The high power rifles which send the projectile so swiftly that it can kill what it hits a mile away create a new and serious danger from stray bullets. The hazard on this account is by no means what it is from mistake as to the mark. There is no pleasanter place for many people than the woods and no finer sport than hunting and those interested should devise some scheme for lessening the liability of accident.

STORIES OF HUMAN NATURE.

Attempt of the Well-Intentioned Young Man.

Written for the Tradesman.

A man who had given some little study to the labor question in its many phases concluded that it is altogether wrong for women and girls to go outside their homes and earn money. As he expressed it, "If these deluded females would just stay where they belong, in the sheltered homes where God has placed them and wants them to remain, then the positions they are occupying in stores, offices and factories would be filled by male help who would get larger pay for the work. Men who have been crowded out of these places would then have well-paid employment. Such as have families would be enabled to support them in comfort. Single men could and would marry. Young ladies, instead of toiling through endless weeks and months for a pittance barely sufficient to keep soul and body together, would be well supported by their fathers, till such time as they should step into pleasant homes of their own."

The man about whom this is written was not, of course, the originator of these ideas. Numberless people have had the same convictions, but he was more deeply exercised about the subject than most are and being a well-intentioned fellow and also young, he set out to show people this error that seemed to him so obvious and produce a reform.

He began with employers.

First he secured an audience with the proprietors of a large department store. Enthusiastically he laid before them his plan of dismissing all the women and girls and filling their places with men at higher wages. For a moment his hearers were dumbfounded. Then one of them got his voice.

"We can't do it. We have to compete with other firms that pay their help about the same that we pay ours. We couldn't sell goods at the prices we should have to charge if we employed only men."

Not dismayed by this failure, our hero talked next with the head of a large manufacturing establishment from which a long column of women and girls poured out every night with the closing whistle. The reply was prompt.

"So long as we can get the women and girls to work, we have to employ them. It isn't a question of whether we want to or not. We must sell our products in competition with those of other factories where women work. We can't put in men and give them bigger pay. If you can persuade all women and girls to quit wage-earning, then a readjustment would be necessary and we should have to employ men and boys or not make goods. As things are now, we can't make the change you suggest."

Our young man talked with another manager, who took the matter as a huge joke and laughed loudly.

"I'll tell you, you just convince all the other employers of women in the whole blessed country to quit hiring

them. We'll hire men in their places just as long as the rest will."

Seeing that he was making no headway with the employers, our friend determined to present his arguments to the women themselves.

The first one to whom he talked was a married woman, working in an office.

"I should like to stop for I am very tired and besides I am needed all the time at home. But I just can't. My husband is too sick to work and we have two children. It would not help us, anyway, if he could get this position at a higher salary than I am paid for he is not able to fill it. He earned good money as long as he could work."

The young man next got the attention of a young lady who sat at a machine in a factory. She listened closely to all he had to say for she was more thoughtful and intelligent than most of her class.

"I do not see that I can quit work," she said when he had finished. "I live at home and am the only one of the family who is earning except father. The younger children are in school. My father is a carpenter. It wouldn't give him more work nor better pay, were I to stay home and earn nothing. As it is I make my own living and help clothe my sisters."

The plan was next presented to a young woman who had a pleasingly frank and vivacious manner.

"You are just right. I don't mean to work in this noisy greasy old hole a day longer than I have to. Just as soon as Dick gets his promotion, we are going to be married. I am going to keep on working till he gets the raise for I shall want some pretty good clothes and I should like to buy some little things for the house with my own money. I don't know whether your plan would work very well or not," she continued doubtfully. "I am quite sure if I had staid at home and worn old clothes as I should have had to do that I never should have gotten Dick. He just wouldn't go with a shabbily dressed girl."

As a final attempt our friend tried to persuade to his way of thinging a women past forty who had worked for the same firm twenty years, and by faithfulness and ability risen to a good paying position.

"You want me to give up this place which I hold as a result of putting in the best years of my life in the service of this firm, in order that some man may have it. If it were given to a man, which is not probable, then if he were married, he would, of course, very properly devote his earnings to the support of his family. That wouldn't help me any."

"But if he were single"—protested our young advocate.

"He probably would not be at my feet with a proposal," laughingly replied the spinster.

"When you suggest that I give up a good-paying job in order that some young and pretty woman may get a husband, you are asking too much of human nature. I may as well say

that I flatly refuse to do anything of the kind."

The young man returned home and went to work. He had not changed the opinions of one human being but he had himself been convinced of an important truth which is this—A theory may seem very plausible and very strong and it may still be impossible to get people to adopt it in actual life.

Quillo.

Another Wail From an Old Bachelor.

The modern young man is inveighed against by the hostesses of to-day for many reasons. Crystalize them, and you will find that they consist of only two; he has sporting instincts and he is poor.

Just as a man will not go out shooting if he may never under any circumstances hit anything; just as he will eschew fishing if he is not permitted to catch a fish, so in precisely the same way he avoids the dance, the dinner, and the afternoon tea, because he knows that they can all lead to nothing.

The language of the eyes, the whispered soft nothings, the palm-covered sequestered nooks, only pave the way that leads to marriage. And our young man, just because he is a sportsman, just because he knows that for the present marriage is beyond his reach, hesitates to raise hopes in a young feminine heart, hesitates, too, for fear of finding himself on the brink of the matrimonial abyss, which at so early a date can only bring ruin to his own career and that of the woman he may learn to love.

For one man who can afford to marry under thirty years of age there are ninety-nine who can not; and it is the ninety-nine, not the one, who would make the partners of the ballroom.

"I wonder how many maidens of to-day realize, amid their inane round of social gaiety, the wonderful, inestimable value of a wife's sympathy and co-operation; how its presence may take a man soaring to the heights over every difficulty, every danger, every obstacle; how its absence may drag him down, down to the lowest depths, whither he would never have gone alone?"

The majority of us are poor, with our living to make, and our names to write—if only in tiny letters—somewhere on the scroll of fame. It

is not that we are ungallant; it is not that we do not admire these butterfly maidens. But "hope deferred maketh the heart sick;" and to begin a flirtation at twenty-five, with the prospective bride of one's fortieth year does not appeal to many of us.

If, then, matters are to be mended, if ballrooms are to be filled and dinner parties patronized, the maiden of to-day must descend from her lofty pedestal, or, at least, make clear to us that the steps which lead to her feet need not be paved with gold. Let her take her young life, at any rate, as seriously as we do ours. Let her realize that she, too, has a career before her which, though domestic and unworldly, is none the less important. We want her and she wants us—Nature has so ordained it. But, alas! we can not submit to her motto: "You pay, and I will look pretty."

These strenuous times will not permit it.

And why?

Because the fiat of society has gone forth that a wife must be a luxury; and luxuries are not the lot of the average young man.

And here, forsooth, are hostesses grumbling because we struggling clerks, striving doctors, hitherto briefless barristers, underpaid school masters, are not eager to marry! It is not as if these embryo brides were of the kind to help us in our upward struggle.

Such ladies must be kept in that station of life in which it has pleased God to call them; and, indeed, they are fit for no other. They can not sew; to cook they are ashamed. They are completely ignorant of the proper organization of a household; their experience in dealing with servants they propose to buy at the bridegroom's expense.

In fine, the sum total of their attainments consists in a limited knowledge of the rules of bridge and a distant hope of succeeding in golf.

Meanwhile, their parents sit with folded hands, smugly satisfied with their brilliant offspring, hoping for the modern young man to come along and offer—if we may compare so delicate a subject to business—their daughters a position which commands an enormous salary, and for which they have had no training and no experience.



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.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 24—The World publishes an illustration of some food products with the price printed on each, as compared with the prices a year ago, and almost everything is from 10 to 40 per cent. higher. By implication the grocer is to blame for the advance. The prices given as those prevailing are absurdly high and it is doubtful if prices taken together are any higher than a year ago. Turkey is given at 40c—a price that must have taken a great deal of time to secure. Mince pies are marked up from 60c last year to 80c this season; eggs from 35c to 40c, and so on through the list. They have nothing to say about flour, which is cheaper, because this would be "agin" their policy, which is to "knock the trusts."

The spot coffee market seems to be a waiting one. Perhaps after Thanksgiving there will be a revival, but at the moment dealers are pretty well supplied and are taking only small quantities to keep assortments unbroken. The crop movement is tremendous, as receipts at Rio and Santos from July 1 to Nov. 22 aggregate 9,545,000 bags, against 6,712,000 bags during the same time a year ago. In store and afloat there are 3,932,346 bags, against 4,516,906 bags at the same time last year. A steady market seems to prevail for East India coffees and quotations are unchanged. Good Cucuta and other Central American and Mexican grades are steady.

Jobbers in several instances say they have had a very good call all the week for teas. Orders have come from many out-of-town points and the general situation seems in favor of the seller. Congous are still scarce and Japans, being in very few hands, are firm.

Quotations on rice are not advanced, but there is a strong undertone to the market and the demand all the week has been of an encouraging nature.

The demand for almost all sorts of spices has been active and rates are firm. Cassia, in particular, is in request, and ginger is a close second.

The molasses market shows little change. Quotations are firm and naturally the call at this season is active.

Canned goods have had a quiet week. Someway "tinned" goods do not appeal to the Thanksgiving appetite and more call exists for fresh stuff and dried fruits. Of course there is always something doing and, in the aggregate, quite a trade exists, and the general tone of the market is stronger week by week. Ninety cent tomatoes are not so plentiful as a week ago and 92½c is more frequently quoted, while some want 95c. Gallon apples are strong. Almost every variety of fruit in cans in com-

paratively scarce and brings full quotations.

Butter is very firm. Supplies are by no means overabundant so far as top grades are concerned, and the tendency is to a higher basis. Extra creamery, 29½c; seconds to firsts, 24@28c; held stock, 24@27c; imitation creamery, 20@22c; factory, 17@20c; renovated, 18@23c.

Cheese is well sustained at 13¾c for top grades of New York full cream. The demand is very satisfactory.

The week has brought little, if any, change to the egg market. The receipts of near-by stock have been light, but no further advance is to be noted. Under grades are well sustained and finest selected Western are worth 33c; average best, 31@32c; refrigerator stock, 21@24c.

Business Points of View.

A shoemaker on the coast of Maine having been asked by a summer cottager for the amount of his bill for a certain cobbling job, replied:

"It will be seventy-five cents if you pay cash, and fifty if I put it on the books."

The patron, unable to see the wisdom of such a system, asked for an explanation.

"You see," said the shoemaker with a smile, "if you pay me the seventy-five cents down I make a good profit, and if I put it on the books for fifty, I don't lose so much if you never pay me."

The above financial point of view may be matched only by a somewhat similar one which is held by a Nantucket storekeeper. One of his customers, having found that which he considered an unusually good cigar for five cents, thought he would economize by purchasing a number at a discount.

"How much do you ask for these by the hundred?" he asked.

"Six dollars," replied the storekeeper.

"What!" said the patron in blank astonishment. "Do you mean to tell me that you ask more for them by the hundred than singly?"

"I do," said the storekeeper, who, noticing the puzzled air of the other, continued: "You see, I lay in a couple of boxes at the beginning of the season and they usually pull me through the summer all right if I sell them one or two at a time. Now, if I should sell them for four-fifty a hundred, I'd cut my profit down, because some millionaires would come along and buy both boxes at once, and then I'd have to send to Boston for more, and while they were a-coming there wouldn't be anything for anybody to smoke, and there would be trouble all round. I tell you five cents apiece for the cigars is all right, and when a man has so much money that he can afford to buy a box at a time he ought to be willing to pay at the rate of six cents apiece for the luxury. I tell you, I ain't been a-runnin' this here store for nigh onto twenty-seven years without learnin' nothin'."

The fact that your creed fits you like a coat does not warrant you in making it a uniform for all men.



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.

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

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Wholesale Manufacturers of

Pure Horse Radish



Riches are a blessing

If your heart's located right.

Eat "AS YOU LIKE IT" horse radish,

'Twill put ginger in your bite.

Judson Grocer Co.

Grand Rapids, Mich.

acts as distributing agent for

WHITE HOUSE

DWINELL-WRIGHT CO.
BOSTON—Principal Coffee Roasters—CHICAGO.

COFFEE

The cleanest, most honest and genuinely highest grade straight coffee that was ever roasted by living man. There isn't another coffee canned that begins to have the record for uniformity "White House" has, nor anywhere near its exquisite flavor and smooth, slick palatableness. Pin that to your lapel.

Old Men Sometimes Strike a New Gait.

One of the worst and inexcusable errors that any worker can make is that he is too old to begin some new work. He too often is deterred from embarking in some venture by the old saw, "You can't teach an old dog new tricks." Now, according to history and to the experience of many men who are making the history of to-day, this saw should be wiped out of existence and in its stead should be substituted the more truthful and more helpful saying, "It is never too late to learn."

Young lawyers, of whom there are several hundred in Chicago, discouraged, or nearly so, because clients do not come in quickly enough, and because office rent and other expenses go along just the same whether there be clients or not, should remember that it was not until Lord Russell, of Killowen, Chief Justice of England, was 45 years old that he secured a case of any consequence. Until that time he had occupied a position just as obscure as that of hundreds of lawyers in Chicago. Henry Labouchere, the editor of London's fearless paper, Truth, retained the brilliant Russell, he won that case, and many others, and in eight years had risen to the highest legal office in the United Kingdom.

The thing that discourages so many workers who would achieve success instead of failure if they worked under proper auspices is that they have held up to them continually a recital of the great deeds that have been performed by the young. They know that Bryant wrote "Thanatopsis" when he was 18, that Dion Boucicault wrote his great comedy, "London Assurance," when he was one year older, and that Keats died at an age at which most men are just beginning to work and that he had at the time of his death written poetry that will live forever. They are told about Edison's boyish inventions and about the success that attended the early efforts of Lord Macaulay and any number of other early blossoming geniuses or possessors of talent.

Such narratives if long continued are enough to make any man who has not found himself, and some symptoms of success in himself, during his early years think that he is destined to be numbered among the also rans in the race of life. Nothing could be farther from the truth.

It is well for those workers who have not yet struck their stride to remember that the solid, substantial successes of life have come to men who have been prepared to receive them. Such preparation is not a matter of genius. It is a matter of hard work. It only is by a long process of discipline that the really valuable man educates himself to such a degree that when his opportunity comes along he is fit to grasp it and to utilize it to the fullest. There are workers in every profession, business and trade that are flashy performers, as the saying is. They accomplish results with an ease and facility that rouse something akin to envy in the souls of others who may be just as

clever but who have not the quality of being able, so to speak, to put their best goods in the show case.

But the man who does the creditable thing under great responsibilities is not the youthful genius who does easier things so easily.

When a great canal is to be dug or a transcontinental railroad laid, or a big subway constructed, or some work performed that is out of the class of the easy things it is the older man that gets the job. And he is ready for it only if he has been working in his youth.

And the things that have been accomplished by men who have passed that first flush of youth are wonderful. The true stories that there are of middle aged lawyers who have gone to Chicago and middle aged physicians and middle aged business men, too, and in a strange city, competing with men who have lived there all their lives, have carved out success for themselves—these stories are a constant inspiration to the man who wants to make a real and a lasting success. They teach him that those whom the gods delight to honor do not always get their honors and rewards before they get their gray hairs. It teaches that a little patience is a great help toward contentment and that the wise man is he who is willing to wait, undisturbed by the facile successes that come to younger men and confident that when his own turn comes he will be ready to make the best of his opportunity.

L. Warman.

What Makes a Good Pipe.

Pipes are smoked by millions, always have been, always will be, yet not one smoker in a thousand knows the elements of a good pipe. Engineers have been known to talk by the hour over the draft of their fire-boxes and never once in half a lifetime think of the draft in their pipes which they smoke hourly.

Sage attention is paid to the pipe material, all of which has little if anything to do with the qualities of a pipe, and generally nothing whatever is thought of shape and proportion, the two things that make a pipe good or bad. A 2-cent postage stamp spent with intelligence will buy as good a pipe as there is in the world; everything added to that price is for ornament, vanity and especially for ignorance.

The corn-cob holds a high place among pipe smokers and deserves this place—usually—for the best of scientific reasons. When a pipe is built on right principles the bowl is as narrow and deep as is convenient to fill; the hole in the stem meets the bowl at the very bottom and in the center, thus insuring a perfect and even draft, hence a complete and even burning of the tobacco. The cake prevents the fire from burning the bowl, thus prevents making its bore larger or uneven, which would in proportion spoil the draft. The sides of the bowl are thick to keep in the heat, thus making the burning at the same temperature at the edges of the tobacco as at the center. In this way a clean sweet smoke is assured.

The advice of Bank Directors is frequently sought by those thinking of investments. They often have inside information which the average man does not.

The Citizens Telephone Company has among its stockholders more than forty who are Directors of Grand Rapids banking institutions. That shows their opinion of its stock.

The thirty-seventh quarterly dividend of two per cent., \$47,532.69, was paid last month.

Shares, \$10 each. Take one or as much as you want.

E. B. FISHER, Secretary.

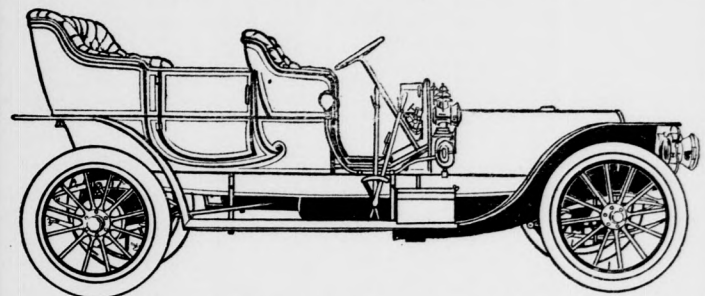
The Old National Bank

No. 1 CANAL STREET

**Assets
Over
Seven
Million
Dollars**

**But Our Satisfied
Customers Are Our
Best Assets** ❁ ❁ ❁

FRANKLIN



Type H Six Cylinder Touring Car \$4000.00

Shaft drive. Sliding gear transmission. Three speeds and reverse. Franklin disc clutch. 120 inch wheel base. 7 passengers. 30 "Franklin Horse Power. 2400 lbs. 60 miles an hour. Ironed for top and glass front. Full lamp equipment.

This car is the present-day limit of touring car ability. It seats seven facing forward. It's sumptuous design, upholstery and appointments are in keeping with its ability.

It was a Franklin H converted into a Runabout, but with a load bringing it up to 3150 pounds, which made the astonishing record of 15 days 2 hours and 12 minutes over the roughest roads in the United States from San Francisco to New York. More could not be said for its usable power, reliability and endurance.

Ask for the book containing story of this world's record—also the new Catalog of 1907 Franklins.

Shaft Drive Runabout - \$1800.00

Large Touring Car - \$2800.00

Light Touring Car - \$1850.00

Six Cylinder Touring Car \$4000.00

ADAMS & HART, West Michigan Selling Agents

47-49 No. Division St.

Grand Rapids



Some Cardinal Principles Butchers Should Observe.

One of the most important things for the retail butcher to keep in mind is attentiveness to customers, both by himself and his clerks. The American people are high strung, and consider themselves of great importance, and this is especially true when they have a little money to spend. It is human nature to like to be treated courteously, and aside from business reasons it is the duty of every man to treat his fellow man in a courteous manner. Every man and every woman looks for it and resents every form of discourtesy. But when a man starts a butcher market he is dependent upon the people for his success, and although he may be tired, and although he may be in a bad humor as the result of business annoyances, if he wishes to be a real success he must hide beneath a cheery countenance and a kindly word every form of annoyance. A smile begets a smile and a beaming countenance drives away impatience. There will be times in every market when some of the customers will have to await their turn, but it is practically inviting your customers to seek a new market to allow them to stand around unnoticed while a half dozen customers are waited upon, and then to say in a gruff, hurried voice, "Well, what can I do for you?" Such treatment tells your customer that you do not care a continental for him—all you want is the money he will leave with you, and that you do not care how much you inconvenience him so long as you get the money. When the prospective customer crosses your threshold you should immediately greet him pleasantly. Give him to understand that you are sorry to keep him waiting and that you will gladly serve him as soon as possible. Don't forget that the little girl or the little boy who comes to your market has influence at home and that a cheery salutation with a genuine ring to it will make the little girl and boy business allies in their household. One of the great assets of a butcher and one of the most valuable qualities of a clerk is to be able to keep waiting customers in a good humor. But you can not do that by ignoring those in waiting. You can not keep them from leaving your store if you ignore them.

Another mistake that many butchers make is to smile most differentially upon the rich and influential customer in the presence of a number of other customers, and then to vent their spleen upon the half dozen or more customers who have noticed the former affability. Did it ever occur to you that the poor man eats just as much and perhaps more than the rich man? He may not buy the choicest cuts and may not leave quite so much money with you, but you well know that if every one purchased only the choicest meats you would lose all the medium and cheaper

grades of meats. Further, the poor are vastly in the majority, and without them your business would be ruined. Then, too, the poor man or woman appreciates courtesy much more than the rich, for they get it everywhere and think nothing of it. They often resent assumed courtesy, for they are able to detect it quite readily. No American likes one who makes himself a slave in manner. Make your courtesy natural, but make it the same for all. Don't stoop to silly flattery but flatter people by a genuine desire to serve them well and by courteous attention. Abject, senseless flattery is not only resented, but breeds distrust. The customer is likely to weigh his purchases when he arrives at home if the proprietor or the clerk has put on the coat of flattery too thick.

Perhaps it will be thought that a word of caution with regard to the over-representation of goods is entirely superfluous and ungracious. I wish this were the case, but I fear that the observation is not at all out of order. Very often the zeal and ambition of the clerk carry him farther in this direction than his employer would wish him to go. Again, there are those in business who allow their desire for gain to impart an elastic quality to their consciences, and who lose sight of the fact that nothing can be more fatal to their final success than misrepresentation, no matter how mild.

As a sheer matter of policy it is far better for the butcher to understate than to overstate the merits of his goods. When a butcher gains a reputation in his community for never misrepresenting his goods he is on the high road to success. He will command the trade of his neighbors and he will hold it against obstacles.

In selecting his clerks every butcher should give careful consideration to securing those who have tact, pleasing manners and all that is included in the term "a good personal address." At the same time it will be well for him to remember that a clerk may have all of these qualities and still be a comparative failure. Here is a clerk, for example, who outclasses all his fellow-workers in personal popularity with customers. His graces of manner attract the patrons of the store to him to a degree which marks him as an exceptional favorite. In spite of this, the totals of his sales from week to week fall below several of his collaborators at the counter. He puts in as many hours as they do and works as diligently as they. Here, on the face of things, is a clear contradiction which is decidedly puzzling to the butcher. What is the difficulty? The answer is plain to the thinking business man. The clerk just described lacks that decision of character that is necessary to the successful salesman. He can not decide what the customer wants and talks about what the customer does not want until much time is taken up, and the customer buys a piece of meat that is not cared for and goes away half or wholly dissatisfied, and then gets the impression that the meats in that market are of an inferior quality.

BEANS AND EVAPORATED APPLES

We are in the market for beans of all kinds and evaporated apples in carlots or less. Will purchase outright or handle on commission.

JOHN R. ADAMS & CO.

3 Wabash Ave, Chicago, Ill.

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.

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.

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

We Sell All Kinds

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

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

If You Have Any Fancy Poultry Turkeys, Ducks, Geese, Chickens and Fowls

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.

Before leaving the subject of what the storekeeper should consider in the selection of his help, let me say that, as a general thing, the employment of relatives is to be avoided. The man who selects his assistants because they are relatives is not at liberty to make the selections on the broader line of their real qualifications for the work in hand. Further, the relatives of a man consider themselves above other employes, and think they are as good as the customers, and are in many cases apt to show their importance by irritability whenever they are out of sorts as the result of ordinary business annoyances.—Butchers' Advocate.

Observations of a Gotham Egg Man.

It may be considered a favorable feature of the egg situation that holders of refrigerator goods are very generally free sellers on about the present basis of prices, and that there is very little purely speculative element in the trading. Advices from Chicago indicate a strengthening of tone at that point and a disposition to ask a little more money than heretofore for desirable lines, but as a rule the holders of storage eggs at interior points seem quite anxious to move their goods.

Under this disposition to sell freely, and because of the extreme prices ruling for strictly fresh eggs, there is now going on a very rapid reduction of the storage reserves which, if continued for a few weeks longer, bids fair to reduce the holdings to a reasonable figure by the end of the calendar year.

Receivers here do not generally consider that the chances for the future are being materially affected by the mild weather lately prevailing; it is thought that in nearly all sections of the country egg production is at about the lowest possible point in November, whether the weather is mild or wintry, but that if mild, open weather should continue through December it would result in an increased lay in the Southwestern sections. Of course from about the middle of December the course of the market is dependent upon the weather and the consequent amount of fresh production, but there would seem little chance of much relief from the present scarcity of new eggs for six weeks to come, and in that time the present rate of reduction would probably carry our storage stocks down to a reasonable figure.

A new method of preserving eggs without cold and without closing the pores of the shell was brought to our attention during the past week. This method is the invention of a Swede who has been in correspondence with Captain C. W. Stuart, 15 Broadway, New York, desiring, through Captain Stuart, to bring his

invention to the attention of the trade in this country. Captain Stuart had a box of eggs preserved by the process, which he had received from Stockholm, Sweden. It contained in the neighborhood of a hundred eggs, wrapped in paper and packed in an ordinary box without fillers. The eggs were dated September 9 and 10 and the box had been shipped by steamer as ordinary freight from Stockholm on September 24. They went first to Copenhagen, whence they were transferred to another steamer and arrived at New York early in November.

Last Friday the box was taken to the store of S. S. Long & Bro. and opened in the presence of C. H. Vanneman, of that firm, Juan Babcock, with F. C. Barger & Co., Captain C. W. Stuart and F. G. Urner. Two or three of the eggs had been broken in transit and two were rotten. The others were well preserved so far as sweetness goes, but they were all weak bodied and watery—some more than others—and all were badly shrunken. The sound eggs were not as good in the body as a good cold storage egg of twice their age, and the egg men who saw them did not consider the process of any value at places where cold storage was available.

The process consists of dipping the eggs for five minutes in a fluid, the nature of which is not divulged. The pores of the shells are not closed but it is claimed that the membrane inside the shell is affected so as to prevent change in the egg white and yolk when held for a long time at ordinary temperature. The inventor claims that stock so treated has been shipped by sailing vessel from Stockholm to Cape Town and arrived sweet and good. Some of the eggs brought here were boiled and showed no bad flavor and no cracking of the shell, but owing to their shrinkage and weak body they would be worth no more in this market than refrigerator eggs, or than any fall fresh eggs which had become equally weak and shrunken by holding outside of refrigerator.

The eggs will be kept longer here in order to see how long they will remain sweet flavored.

Methods of preserving eggs aside from cold storing are not likely to find a favorable reception in the distributing markets because merchants are disposed to discourage as strongly as possible all holding of eggs at country places. It is much better for farmers and country storekeepers to send their eggs in to market while fresh, full and strong bodied; no method of preserving has ever yet been found (other than liming) that would prevent shrinkage and weakening of the body, and this detracts so much from the value of the eggs,

even if they remain sweet, that there is really no advantage in it.—N. Y. Produce Review.

Good Method of Curing Hams.

The manner of curing hams and bacon, as well as that of cutting up, varies in almost every country and district. The flesh of the pig does not take up salt so speedily as other meats, owing to the large proportion of fat to lean. Fat takes up salt more slowly than lean, and has far less tendency to decomposition. The length of time bacon should remain in salt varies according to circumstances. It requires less time to cure in a damp than a dry cellar; it also varies according to the damp or dry condition of the atmosphere. Much depends on the thickness and weight of the flitches, as well as whether they are cured with the pork in or without. The two extremes of heat and cold are the most unfavorable for curing purposes, owing to the fact that in the hot, muggy weather the meat is liable to change before salt can penetrate it in sufficient quantity to have the desired effect on it, while in extreme cold weather the juices of the meat congeal so soon that it is impossible for the salt to penetrate it thoroughly; in this case it is advisable to warm a few pounds of salt and rub a small quantity into each flitch or ham so as to slightly thaw it. In days gone by it was considered to be impossi-

ble to properly cure hams and bacon unless the salt was well rubbed into them every day while undergoing the curing process. This method is not, however, followed by practical curers of the present day, owing to its having been found to give them a special degree of hardness; simply spreading the salt well over the flitches and hams is now considered all that is necessary for curing purposes. If the animals are killed, as is oftentimes the case, while suffering from any undue excitement, such as overdriving or beating, the hams and bacon will be found very difficult to cure.—Butchers' Advocate.

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 car-load shipments. Our facilities compare with the best houses in the trade anywhere. Send for booklet.

We want live geese in car-load lots. Write or wire us for any further information desired. Reference: Central National Bank, Cleveland, Ohio, or this paper.

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

DRY GOODS

Weekly Market Review of the Principal Staples.

Underwear—Ladies' ribbed goods are enjoying a very creditable amount of business at the prices named by the combination. The season gives every prospect of employing a larger percentage of the machinery than did last year. One large manufacturer outside of the combination is getting \$2 flat for 6-pound goods, with other weights in proportion. Some very large orders have been taken by this house and they express no fear regarding the outcome of the year's business. So far their business has been on the "hundred case lot" order and in one instance reached 600. The general impression is that in reducing the prices the quality must suffer also. Should this turn out to be the case, it will act as an excellent boom for those who withstood the temptation to open on a lower scale. The fact that the trimmings of the one may be a little better than the other will not operate against a consistent sticking to principle. Other lines are selling very well. Wool goods are well under order. The tendency of the buying by the consumer, however, is away from the latter toward cotton goods. Old devotees are relinquishing their faith in the efficacy of these fabrics and are buying cotton ribbed goods. Manipulation has reduced the irritating sensation produced by the wool to a minimum and there is a growing belief that in some instances the wool is a very rare quantity indeed. Boys' fleeces are doing very well. Under the new schedule they are moving along quite freely. Combed yarn ladies' ribbed goods are also doing well. By this time they are almost under cover. Most houses report excellent business from the men on the road, no difficulty being experienced in any connection.

Hosiery—While some lines of fleeced hosiery have opened up for the next season, still others have made no demonstrations in this direction and these latter are the most important. There is little doubt that the stiffness of yarns has a great deal to do with the lack of inclination on the part of the manufacturers to open their lines at the present time and to declare themselves as to prices. The yarn question is the greatest bugbear that the manufacturer has to face. He is absolutely at the mercy of the spinner and he knows it. It is with the utmost difficulty that a favorable dating can be secured and then only on a rising scale of prices. Then, too, manufacturers have enough on their minds for the time being in making deliveries for this year. Buyers who bought deliveries for December and the early part of January are clamoring now for the deliveries, hoping perhaps thereby to secure themselves

Cotton Goods—The chief cause of anxiety in the cotton goods market

just at present is the delay that is found in the matter of deliveries. The heavy movement of goods from second hands makes the situation the more acute, which in bleached sheetings rises to a matter of three or four months. Nor is any improvement looked for in much less than five or six months. A prominent seller having recently returned from the South says that he can see no relief inside of that period and furthermore gives it as his opinion that when buyers find it necessary to face a new season they will also face new prices. Prices at the present time are high and to a large degree prohibitive, but conditions and expediency may require still higher prices. The present attitude of the buyers would seem to indicate that they do not share this belief in the fullest sense of the word, but a buyer is a bear on principle. For the moment he is not operating very extensively; by this, to be sure, is meant as extensively as he might. Still, on the other hand, there has to be a let-up sometime, and this usually comes in quick succession after a period of excitement. It must not, however, be construed that the market is dull, as such is not the case, but for the respite granted them sellers are grateful, as it gives them a chance to catch up. In view of the main consideration it is only natural that buyers should be inclined to go a little slowly. Money is very high and as prices soar upward the buyer feels that he can afford to take a chance.

Dress Goods—The dress goods market is, so to speak, in a position where no one knows just what to say about it. "A lot of stuff has been sold," said one seller, "but nobody knows just what is going to go." The heavyweight season is practically over. Occasionally a piece is called for here and another there, but these are delivered from stock, or as soon as possible from the mills. While no change in the situation is looked for or suggested, it is only natural that sellers should hesitate to commit themselves as to the ultimate status of the market. The fact that foreign houses are comparatively sold up and that the tenor of the consumption is such as it is, in their estimation is ample proof that the prospective demand will be anticipated. Fancies have had the call in all cases, which fact has demonstrated itself and has been quoted all along. Voiles have been particular favorites, as have batistes, panamas, etc. As stated before, these fabrics are peculiarly suited to the style of garment that will be in vogue for this period.

Eliminating the Romance.

"Let us have a clear understanding, Mr. Spudhunter. You are marrying me for my money."

"That's right, Miss Plainritch, and you are marrying me because I'm the only eligible man that has ever asked you."

So they were married and lived as happily as anybody had a right to expect.

The married man always has a profound respect for his wife's husband.

A Display of Handkerchiefs



Make a good showing for the holidays and it will double your sales. We have a good assortment of colored borders, embroidered corners, lace edges, plain white, etc., at prices as follows:

11½c, 22½c, 25c, 35c, 37½c, 40c, 42½c, 45c, 47½c, 75c, 80c, 85c, 90c, \$1.15, \$1.25, \$1.50, \$2.00, \$2.25, \$3.50, \$4.25, \$4.50, \$6.00 and \$9.00 per dozen. If your stock is low write us. Give best idea possible of your wants and we will give order prompt attention.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

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 assort-
ments and at
lower prices

than anywhere else in the state.
Mail us your orders now. Ship-
ments will be made promptly.

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan

Idle Questions Which Are Costly in Business.

The educational system of our day is doing much to establish the principle that mere force settles nothing, and that the only solution is that of reason and conscience. It is, moreover, interesting that to-day the most attractive subjects in many universities are those relating to social and political science.

Twenty-five years ago it was physical science, with its dazzling discoveries, that was drawing the majority of our young men both before and after graduation. A little later biology promised to unravel the secrets of human life. Later still psychology made the same promise. But to-day it is such studies as civics, government, international law, the development of the family, of the village community, of the city, and of the nation that are most attractive to a large percentage of our students.

Now, social science has no patience with the old drum and trumpet histories of the past. It finds more interest in the cabin of the peasant, in the life of the carpenter, and mason, and mechanic, in the struggle and uplift of the laborer than in the "man on horseback." The modern investigator of social and political phenomena is far more interested in commercial, and industrial, and international development than in the parade of cavalry or the clash of swords. Men trained in such an atmosphere will not, I believe, take much stock in the old fallacious adage: "In time of peace prepare for war." I thought that fallacy was dead long ago, but yesterday we found it coming to life here and now. I rather would say, "In time of peace prepare to make war impossible!" The men who always are urging nations to prepare for war when there is no war do not realize what they themselves mean. They really mean that when England builds a Dreadnaught we must build a bigger vessel still, in order that England may build a third yet larger and more powerful, in order that we may build a fourth larger and more powerful than the other three. Thus, preparing for war in time of peace is preparing to make war last for centuries to come; practically is preparation for making war eternal.

I remember when I lived in another city than that which is now my home I was told that, in order to protect the family at night and sleep in peace, I must purchase a dog. I was not so familiar then as now with canine proclivities, and I invested in a bull dog of ferocious mien and enormous development of the under jaw. For a few days all went well, but I soon found that that bull dog must have something to do. He was not content to sit, like a china doll, on the front step, but he was there for a purpose. One morning as I looked out of the window, having heard a great uproar, I saw the street filled with people standing in a great circle, while one of the most venerable men in the community was defending himself with a shovel against that dog of mine. The brute had torn away the man's coat and was proceeding to take his nether garments, when I interfered

and prevented a lawsuit. I made up my mind then that the way to keep the peace is not to place a bull dog in your front yard.

Men are coming to believe in a newer and finer heroism, which shall give all the development to audacity, and pluck, and virility that war has given, without its inevitable sorrow. We all love the hero, and we ought to love him. We admire the man who is willing to sacrifice ease and pleasure and life itself. Such admiration for courage and devotion never must disappear from civilization. In advocating international arbitration we must see to it that we never disparage the brave military and naval heroes who have nobly served our country in time of danger. In disparaging the battleship we must never disparage the men who man it at their country's call. But this is not the only type of heroism. Men are coming to see that in giving one's self for the relief of the woe and want of modern society, in undertaking the work of the social settlement and the genuine missionary there are required just as much courage and self-sacrifice as at the cannon's mouth. We see the hero not only in gold lace or amid the smoke of battle but we find the hero also in Arnold Toynbee, sacrificing his life in two short years among the poor of East London; in brave young Dr. Reed, who banished yellow fever from Cuba and laid down his bright young life in the attempt. We find true heroism in the life of Graham Taylor and Jane Addams, leading the forces of light against the darkness of the great city. Here is a field for the finest fiber of our young manhood and womanhood. Here is an opportunity for sacrifice equal to any on fields of physical battle.

John A. Howland.

A Cough Cure Window.

Cover the entire floor with black crepe paper or black cloth. On the front row place little piles or dishes of such drugs as horehound, boneset, licorice, rock candy, camphor, etc., etc. Have a card reading, "Old Fashioned Drugs" or "Cough Remedies Grandmother Used." In the centre of the next row have a pile of ground or whole cinchona bark, on each side of which put quinine sulphate in its different shapes, such as capsules, pills, and tablets of different sizes. On the pile of cinchona have a card reading, "Cinchona from which Quinine is Made."

Back of this place bottles of turpentine, cough remedies, etc., to give a raised effect, but don't crowd. In the back of the window have a box covered with the same material (black cloth), and about two or three feet in height. On this nicely arrange your National Formulary cough or cold remedies with a card reading, "Above Them All." In the centre of the window, or at some conspicuous place have a card reading, "Drugs and Other Things for Coughs and Colds."

On the side of the window, or in the background hang chamois vests, chest protectors, etc., with prices.

C. H. Reynolds.

A Difference In Ribbons

To call a ribbon "all silk" does not necessarily imply that it will serve the purpose for which it is supposed to be made. If it fails in this respect the customer has just cause

for complaint, with the resultant troubles of "making things right."

Dependon Taffeta Ribbon

is not only "all silk" but every fibre is of such high grade and tensile strength that the finished ribbon retains its lustre and softness much longer than is usual. And the colors—as fast as colors can be made without injuring the fabric.

Another point—"GUARANTEED 10 YARDS" means just what it says—10 yards full.

Our road-men are now showing samples of DEPENDON Taffeta Ribbon. Compare the quality, finish, brightness of color and length with others at the same price and you will stock DEPENDON Taffeta Ribbon.

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

The Great Central Market

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 _____



JOHN V. FARWELL & CO. CHICAGO

BAD MANNERS.

Always Out of Place Behind the Counter.

Written for the Tradesman.

The neckwear department was next to that of the ribbons and beyond the latter were the laces. This threw together quite frequently the three graces(?) who presided over their several destinies. The young man who dealt out men's belongings was of the mushy-mooney kind who would rather be talking to a girl of his sort than eat. And the two in his vicinity were just of "his sort." Their sole idea of existence was to be making eyes at the boys and receiving all the jolly-ing they were inclined to shower on them. If their vanity was not sufficiently flattered to come up to their standard of the fulsome, they helped them along by sly suggestions until they were just on the verge of proposing matrimony without, for the life of them, understanding how it all came about. They were so subtle and inveigling that quite a number of young fellows, smitten by their beauty, had fallen back from the brink—just in time, be it said—affrighted at the unfortunate predicament they came so near stumbling into. For, with their meager salaries, to support a wife would have been suicidal to all their business prospects; it was all they could do to support themselves as it was. The girls were undeniably pretty; their good looks could not be gainsaid. One—the larger of the two—was a bleached blond, while the other literally had a "peachy" complexion, with the hair that goes with it—the brown hair that is not red, the red hair that is not brown, just that indescribable tint that you find in some maple leaves in the fall, a warm orange-brown color that makes the color-fiend get drunk, for there is such a thing as getting intoxicated with color.

If only these two handsome girls had had a grain of sense in their nod-dles they would have been a drawing card for the firm employing them, but their brains were the brains of a playful kitten—scattering when they needed them the most.

One day last winter a real old gentleman came along to the necktie counter. He hobbled slightly but had that well-preserved look that attaches itself and clings to the person who hates to give up his young looks and isn't going to let the can help it. His clothes were of good quality but belonged to the "old school." He wore them with a certain grace, as if he had always been used to having good raiment.

As he neared the young man's counter the Smart Aleck shot a quick glance toward the girls as much as to say: "I'm going to have some fun—watch my smoke!"

The old gentleman intercepted the glance, and also made up his mind to have a little time with the silly clerks.

"Well, Gran'pa, how are you today? Get the caows milked all right before you left home?"

(This with a smirk in the necktie section.)

"Oh, yes," innocently replied

"Gran'pa." "I get up at 3 every morning and get the work all out of the way before sun-up."

And then, to the surprise of the trio—the female contingent of which was, by this time, beginning to sit up and take notice—"Foxy Gran'pa," as they had covertly referred to him, started in on a long lingo anent matters agricultural in general and his own farm life in particular, and never stopped until it seemed as if there could be nothing further to tell about the Simple Life.

The trio at first snickered under their breath, but, as time went on, looked as if they had "reckoned with-out their host." They began to look decidedly sheepish and to wish the man clerk had not opened up the way for such a long-winded dissertation on rural matters.

When the "Foxy Gran'pa" had held forth for fully half an hour he pulled out a fat wallet and laid it deliberately on the counter in front of him. It had seen such lengthy or hard service that the ends had become quite worn. However, they had been neatly mended by someone with thrift in her make-up and it was good for months to come. The welcome color of greenbacks showed itself at the corners under the flap and the necktie clerk's eyes began to glisten. He at once started in to get busy with handling over some new stock, "just opened up that morning," the favorite wording of clerks in general.

The old gentleman saw the unwonted activity asserting itself behind the counter and a grin appeared in the corners of his mouth.

The clerk mistook this for friendliness and then followed some shop-talk about the merits of his new goods.

"Young man," interrupted "Foxy Gran'pa," "you needn't be wasting any words on me about your stock, for I'm not agoing to buy a blamed cent's worth of you this morning, nor any other morning that I know of."

"You began treating me like a greenhorn the moment you sat eyes on me and so I thought I'd give you as good as you sent, plus a considerable more. I've told you all about the milking, etc., etc., etc., but I haven't tackled a 'hooker' for nigh onto forty years. I wear this style of clothes because I like them and I'm well enough off to dress as I please."

"Count that money and tell me how much is there!"

The clerk took the wallet, which the old "Gran'pa" had opened up before the bewildered optics of the former, and counted about half of the pile.

"How much?" shortly demanded "Foxy Gran'pa."

"It's \$200 to here," answered the abashed clerk.

"Well, that's far enough for all practical purposes," declared the owner of the wallet, as he put the money back and shut the snap with a sharp little click. "There's just \$500 in the wad! But," and he made his look include the feminine titters, "nary a red of this bunch will I spend on the bunch of you. I came here prepared to spend every penny of it before I set foot outside again, but I'll

be switched if any of it shall go on the books, now, of an establishment that hires such trash as you three that are standing before me. My wife I was going to get a \$100 set of dishes I saw here the other day. There were furs for my daughters that I calculated would spoil another hundred, and carpets for the front and back parlor, alike, that would make another hundred look sick, besides a silk dress—with all the trimmings a woman wants—for my wife's sister that lives with us, and a whole new outfit for myself. I started in on neckties because I happened to hit this counter first. That is," qualified the old gentleman, "I was going to start in on neckties. But you can keep your measly old neckties and you young chits your ribbons and fixings, and it's your 'Foxy Gran'pa'—as I heard you sneeringly call me—across the street to the store where they've always treated him white!"

The look on the faces of those know-nothings behind the counter was a study. They turned all colors of the rainbow, and no one was enquiring then anything about the caows!

I may say, in passing, that the places that knew those sinners against store etiquette now know them no more.

John B. Still.

Must Have Imagination to Succeed.

Generally it is supposed that imagination is the peculiar property of poets and people whose heads are in the clouds. Just the opposite is true. Every man or woman who does things, especially big things, must have a vivid imagination.

What is imagination? Simply the ability to see with the mind's eye things which the bodily eye never has seen. It is by this faculty that the general divines the plans of the enemy and lays his own to meet them; the architect foresees the towering building before a beam has been laid; the business man predicts the market and makes his combinations; the promoter is able to see trunk lines and great cities where ordinary men see a wilderness only. It was the golden apples of the imagination which lured the pioneers ever westward and nerved them to conquer nature.

Come down to simpler, every day matters. The cook must lay out in her mind's eye the plan of a good dinner, otherwise some dishes will get cold before their companion dishes are cooked; the salesman must imagine as well as he can what arguments and inducements will appeal to the imaginations of his customers. The cook who lacks imaginative faculty is the mother of dyspeptics; the salesman who has the same method with all customers soon gets separated from the pay roll.

Above all is this true of tact, which is so large a factor of success anywhere. Tact is an almost intuitive ability to imagine the other man's prejudices and point of view, and so to escape giving offense, while turning his peculiarities to your own advantage. Many people of the best intentions go blundering through life, rubbing every fur the wrong way,

wondering why they are unpopular and unsuccessful, and all for the lack of a little imagination to see themselves as others see them.

Closely allied to tact is courtesy. This may or may not be genuine, but at any rate it must possess sufficient imagination to divine what words and actions will be agreeable to others and what will be disagreeable.

Even in such simple and prosaic matters as doing errands or making a journey this faculty comes into play. Why are some people forever chasing back and forth until they are fagged out, and almost nothing to show for it? Because they have not sufficient inner vision even to lay out a day's program for themselves. The people who barely catch the train, only to find that they have left most of the things they need, are usually women, simply because they have not learned by experience to cultivate the faculty of foreseeing the things which they will require for new conditions.

Those will tell you they "always are rushed to death," usually accomplish the least, and largely, because they are unimaginative. The really busy man, who turns off an immense amount of work with the quiet and precision of a perfect machine, must have the imagination to look ahead a day, or a month, or a year. At the least his thought always is a few seconds ahead of his action, his head saves his heels, he is not continually tripping over his own feet. But the buzzy man never can understand the busy man. Having no imagination himself, he saves his own face by saying that the man who never fusses over his work has little to do.

Let us hear no more about imagination being impractical. It is one of the most practical things in the world. A due proportion of it, used with judgment, "will from many a blunder free us, and foolish notion." The only condition under which it may seem superfluous is that of one who has some monotonous task to perform automatically day after day. Doubtless, if one is to be in an automatic job forever, the less imagination the better; but if he is ever to get out of it the quicker he cultivates some imagination the sooner will he get out.

R. W. Conant.

Perfume Bearing Insects.

Travelers report that in Australia a gnat has been discovered that emits a strong odor of musk. In Farinis' book "Through the Kalahari Desert," is an interesting tale of a similar discovery of perfume-insects. He says: As we drove to the water, the forewheels of my wagon crashed into a bush, which at once gave out a powerful and delicious perfume. Jumping down to examine the cause, I plucked some leaves, but found they were scentless, as was also the stem of the plant. I could not make out where the pleasant odor came from until I touched a small beetle, when out came a puff stronger than ever. The little bug was an animated perfumery store, emitting the delicious scent whenever disturbed.



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

you are through buying in each place.

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as

ACCOUNTING

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

ART GLASS

Doring Art Glass Studio.

BAKERS

Hill Bakery

National Biscuit Co.

BELTING AND MILL SUPPLIES

Studley & Barclay

BICYCLES AND SPORTING GOODS

W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES

Brunswick-Balke-Collander Co.

BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS

Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER

Grand Rapids Stationery Co.

Grand Rapids Paper Co.

Mills Paper Co.

BREWERS

Grand Rapids Brewing Co.

CARPET SWEEPERS

Bissel 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.

Fowers & 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.

RAPID PROMOTIONS.

Real Reason Why Dancy Was Frequently Boosted.

"Did you ever," asked John Ford one evening, "hear of a man engaging a detective or agent to find out why the firm for which he was working was promoting him rapidly?"

Ford and I had known each other for something over a year now, and for scores of evenings I had listened to the entertaining tales of his strange experience—laughable or tragic—while following his unique profession until I had come to fancy that he possessed nothing in his reminiscences that could astonish me in the least. But now I found that I had deceived myself.

I laughed in surprise. "No," I said. "Did you ever hear of such a thing?"

His pipe was between his teeth and his fingers were searching the pockets of his clothes for elusive matches, so he merely nodded. When the all important matter of putting the pipe in working order had been satisfactorily accomplished the reply came:

"I was the detective engaged," said he. More puffs, impatience on my part, more puffs, and—then the tale.

"Funny, funny world, isn't it?" began this one. "Did you ever stop to think of what a really funny world it is, considering the people in it, especially. You ought to. There's nothing quite so soothing as that, nothing that will make you feel quite so much like taking it as it comes without finding fault with it or getting mean and dissatisfied with yourself, as to lean back once in a while and look at it all in the light that makes it look funny. If you can't, well, you're pretty unfortunate. You'll get suspicious and lose faith in your fellow men and women and yourself.

"Don't see where all this is leading to? Perhaps not. It's no part of the yarn, of course, but when a man's telling a story he has a right to give vent to a few ideas—if the story suggests them. Hasn't he? These things are suggested by the memory of this case of Dancy, the man who paid me to find out why his house was boosting him fast.

"You'd think there was something wrong with that kind of a man, wouldn't you; weak minded or something like that? Well, there was nothing of this sort the matter with him, nothing at all, although the way he was built might suggest to you that there was something wrong with him there; that is, if you are at all particular about how a man behaves in a certain crisis which occasionally does happen in men's lives. But, there, there, there! I'm getting off on lines where I have no business straying, for this Dancy was a business man, a good business man. That's the way you have to consider him, a good business man, and let him go on that count.

"He was a thin fellow, with a long nose and a weak chin, and he drew his pay envelope from the cashier's window of Goodell & Son, shoe manufacturers. At least, we'll say that it was Goodell & Son, just as we'll say that his name was Dancy, because these names are just about as far

from the real things as anything that I can think of at just this moment, and it is quite necessary to keep the real names out of the story, as you will see before I get through.

"Dancy was a book-keeper at first. That's how he started in with the firm. Came in from the country—some place down in Ohio, I think—where he'd been teaching school and boarding around at \$30 a month and had become tired of it. He'd married one of those big, good looking girls from the small country towns, who refine quickly and become beauties as soon as they come under the influence of city clothes, city hairdressers and city manners. The city complexion specialist they don't need; it's their color that the specialist copies for the benefit of the city woman. He didn't have any particular ideas about ambition or success at that time.

"A year or two in the book-keeping department changed him. He was a shrewd one, although he hadn't known it in the country, hadn't had anything to hone up on, as it were. A hundred years of Yankee ancestors were behind him, merchants for the most part, and in the accounting room of Goodell & Son the inherent talent for business in him was awakened and began to show itself in unmistakable fashion. He was given a couple of small advances, both in position and salary, in these first years, and then the ambition germs began to trouble him. He had imagination as well as sharpness and he could look down the row of private offices and see his name at the last one without straining his eyes.

"It had been all 'wife' with him before; now it became not so much 'wife' as 'business.' You've seen these things happen, probably. It's common enough with men of Dancy's type.

"It would be monotonous to go into detail about his progress after this for the next seven years. Five years with the firm and he was head of the book-keeping department; seven and he was assistant auditor; ten and he was working for the Treasurer of the firm in a confidential and important capacity. It happened that the Treasurer was Goodell, Jr., the 'Son' of the company. To sum it up, at the end of ten years Dancy had a good position with the firm, won on his own merits.

"It was about this time that some of the salesmen of the house left it and started a factory of their own in Seattle. They took a lot of Goodell trade with them and several Goodell employees. Among those they approached was Dancy. They wanted him to go out with them and take the position of office manager along with a partnership in their new firm. Dancy hinted to Goodell, Jr., that he contemplated moving to Seattle, and a few days later the firm gave him a brand new \$200 desk with a brass plate on one side reading, 'Second Assistant Treasurer.' The firm had done with one assistant to the Treasurer previous to this, but now it needed two. Dancy wondered a little at the boost, for he had been nothing but a private in the ranks before,

and now at a bound he was boosted over several old men and given an official position specially created for him. But he was conceited enough then to accept the advance as testimony of his value to Goodell & Son, and he felt pretty good over it.

"The men who had gone West kept hammering at him to come out to them, and the old firm heard about it again. Then they created another office for Dancy, in the credit department this time, gave him another raise in salary, and again they were assured that he would be with the house for at least another year. It was at this time that Goodell, Sr., expressed himself as pleased with the conduct of Goodell, Jr. The young man hitherto hadn't been exactly what would be called a model business man. One of his failings was a habit of taking a trip to New York about every three months and remaining a week or more, coming home with a fine assortment of bills, for which he had nothing tangible to show except an overgrown headache and an occasional scented note with a New York postmark. Sometimes the trip took him to London; once to Paris.

"But now this was changed. The young man spent all his time in Chicago, and he attended to business. The old man was overjoyed and told his friends about it. The friends gasped a little, started to say something, then, noting the almost childish delight that the old man manifested in his son's apparent reformation, said nothing. The boosting of Dancy went merrily on.

"He finally became worried over it—after they had created four positions for him—and consulted a lawyer friend of mine. The lawyer sent him to me.

"He told me all that I've told you, made a few wild guesses, and rubbed his hand across his forehead in a troubled sort of way, and asked me what I thought of it. I told him that I hadn't had time to think much about it, sent him away, and lay awake all night trying to figure the thing out somehow. On the surface it seemed simply that Goodell & Son were afraid to have Dancy go to a competitor. Yet they had taken extraordinary measures to keep him, even unbusinesslike measures. Now, this wasn't at all like old Goodell, for if ever there was a man who ran his business on business lines it was he. So it looked strange. Unless Dancy was extremely valuable to the house, or likely to be extremely harmful in the employ of competitors, it seemed that his advances could hardly be the work of Goodell, Sr. It must be the son.

"It was a simple proposition. The thing to do was to find out if the firm feared Dancy's presence with a competitor. They evidently had wanted to keep him from leaving them, but was it merely that they wished to keep him from one firm? Or from one section of the country? Or what? It was my first move to find an answer to one or all of these questions.

"It was no trick to do this; in fact, if all my cases were as easy as this detail one-half of the fun of my work

would be gone. I went to the President of another shoe company, a man whom I'd worked for and who was my friend. I had him make advances to Dancy with a view of taking him from his present place. Through Dancy I let Goodell & Son know the situation. To my amazement Goodell & Son apparently wouldn't care if Dancy went to their Chicago competitor. They knew that he was the recipient of good offers, but they said nothing. Of course I told Dancy to stay where he was, and went about to unravel further the string that I had started. This I did by having printed in a shoe trade journal the rumor that my friend's firm was contemplating the establishment of a branch house in San Francisco and that it was rumored that a certain officer in a rival house was to go over to be the manager of the new branch.

"I got a big rise on that. Dancy was sent up farther in the firm, and Goodell, Jr., informed him privately that the climate of San Francisco would hardly agree with him and that generally speaking it was not nearly so desirable a place for him and Mrs. Dancy to live in as Chicago, not to mention the fact that his prospects were immeasurably better here.

Now if Goodell, Jr., hadn't been a little something of a chucklehead I would have discovered only one new phase of the situation by these revelations, and this would have been that the firm did not wish Dancy to leave the city. But when he became personal, speaking about the climate and its probable effect on the health of Mr. and Mrs. Dancy, I saw a new glimmer. Why should Goodell know anything about Mrs. Dancy's health? Why should he mention her at all? It was a business conversation he was having with his employe and he would not have mentioned the wife unless he had been thinking of her at the time. If he had been he must necessarily have been thinking of her in connection with Dancy's possible removal to San Francisco. Like falling off a log it was to follow that, after knowing what kind of a man Goodell was and what kind of a woman Mrs. Dancy was.

"If I had used the real names in this yarn you could find the ending of it in the newspaper files of a few years ago. No, there wasn't the usual scandal. Mrs. Dancy wasn't that kind of a woman. But Goodell had fallen in love with her and Dancy had neglected her shamefully. The sequence was that she had learned to care for Goodell and by making that careless young man keep his distance she had eventually made his regard for her something purer and better than he had ever believed himself possible of. So he had kept Dancy in the city for the sake of seeing her perhaps once a month.

"Mrs. Dancy got her divorce six months later, and her husband was in Seattle with the new firm when she got it. He didn't make any contest or appear in court—probably was too busy putting in a new accounting system to bother with a little thing like that. Goodell and the divorcee were promptly married." James Kells.

Holiday Goods

The Best Selling Line
and the Lowest Prices

Are Found at

Lyon Brothers

Chicago

Write For Our

Large Fall Catalogue

Showing Everything for the Holiday Trade

We Send It Free to Dealers on Application

Qualities Guaranteed and Prices Right

Albums	from \$1.90 to	\$54.00 per dozen	Magic Lanterns	from \$2.00 per doz. to..\$	3.75 each
Toilet Cases	from 3.75 per doz. to ..	9.50 each	Trumpets and Bugles	from .20 to	1.80 per dozen
Shaving Cases	from 3.75 to	30.00 per dozen	Rattles	from .21 to	2.00 per dozen
Collar and Cuff Boxes	from 1.90 to	34.00 per dozen	Tops	from .25 each to	1.90 per dozen
Fancy Work Boxes	from .75 to	24.00 per dozen	Tin Toys	from .30 to	3.75 per dozen
Necktie Boxes	from 2.00 to	9.00 per dozen	Toy Drums	from 1.90 to	8.50 per dozen
Glove & Handkerchief Bxs from	2.00 to	18.00 dozen sets	Toy Watches	from .80 per gross to	2.00 per dozen
Trinket Boxes	from .75 to	2.00 per dozen	Fur and Wood Animals	from .35 to	2.00 per dozen
Shell Novelties	from .33 to	8.00 per dozen	Voiced Bellows Toys	from .35 to	2.00 per dozen
Burnt Wood Supplies	from .42 per doz. to..	2.00 each	Clappers and Jumping Jacks from	.29 to	3.75 per dozen
Kid Body Dolls	from 1.75 to	21.00 per dozen	Iron Toys	from .35 to	18.00 per dozen
Dressed Dolls	from .30 to	48.00 per dozen	Iron Trains	from .70 to	8.50 per dozen
Christmas Ornaments	from .72 per gross to	.70 per dozen	Toy Banks	from .33 to	3.75 per dozen
Mechanical Automobiles	from 1.50 to	9.00 per dozen	Printing Presses	from .33 to	15.25 each
Mechanical Toys	from .75 to	9.00 per dozen	Doll Carriages	from 1.90 to	16.50 per dozen
Mechanical Trains on Tr'ks from	1.90 per doz. to ..	3.25 each	Sleighs	from 1.95 to	16.50 per dozen
Steam Engines	from 2.00 to	21.00 per dozen			

Also Card Games, Alphabet Blocks, Books, Perfumery, Cut Glass, Silver Plated Flatware and Hollowware, Gold and Silver Plated Novelties, Clocks, Musical Instruments, etc., and

More than 5,000 Items of First Quality Imported Chinaware



Lyon Brothers

Madison, Market and Monroe Streets

Chicago

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



When Confidence and Not Confidences Should Rule.

There are many occasions in the conduct of life, most of all love, when confidence and not confidences must be the rule, the root of the whole matter. Analysis rarely is healthy, however much information one may gain thereby.

If the doll is pretty and satisfactory, what matter whether it be stuffed with sawdust, cotton, or hair? The lover who can feel and inspire absolute trust in his sweetheart is and ought to be a happy man. And he is truly a fool if he raises questions which may interfere with the delights which are his. There will be no unsightly specters peeping over his shoulder, no inconvenient closets which must be carefully kept locked. He will have no cause to scowl at every mention of his predecessors; but the security of his position will enable him to feel commiseration for the boys who have been "left" in his favor. His courtship ought to be as sunny as an ideal day in June.

Still, absolute as should be the trust and confidence between those who intend to marry each other, there may be points upon which honor demands silence rather than confession. The average man probably will know many things about their mutual acquaintances which he prefers not to tell his sweetheart, scarcely his wife; while neither he nor she has the right to betray the secrets of a third person to the other.

Even between husband and wife, still more between lovers, there ought to be due reserve. It has been well said that a fruitful source of trouble between married people is that they are prone to forget that they were gentleman and lady before they were man and wife, and fail to treat each other with the courtesy demanded by the prior relation. One of the fundamental principles of thoroughbred people is that curiosity openly shown—still more, outspoken—always is impolite, often actually impertinent.

Every human being has, or is entitled to, the right to a certain degree of privacy in person and of spirit. It is not only that "a stranger doth not intermeddle," but that one's nearest and dearest must in love and kindness respect such privacy as holy and inalienable. There are times when every one, man or woman, feels the desire to retire within oneself and pull down the blinds; and when such times come true love, which puts itself in the place of the beloved, will understand that what the soul needs and craves is to be tenderly and judiciously let alone.

Tens of thousands of conscientious and affectionate married people deem it their duty to tell each other all they know and expect the same freedom of speech in return, which is a sad mistake, often a disastrous one. When the husband is

a doctor, a lawyer, or in any walk of life in which he is obliged to be the confidant of other people's affairs, it behooves him to avoid sharing such confidences with his wife. Both honor and professional prudence, it might seem, would induce him to such course, yet it frequently happens that professional men are ruined in business by "talking wives" to whom they have told too much.

But, quite apart from such extreme cases as this, it is unwise to be too inquisitive as to private affairs. When a person takes to inquiring closely into a matter, the natural inference is that he or she is not satisfied with the information already possessed. Suppose, for example, that a woman has told her lover that a certain man once proposed to her and was rejected. That would be enough to satisfy the right sort of man. But the inquisitive, suspicious man would not stop at that. He would proceed to a catechism. "Did you encourage him? If you never cared for him, why did you let him propose? Why did you refuse him?" and so on, indefinitely. The woman who can meet this sort of thing with a laugh and frank good humor is all right; but there are many who would be irritated by the distrust shown in the curiosity and either would give short and evasive answers or refuse to reply at all. This would strengthen his impression that there was something to conceal. He would tactlessly pursue the subject, or revive it at an inopportune moment, and the result would be an inevitable breach.

If a man or woman is afflicted with an inquisitive disposition it is far better to meet the questions with a frank avowal than to endeavor to defeat the inquisitive spirit by pretending ignorance or by vaguely worded answers. The information will surely be sought elsewhere and gained in a more or less garbled form. If either man or woman has a right to ask questions, candor and honesty demand that they should be fully and frankly answered.

It is well, however, that the lover should not enquire too closely as to how he stands with his sweetheart's family. She will be glad to tell him, unasked, if they admire him, so that if she is noncommunicative he will be kinder not to press the subject. It is only when there is the danger of harm done by misplaced confidence that it is necessary to tell one person that any other does not like him.

Dorothy Dix.

Fixing Up Saved His Business.

Next to prices and variety of stock, the most important factor in drawing trade to a store is the appearance of the store itself. We saw a very good illustration of what up-to-date store fixtures and a liberal use of paint and glass would do quite recently. The circumstances are worth relating: A merchant in a certain town had his field invaded by a company having branches throughout the province. He expected they would injure him as they had injured others, so he sat down to think how he could meet their attack. After due consideration

he sent for the carpenters. They remodeled his store inside and out. He invested in new fixtures, and although it cost him a lot of money he did not stop until he had a store which, in appearance at least, he knew it was not in the power of his competitor to excel. Then he felt safer, confident that having held his own in this point he could hold it in others. And he did, holding not only his own customers, but getting many new ones besides. The appearance of personal prosperity attracted additional trade, for people like to do business with a man who has a prosperous look. Had he let the idea get out that he was losing money and his store put on a seedy and deserted appearance, even his best friends would have passed him by to trade with his rival.

There is profit in fixing up, and there are few merchants not in a position to take advantage of it. The details must be left for each merchant to work out for himself, but fresh paint, soap and hot water are factors not to be overlooked. Inside the store keep in mind that the idea of the modern merchant in store arrangement is to come as near as possible to showing all he has to sell. Those pretty things now kept in boxes under the counter, perhaps if shown in glass cases with mirror backs, would almost sell themselves.

The collection plate may get the nickels and dimes, but the devil gets the dollars.

Many a man puts up a bluff, only to fall over it.

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.



Established
1872

Jennings' Extracts

Made
of the
Very Purest
Raw
Material
Possible to
Procure

Sold at
Popular Prices
Today

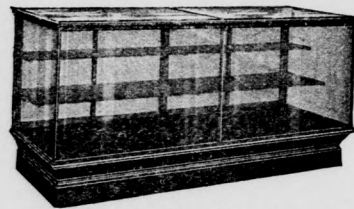
Always Guaranteed to Meet
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Jennings Manufacturing Co.

Owners of
Jennings Flavoring Extract Co.

Grand Rapids, Mich.

One Thousand Cases in Stock Ready for Shipment



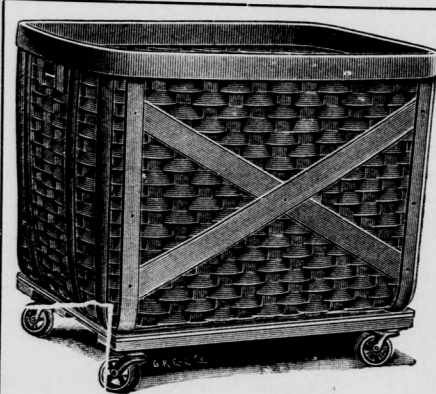
Our new narrowtop rail "Crackerjack"
Case No. 42.

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

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.

The Automobile Woman a Striking Figure.

The most striking figure among us nowadays—mainly because she is so numerous and so untidy—is the automobile woman, and apparently she is here to stay.

Any stranger who may happen to wander through the streets of Chicago during these early autumn days will inevitably gather the impression that it is a city of motorists, not merely because nine-tenths of the vehicles that perpetually threaten him with annihilation are of the automobile variety but because a large proportion of the women he encounters on the sidewalks or in the stores are clothed in regulation motor garb—and wearing the harried “do-or-die” expression that almost invariably goes with it.

But, to quote a familiar aphorism, “you can not judge a book by its cover,” and neither can a woman’s actual status be infallibly determined by her attire. The woman who wears automobile clothes to do her shopping in is not necessarily an enthusiastic motorist. As a matter of fact, notwithstanding the admitted prevalence of the “motor madness,” it is dollars to doughnuts that she has never ridden in an automobile in her life—unless, possibly in one of the “rubberneck wagons” designed chiefly for the benefit of the guileless tourist with a desire to see the city. She has simply fallen a victim to the auto outfit craze.

There are three cogent feminine reasons for the popularity of this new fad.

First, it is distinctly “swagger,” since it conveys the awe-inspiring impression that one has left a \$12,000 Mercedes just around the corner; secondly, it is generally becoming—if you are careful to omit the goggles and are not particular about the view from the rear, and, thirdly, it is mighty convenient when you want to run out on an errand without stopping to “fix up.” The long, loose motor coat—like charity—covers a multitude of shortcomings, and the nondescript headgear, swathed in yards of chiffon veiling, leaves the condition of the coiffure absolutely to the beholder’s imagination.

Another point in the motor costume’s favor, and one that the feminine shopper was quick to discover, is that the disheveled individual who dashes into a store with a “Don’t-keep-me-waiting-or-the-motor-may-blow-up” expression on her face generally gets herself attended to without unnecessary delays, while the hapless creature whose faultless toilet and general air of savoir faire proclaim her a person of leisure may stand around for a quarter of an hour before one of the listless young ladies behind the counter can be induced even to see her.

Considered as an autumn garment, the cover-all automobile coat has, undeniably, points to recommend it. It is roomy, comfortable and warm and it does not—as other outdoor garments mostly do—require a lot of frills and fancy “fixings” to go along with it. Thus it is a real boon to the woman who craves an occasional re-

spite from the exactions of fashion. Once upon a time her only refuge was the utilitarian but inelegant raincoat, which, no matter how charitably you looked at it, always was a raincoat and could never by any possibility be mistaken for anything else. Now the raincoat woman is seen no more. The pseudo motorist has taken her place.

But, of course, the women who wear motor garments are not always make-believe motorists. Most of the wealthy women of to-day have their private automobiles—although these are not the women the stranger meets afoot in automobile clothes—and not a few of the younger ones are as competent to drive a car as the licensed chauffeurs they employ. There is, in fact, an automobile school which makes a specialty of instructing the woman who wishes to become a proficient chauffeuse and its list of pupils, always a long one, is steadily increasing. The course of instruction occupies six months and embraces every part of automobile management, including the emergency repairs that every licensed chauffeur must be able to make, and at the conclusion of the term the successful graduate is presented with a certificate which, declaring her competent to operate a steam, gasoline or electric motor, as the case may be, enables her to procure a regular chauffeur’s license. There is no make-believe about the training undergone by these enthusiasts, all of whom are women of wealth who possess or expect to possess cars of their own, and it is an object lesson long to be remembered to see one of them overhauling a car with as little respect for the condition of her hands as the mechanic who must earn his living by his work.

Could Take His Choice.

At a recent inquest in a Pennsylvania town one of the jurors, after the usual swearing in, arose and with much dignity protested against service, alleging that he was the general manager of an important concern and was wasting valuable time by sitting as a juror at an inquest.

The coroner, turning to his clerk, said: “Mr. Morgan, kindly hand me ‘Jervis’ [the authority on juries].” Then, after consulting the book, the coroner observed to the unwilling juror:

“Upon reference to ‘Jervis,’ I find, sir, that no persons are exempt from service as jurors except idiots, imbeciles and lunatics. Now, under which heading do you claim exemption?”

Cleaning Chamois Skins.

1. Rub well over with soft soap until clean. Rinse in warm water, to which soda has been added, and use yellow soap. After rinsing, wring well in a rough towel, dry quickly, rub and work well in hands to soften.

2. Keep a wet towel lying on its face until the dirt is thoroughly softened, say three or four days, occasionally rubbing off with a sponge; then rub with clear nut or linseed oil.

Too many people mistake polite applause for an encore.

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.



What Other Clothing Dealers Are Doing.

The advertising man of a large clothing and furnishing goods store picks up many valuable ideas for the trade-getting advertisements he writes by mingling freely, during the busiest hours of the day and evening, with the customers not only in his own but in other big stores. His keen eye singles out the best salesmen, and while standing near apparently engrossed in the inspection of some goods, he closely notes the customer's criticisms on the goods shown, his tastes and preferences, and in this way, so to speak, keeps his fingers on the public pulse of trade in lines. He also notes theadroitness of the clever salesman in handling every class of customers. Possibly the customer calls for a tie. The born salesman never directly opposes his customer's taste, but, with the skill of the diplomat, he throws in just the right word here and there with each style displayed, shows that he is master of his business by his knowledge of what is really correct and in good taste, and usually winds up by selling whatever he chooses. Incidentally, after the sale is made, he mentions some new styles in collars, or shirts, or underwear of particular excellence, or particularly attractive patterns in vests, and the customer who came in only intending to spend a dollar perhaps leaves ten behind him, and, moreover, carries away the recollection of a very pleasant, gentlemanly clerk, with whom he will do business again. Now out of all this the advertising man gains that most valuable of all advertising lessons—to advertise as you would talk to customers. More than this, the manager of the store calls all his clerks together at stated times for short "heart-to-heart" talks, when the advertising man relates any particular instance of good salesmanship he has noticed in his wanderings, or again shows how a clerk has signally failed to make the most of an opportunity. The clerks are encouraged to offer suggestions, and are stimulated to their best efforts by

knowing the high appreciation in which a good salesman is held by their house.

If there is one quality more than another that is universally admired in the business man to-day it is "push." The man who is so brimful of force that obstacles only fill him with the keen joy of the sportsman instills this power, this hustle, into every one in his employ. It is as catching as measles. Every scheme to draw the public to his store may not bring an immediate access of business, every strong advertisement may not pull just the business intended, but all these things, persisted in, will stamp him in the public eye as a "hustler," bound to win, and that is a business asset the value of which can not be calculated in dollars and cents. One such "pusher" put in operation an advertising idea that enlisted the co-operation of the boys and girls of his town, and proved of no small benefit to his business. He had specially designed business cards printed, which were freely supplied to all children who applied for them. These cards the children were to sign and distribute among their friends. Then on all sales made to the holder of any card the child whose name appeared thereon was to be credited with 2 per cent. of the total amount. Special prizes were also to be given to the boy and girl whose cards showed the largest total sales. The children were somewhat slow to grasp the idea just at first, but at the end of the first month, when those who had put in some good work in soliciting trade among their friends got their rewards in cold cash, the fever spread, and the youngsters started in in dead earnest to drum up trade, and this shrewd proprietor found he had harnessed a live force to his advertising that set the whole neighborhood to talking about his store.

Just before Hallowe'en one firm, which is always seasonable in its announcements, issued a little pamphlet of "Hallowe'en Fireside Games," which was greatly in demand. Of course the games were interspersed with much good advertising. To further draw attention they helped matters out by a unique window display. In one corner of the window an ingenious representation of an old-fashioned fireplace was arranged. In the bottom of the window a hole, over a foot in diameter, was cut, and

over this was fastened a screen of coarse wire. To the wires were fastened short pointed streamers of red tissue paper interspersed with a few blue ones. Underneath this opening an electric fan caused the streamers to flutter up around the logs in the fire-place, and this, combined with the glow from several red electric light bulbs, produced the effect of a blazing fire. In the evening, at a short distance, the illusion was perfect. On the hearthstone were roasting chestnuts and apples, and a pumpkin lantern or two. The booklets were also scattered about, with an invitation to call for one.

A pony, a real live pony, was the prize which almost set the boys in one town wild when offered by a leading clothier. The contest was arranged after this fashion: A huge ear of corn in the husk was suspended in the window, coupled with the announcement that a pony would be given away to the boy buying a suit of clothes there who should guess nearest to the exact number of kernels of corn on the ear. To further increase the excitement the pony was driven daily through the streets, placarded with announcements. He was a little beauty, and every boy's heart was set on him to the extent that a suit bought at any other store had no charms for him. The contest started before the fall opening of the schools, when school suits are most in demand, and while it ran the firm did a land office business in boy's clothing.

It is not always originality or uniqueness that brings best results. Sometimes a rather commonplace idea, used in the right way, is far more valuable than the most unique. One clothier and furnisher every season sends patterns of suitings or other new goods to men at their business or home addresses. He has found that it is not much use to send such patterns out haphazard to a given list of names. It is necessary to know something of the individuality of each, and the right pattern sent to the right man in the right place is what is aimed at. For this purpose a card system, with all available information concerning the wants and fancies, occupation, age, and so forth, of each, is carefully kept. He discriminates between the needs of a youth and a man of 50, a business man and a laborer, and believes he

saves a good percentage of the cost of haphazard advertising. Like the marksman he doesn't always expect to score, but he is satisfied that he comes closer to the mark by care and discrimination.

Many stores have adopted the practice of pasting inside the window glass printed copies of their newspaper advertisements. One store has rung a little variation on this idea which attracts attention merely because it is different from all the others. Fresh announcements daily, called "Blank's Blue Pencillings," are written in blue pencil on sheets of white paper, which again are pasted on paper of an attractive color, and stuck inside the glass. It is curious how much attention a written an-



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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



"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 "HERMANWILE 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

nouncement, whether with pen or pencil, in a window will attract. Scarcely a passing pedestrian but stops to read these advertisements, which are bright, crisp and pointed, but one line of goods being touched on in each.

Not very long ago a "clerk" (?) in a shoe store wrote a letter to a shoe trade journal. It was a very laughable letter, not because he intended it to be humorous but because of the views he took. It was in reality a tirade against employers. Poor fellow! perhaps he was having a hard time of it. His employer might have been a tyrant, but one doubts it from his reference to his fellow workers. Here it is: "Then again there is almost always some 'knocker,' who, to gain favor, will keep polishing up boxes, or shoes, until the lights are out; he works a hardship on an honest, conscientious clerk. He makes what the boys call 'a grand play'—wants the boss to imagine that he is far better than the rest of the help, and this chap is usually the first one that will rob the till when opportunity offers. These are the fellows the 'boss' wants to look out for, rather than the unostentatious clerk." The italics are mine. Do they not cause a smile to mantle your face as you read them? We have no doubt but this fellow has been "called down" rather often of late for not keeping up his end of the work. There could be no co-operation in a store where this man is working. He is pulling against the others as sure as he wrote that letter. His mind is warped and he is biased in many ways about this feature of the game of life. He has taken up the subject from the wrong side. He has not taken it up from his own side of the question at all. He is merely opposed to the side the "boss" is on—that is all. From his own side he must see that every time he allows himself to brood over his imagined injuries he is hurting himself. He is darkening his intellect and his character. He is allowing evil thoughts of others to carry him away from the good that is inherent in every man. My doctrine is: Every salesman owes it to himself to do the best he can for the firm he works for, because he is then doing the best he can for himself. Is not that a real fact? Is it not a good theory to work from at any rate?—Clothier and Furnisher.

KNOW YOURSELF.

Then You Will Not Throw Yourself Away.

Sir Andrew Clark, the famous physician, once said that there was, no doubt, a great deal of waste of everything, but what most appalled him was the way in which people wasted themselves. He was speaking, of course, of physical waste—the manner in which we neglect the physical powers which Nature has given us. We are apt to be fearful sinners in that way. We do not take half the interest in ourselves that we should.

I bought a toy the other day for a young gentleman who has reached the ripe age of 9. Having decided to give myself the pleasure of making him frantically happy for an hour or so at the small expenditure of 10 cents I went to a toy shop to get "something." You guess what happened, of course. The saleswoman who took charge of me I should be happy to give a testimonial to as an exceedingly clever extractor of cash out of one's pocket. She pointed out to me that if the youngster was clever he would undoubtedly, at 9 years of age, have "run through" all the common order of toys. Of course if he was backward—not up to the ordinary child of that age—a quite simple 10 cent thing might do. The risk of disappointing him by offering him a thing which he had outgrown by years was too fearful to be run, and to make certain against such a catastrophe I bought "the latest," a wonderfully cheap mechanical toy, price "only \$1."

In something less than an hour the young gentleman had dissected that piece of mechanism into its "component parts," with a thoroughness that completely baffled every effort to stick them together again. He explained that he wanted to know about what was inside the thing. It was an excellent reason, and I only wish a good many more people had something of that youngster's curiosity about themselves.

A domestic the other day died through excessive indulgence in pills. She had an idea that she was weak and she wanted to be strong—a kind of female Hercules—so she invested her spare money in purchasing pills in which she had special faith. Apparently she utilized any moment that she could tear herself away from her

work in taking a pill. Her perseverance had a fatal effect. I do not say that the pills were not good, but she overdid it.

I have not much faith in extravagant self-development in the physical direction. To be able to bend a poker with one's hands does not seem to me to be so useful an acquirement as to warrant one spending one's time in gaining it. Jiu jitsu may be useful to a policeman or a public performer, but I do not see how it can profit an ordinary young man or woman. But I would have every one give some little time and attention to keeping their bodies in the best condition. And it is wonderful how little things tell in physical matters—how five or ten minutes' exercise a day may ward off some threatened complaint and how the observance of a little sense in the choice of food and drink may make the difference between happiness and misery.

Dr. Ray Lankester, one of the greatest medical authorities the world has seen, stated in an address a few days ago that "it is a matter of practical certainty that by the unstinted application of known methods all epidemic diseases could be abolished within a period so short as fifty years."

He wants the State to take the job in hand and put an end to nine-tenths of the diseases which worry us. I do not suppose that the State will worry about it. But if the State could do so much what can the individual man or woman do for him or herself?

How can we dodge sickness for ourselves? Can it be done? Sir William Gull used to say that the greatest triumphs in modern medicine would lie in finding out how to avoid disease. It has achieved wonders in that direction during the last few years.

"With some intelligent care as to ventilation of our rooms," says an authority, "as to breathing fresh air, living temperately, with little or no alcohol, and taking daily exercise in the open, people would, perhaps, know little more of gout, rheumatism, cancer, fever, lumbago, dyspepsia, asthma and the host of infectious troubles than do the lower animals."

That is a fine catalogue of ills to escape, but one must remember, in addition, that health does not merely mean not being ill. It means being in the best possible state to make the

best of things, the best of work, the best of recreation.

"I can not quite understand the young man or girl who is in earnest over learning book-keeping or shorthand and who does not consider it worth while to give an hour or so to studying what the digestive organs will or won't do," said De Lesseps, the great engineer. "What is the good of a mortal knowing anything if he or she is ill? Learn, therefore, my dear friend, enough about yourself not to throw yourself away. I do not say become learned in medical matters, but do recognize what food, and drink, and exercise, and habits are good and what bad for you."

I find most of my own friends guilty of the most absurd mistakes in the most ordinary health matters. They never have thought them worthy of consideration.

"It is time to bother about health when one is ill," a friend remarked to me the other day. A man might as well put off insuring his house until it was on fire. And a little "bothering" keeps the botherer in a better condition of fitness than he will otherwise attain, and enables him to do an enormous amount of better work. It is pure economy of one's self.

The proprietor of a restaurant groaned to me a short time since about the terrible waste of money perpetrated by the patrons of his establishment. It was not that they spent large sums, but they exercised a most aggravating choice among the delicacies offered them, and with perverse ingenuity selected just the least profitable (for them) viands. He reckoned that close on half the money spent was—as far as nutriment went—wasted, and it afflicted him sorely.

"Extravagance, I call it!" he exclaimed.

I suppose it really is extravagance. But from rising in the morning until we go to bed at night—and, perhaps, even all night through, too, unless we take care—we are wastrels as regards ourselves unless we look after ourselves. For extravagance as regards health, strength and energy is a thing one can indulge in every moment of one's life—until the stock is exhausted.

It is time we reformed and took to saving ourselves. E. G. Minnick.

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CIVIC DUTY.

Responsibility Which Rests on Every Good Citizen.

On the eve of the election Cardinal Gibbons made a strong plea for civic virtue and obedience to lawful authority.

Taking as his text, "Render to Caesar the things that are Caesar's and to God the things that are God's," the Cardinal said:

These words of Christ embody the whole duty of man, so far as his obedience to all lawful authority is concerned. You will all agree with me that no greater natural blessing can exist in a community than to find good order, tranquility and security of life and property firmly established among its inhabitants. These blessings are secured by the reign of law.

"Order is heaven's first law." Now, there are three elements which conspire and which are necessary to maintain this order in domestic and social life: First—The enactment of wise and judicious legislation for the government of the commonwealth. Second—A judicial and executive authority interpreting, administering and enforcing these enactments. Third—Law-abiding citizens, or subjects, faithfully submitting to these ordinances. This truth applies to the whole range of human life.

Look into the Kingdom of God that is within you. Contemplate your soul, which is a world in miniature. That little world is inhabited by various tenants, "which live and move and have their being." You have there an intellect and a will and memory and imagination. You have inclinations, emotions and passions which are swayed to and fro and jostle one another like a promiscuous crowd.

In this kingdom of the soul God has written his law. You have a conscience to interpret and enforce this law. So long as your faculties and passions are subservient to the voice of conscience, peace reigns in the kingdom of the soul. But as soon as the passions rebel against conscience, anarchy, disorder and tumult hold sway and the soul is tormented by remorse.

Passing from the empire of the soul to the patriarchal and primeval commonwealth of the family the domestic kingdom is ruled by the father and mother, whom the children and servants are required to obey. Filial obedience is forcibly inculcated by Holy Scripture. "Honor thy father and mother that thou mayest live a long time, and that it may be well for thee in the land which the Lord thy God shall give unto thee." So long as parents exercise a salutary control over their children, both by word and example, and bring them up in the fear and love of God, and so long as the children love and honor their parents, peace and harmony are sure to reign in the family and the home is a haven of rest. But if they rebel against the lawful authority of their parents discord and strife, discontent and dissensions are sure to put to flight the angel of peace from the household.

Ascending from the family to the

church we find that this vast spiritual domain is ruled by divers ecclesiastical functionaries exercising different grades of authority. The Pope, as Vicar of Christ, has jurisdiction over the entire church. The bishop rules in his diocese and the pastor in his parish. The authority of the hierarchy is clearly set forth in the words of Christ himself: "Go, teach all nations. * * * and behold I am with you all days, even to the consummation of the world." "He that heareth you heareth me, and he that despiseth you despiseth me." "You shall be witnesses unto me in Jerusalem, and in all Judea and Samaria, and even to the uttermost bounds of the earth."

St. Paul says: "Obey your prelates and be subject to them. For they watch as being able to render an account of your souls: that they may do this with joy, and not with grief." So long as the faithful diligently observe the laws of God and of his church and submit to the legitimate authority of their pastors, heavenly peace and concord reign in the kingdom of God upon earth; while resistance to lawful authority is the fruitful source of lamentable schisms and dissensions.

But our Savior tells us that we are bound not only to render to God the things that are God's, but also to Caesar the things that are Caesar's. We owe allegiance to the temporal powers as well as to the spiritual rulers. The same Lord who commands us to obey the divine law requires us also to uphold the civil laws of the nation. And, surely, of all people on the face of the earth the American citizen should take a special delight in submitting to the legislation imposed upon him and in being loyal to his country and to its institutions.

In despotic countries the people are

ruled with an iron hand. Large standing armies and a formidable police force are scattered over the length and breadth of the empire to terrorize the subjects—keep them in subjection. A network of spies is spread over the country, ready to catch the unwary in its toils, and often innocent victims are sacrificed to their irresponsible power. Star chambers are set up where persons are secretly tried and condemned without due process of law. Freedom of speech and of the press is suppressed. The subjects must submit to laws in the framing of which they had no part.

How different is our situation! There are no immense standing armies among us to intimidate the people and to drain their resources. There are no government spies to watch and report our movements and conduct. No star chambers are tolerated. Everyone accused, even the greatest criminal, has a right to defend himself. We enjoy liberty of speech and of the press, and, while no doubt great abuses exist, we are free to criticize the public conduct of all civil functionaries.

With what alacrity should we observe the laws which are framed for our material comfort and protection, and with what cordiality should we exhibit proper respect for those in authority, since we had a part in their selection! We can not better prove our love for our country than by faithfully observing her laws, and we can not better uphold the dignity of the Nation at home and abroad than by deporting ourselves as upright and blameless citizens.

No man can be a good Christian who sets at defiance the laws of the commonwealth. The man that breaks the laws of the State is violating at the same time some commandment of the decalogue. The citizen who

buys or sells votes, who creeps into political power by intrigue and bribery, is a thief and is transgressing the commandment which says: "Thou shalt not steal."

The moral condition of the state is what we ourselves make it. It is of our own creation, for the state is composed of units of citizens. The destiny of the commonwealth under God is in our own hands.

But while it is clear that the private citizen is bound to respect and honor the civil magistrate, it is equally clear, especially in a constitutional government like ours, that the citizen has an undoubted right to criticize the official conduct of the public functionaries. A calm, temperate and dispassionate judgment passed upon the official acts of those in authority serves a wise and useful purpose. It admonishes the servants of the law of their faults, their shortcomings and delinquencies, and affords them an opportunity of correcting their mistakes. It also reminds them of what a protracted term of office tempts them to forget—that they are the servants and not the masters of their constituents.

But you will say: Is it not unmanly, slavish and degrading for any man to submit to the will of another? Are not all men born equal? Is not, therefore, one man's rule over another a usurpation? It is true, indeed, that no man has any intrinsic or inborn rights over another. Neither president, nor government, nor mayor, nor magistrate has any prerogatives to command unless authority be given to him by a higher power. But it is just because the magistrate has authority from God that he has the right to command our obedience.

The divine sanction to the lawful authority is clearly stated in the Holy

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Scriptures: "Let every soul," says the apostle, "be subject to higher powers, for there is no power but from God, and those that are ordained by God. Therefore, he who resisteth power resisteth the ordinance of God, and they who resist purchase to themselves damnation. Therefore, be subject not only for wrath, but also for conscience sake. Render, therefore, to all their dues—tribute to whom tribute is due, custom (taxes) to whom custom, fear to whom fear, honor to whom honor is due." You see, then, that there can be no degradation in submitting to the civil magistrate, since he is invested with authority by God himself. Obedience, therefore, is not an act of servility to man, but is an act of homage to the Supreme Legislator Himself.

Is not Jesus Christ the perfect type of manhood? He could not do an act which would lower His moral dignity. Yet "Christ," says St. Paul, "debased Himself, taking the form of a servant, being made to the likeness of man, and in fashion found as man. He humbled Himself, becoming obedient unto death, even the death of the cross." Oh, my brethren, if Christ voluntarily submitted Himself to His own creatures, we ought to submit cheerfully to our fellow-beings when they have authority over us from God.

Another will say: I disapprove of the methods by which certain candidates were elected to office. There were charges of corruption and bribery and intimidation against them. I am far from defending or extenuating the abuses existing in our system of popular elections. I am upholding only the principle of authority. No one can deplore the abuses of power more than I do. But absolute perfection can never be found in human affairs. Did not Jacob supplant his brother Esau through his mother's connivance and intrigues? In all earthly governments there are more or less betrayals of public trust. No government ever existed from the formation of society to the present time in which some abuse of power did not exist. And it will be so until the end of time. "As it will be so until beginning, is now and ever shall be, world without end"—although we can not say amen to it.

You will say again: The man who is elected to office is inferior in intelligence and virtue to thousands of his constituents in the community who are relegated to private life. I grant it. But a candidate's election to office is not determined by his personal, mental and moral acquirements, but by the suffrages of the people or by the choice of his superior. And in the history of the world has it not repeatedly happened that persons of inferior culture and virtue have been clothed with authority over men of vastly superior intelligence?

Witness Saul, afterward Paul, the apostle. He goes from Jerusalem to Damascus, breathing vengeance against the Christians. On the road he is struck blind by a visitation of God. Our Lord appears to him and says: "Saul, Saul, why persecutest thou me?" And Saul answers: "Lord,

what wilt thou have me to do?" Our Lord does not take on Himself the instruction of Saul, but sends him to an obscure disciple in a retired street in Damascus. Does Saul murmur at this command? Does he say, "Why refer me to this lowly man? Why not commit me to one of your apostles to be baptized?" He goes directly to Damascus, where he is baptized by Ananias. Surely, Saul was more conspicuous for intellectual gifts than Ananias. Indeed, the name of Ananias might never have come down to us if it had not been associated with that of Saul.

Cardinal Newman, one of the most brilliant luminaries of the nineteenth century, suffered himself to be instructed and baptized by a humble disciple of Paul of the Cross.

Witness again St. Peter. No member of the Apostolic College had so grievously sinned against his Master as Peter had, Judas alone excepted. He denied Christ, while the others had only abandoned Him. Yet Peter is appointed Prince of the apostles and the visible head of the church. I never heard that any of the apostles had refused to obey Peter on account of his grievous transgression or that they had ever reproached him for his crime.

You will all admit that Emperor Nero was the most depraved and bloodthirsty ruler that ever sat on a throne. Yet both Peter and Paul in their epistles enjoin on Christians the obligation of honoring Nero and obeying the imperial laws. And these two apostles submitted to his decrees, even at the sacrifice of their lives.

Again, I may be told that there are thousands of citizens in the community who possess not only more intelligence and virtue, but also a greater capacity for discharging the duties of a public office than the incumbent. This may be so. But let us remember that it is much easier for us to criticise a civil functionary than to fill his place with credit to ourselves. Censure is a very common and cheap commodity. I knew a gentleman in a distant city who had embarked in various mercantile pursuits, in all of which he signally failed. Yet that gentleman was a severe critic and had a very high opinion of his own abilities. He honestly believed that were he a churchman he could preside with honor over any see in the United States, and that were he called to public life he could acceptably fill a Cabinet office or even the Presidential chair.

When Samuel J. Randall was Speaker of the House of Representatives there was a certain member of Congress who was habitually annoying him by questioning his rulings and taking exceptions to his decisions. One day in a full House, when a very important question was under consideration, the Speaker vacated the chair and invited the obnoxious member to preside in his absence. In a few moments the House was in an uproar. Pandemonium reigned supreme. Several members rose at the same time, appealing to the Chair. But the Chair had lost his head. The con-

fusion continued until the Speaker returned and resumed the chair, and only then was order restored. The offending member learned from the incident to be ever afterward less critical and more respectful to the presiding officer.

One of the greatest social maladies of our times is a lack of reverence for those in authority. This is true on the part of children toward parents, of citizens toward magistrates, and sometimes even of Christians toward the Lord's anointed. There is an intimate relation between reverence and obedience. It is difficult to obey those whom we fail to honor, while, on the contrary, obedience becomes agreeable when prompted by a spirit of respect for those appointed to rule over us. And we will not be wanting in this reverence when we regard those placed over us as the representatives of God.

Above all, let us pray the Lord of Wisdom and Justice that he may inspire our spiritual and civil rulers with a profound sense of their responsibilities, so that they may enact and enforce such legislation as will redound to the welfare of the commonwealth and to the peace and happiness of the people committed to their care.

Where one woman starts to make a name for herself, twenty will be satisfied to take some man's.

Some men are always either drowning their sorrow or celebrating their joys.

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LAND ON YOUR FEET.

Be Able To Fit Into New Position Quickly.

One of the commonest experiences in life is to walk into some place and see a new face where a familiar one used to be. Perhaps the firm has found it advisable to make a change or the man himself has gone elsewhere. Often skilled auditors and business systematizers in going through a factory or a large office point out to the manager that certain departments can be merged with others or done away with altogether. Oftentimes the worker is unprepared to receive his walking papers, and his dismissal puts him in an awkward fix. But in reality an employee who is taken by surprise when he gets notice is not keeping abreast of the times.

Dangers surround the business man on all sides. If he does not sell out when he gets a favorable offer he never may receive such an offer again. Or competition may be so severe that he finds it necessary to curtail expenses considerably and has to cut down his working force or reduce their salaries. To the average man nothing is so disgusting as to have his pay cut down, and few employees will stand for it. Therefore they get out and often do not know where to go.

Wisdom dictates readiness for any emergency to the employee, whether he be getting \$12 or \$120 per week. It is folly to reckon on a position as certain for years when the owner himself does not know how long he can keep the business going.

The salaried man who reads the signs of the times to advantage has several alternatives. He can save up his money and try to get into some business for himself which will render him independent of being subjected to dismissal. He can have enough capital to last him until he finds another position. He can cultivate a large circle of acquaintances and let them know when he feels his position insecure. Knowing the employees of a large number of business houses is one of the best forms of insurance against being out of a job. All the time large concerns are making some changes and there are few times when a capable man is not needed somewhere.

The importance of being ready for emergencies is shown in the case of the insurance investigation. A good many agents committed suicide through business on which they had reckoned slipping out of their fingers. And yet nothing is more certain than that these men were to a great extent utterly improvident. Some of them had for twenty years enjoyed large incomes and when misfortune came they had not saved up a dollar to meet it.

Back in Wall Street, New York, some of the brainiest men of the day are planning new mergers and consolidations. When these men act they are prone to act swiftly. No matter how willing the individual owner of a plant might be to continue in the business his father had left him, often it would be the rankest

kind of folly to try to compete with the new combine.

The truth is that there is mighty little sentiment in business nowadays. And neither employee nor employer is responsible for the condition of affairs. Competition is as ruthless between business houses as between men applying for a position. Not one man in a thousand cares if he gets a position through the possession of some additional trifling merit which turns the balance in his favor and causes some man to remain out of a job who has a wife and family depending on him. In the face of this, it is difficult to see why the employer should be required to demonstrate a different spirit. As a matter of fact, he doesn't.

One firm in a house organ boldly makes the statement: "No one holds a job with us if we can find some one who will do the work better at an equal salary." Another concern flatly told its employees in a small monthly magazine circulated among the workers: "If any one is not satisfied with the salary we are paying him, he should seek his level elsewhere." In the face of declarations of policy like the foregoing, it would be folly for a man to turn down a better position when he is offered one, through out of date ideas about the advantage of remaining in one place all his life.

When a worker enters a concern there is no contract that the position will be a permanent one. The employer himself could not guarantee that he will be alive in three months' time. And even if the employee were offered a contract to stay for so many years at a certain salary few workers would care to tie themselves up when the probabilities are they can earn much more money elsewhere inside a year or two.

"There is no doubt," said one of the department heads in a big State street store, "that a man has to be alive to his interests nowadays to make headway. The salary a man gets largely depends on himself. My experience has not been that employers are offended when a worker asks for an advance. I do not believe that employees usually will get more money unless they ask for it. A business man will not pay more for any commodity than he can avoid, and it is difficult to see why he should give employees more wages than they themselves ask. If he were to do this in buying goods he would soon be put out of business.

"When an employee asks for more salary he brings the brain of the business man to bear directly on his case. The 'boss' then perhaps for the first time in years studies out what profit he has been making on the worker's services; and if he sees that the employee is really worth more money than he has been getting he will give it to him, and not blame the man for having the spirit to look after his own interests.

"Of course, if the employer tells the worker that he can not give him more money, it is 'up to' the employee to act as he thinks best.

"I do not believe that a good business man is offended when, his em-

ployee leaves him to better himself. No man of sense would want people working for him who could not take care of themselves. On the other hand, I have known employees to ask for advances and get refused; or receive a good offer, and, without consulting their employers, accept the position. Two or three years later many of these workers have gone back to the old firm. After leaving their merits often are found out. But it does no harm to make a change occasionally."

Instead of the old view of a man being wedded to his job for many years the more modern one is that he may get a divorce from it at any time. Not feeling sure how long he is going to hold it is by no means a great disadvantage to the worker. It makes him more provident of his earnings. He is much in the position of the business man who gets orders for his wares from another firm. Both the employee and the employer are careful when they know the continuance of their profits depends on the quality of the goods they deliver.

Often, too, the employee acquires more the view of the outsider and studies the problems before him in a more dispassionate and critical manner than if he felt sure of his job. He is less afraid to suggest alterations and improvements.

As the modern employer does not feel so sure of his most capable helpers as he formerly did, he is not so slow to reward their efforts as was formerly the case. He knows that the favorite motto of the world of

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GET BUSY

Straub Bros. & Amiotte
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commerce, "Business is business," is quite as likely to rule the action of his employe when dealing with another position as when he himself is buying goods in the open market.

The outcome of the whole matter is that things are placed more on a business basis than before. The modern man of affairs looks on every worker as an investment. If he is paying him \$1,500 per year he figures that is equal to an investment of \$20,000 at about 7 per cent. Now no man, employer or employe, usually is careless when investing such an amount of money. And if the employe will look at things in this light and strive to make the investment in his services a profitable one, he generally will hold his job as long as he wants to.

The modern view of any position should be, "The owner of this business is out to make all the money he can. I'm going to try to fill my position to the greatest advantage possible and let my employer make a profit on my services. It will pay me to develop initiative and learn to look at things in the light the boss does. I will not be afraid to suggest changes and alterations which I honestly think would be for the good of the business. If my employer doesn't approve of them, he can not but think I am using my time to good advantage in thinking out progressive plans.

"My employer expects loyalty from me and he shall have it; but if I receive an offer of a better position I know my employer will no more expect me to refuse it than I would expect him to lose 5 per cent. a year on his business through trading with the wrong kind of firms out of personal friendship."

Workers should strive to avoid getting into a rut. It is a wise policy to stay a number of years with a big firm and be able to refer to that house. This will demonstrate that a man can stick to a position. But after a man has gotten such a reference he should not be afraid to strike out boldly for himself. In striving to make headway capable men will be offered many positions which they never believed they would be required to fill.

The writer has known men who have made very efficient managers of restaurants and made small businesses pay handsomely, who before had held executive positions in railroad offices.

One of the modern virtues required of a man who would succeed or hold his own is adaptability. He must be able to fit into a new position quickly. To do this he must be a student and never imagine he knows it all. Further, a man must not be too modest.

W. Brighton.

Even the Boss Detests a Knocker.

There is a story as true as it is venerable that can not fail to help any worker that remembers it, for this story points a remarkable moral in the case of the man who, not being able to find anything good to say, says something bad.

This man was walking with his employer. Ahead of them in the street they saw two women. This employe,

who fancied that he possessed a tongue of such glibness that everything he said was worth listening to, said:

"Well, of all the homely women I've seen in a long time that tall one is the homeliest."

The employer looked at the women, then at his employe:

"That's my wife," he said.

"Oh, I didn't mean that one," replied the other in dismay. "I mean that one beside her."

"That," said the man behind the firing power, "is my sister."

History doesn't say whether this particular employe "got his time" on the coming Saturday night, but he certainly deserved it. One of the perennial but seldom recognized causes of dismissal is just this inclination to knock.

There are knockers who knock with insinuations and by implication. They sneer at the house they work for, at their bosses, at the quality of the work done, at their associates and at about everything else that occurs to them.

Now, once in awhile a knocker is a good worker. When he knocks because he really thinks that things are going wrong, and that he ought to set them right as he is the only man who can do it, he often goes ahead and does work that otherwise would not be done. The employer then puts up with his knocking for the sake of his work.

But there are too many knockers whose hardest work is put into their knocking. Such men are not only no help in a plant, or an office, but they are a positive handicap to the other men. They stir up unrest and discontent, and they consume time that ought to be given to work.

There has been employed for some months in a Chicago house of high standing a man who has had great experience in his former position. He was asked to accept the job he now holds, and whether it was because his new employers thought him valuable enough to send for or for some other reason, he has developed into the most active knocker. He knocks even the men who are giving him his bread and butter.

Now, in this house there is a junior partner who knows a thing or two and it did not take him long to find that his new acquisition was devoting a great deal of time to the exposition of his views upon the shortcomings and faults of other employes.

The junior partner called him in the other day and addressed him in this wise:

"What is there that you can do better than Mr. A. or Mr. B.?" He named two of the many employes that the new man had knocked.

The new fellow thought a moment and said that he couldn't upon such short notice think of anything that he could do better than either of the other men.

"Then quit knocking them," the junior partner said. "As soon as you think you can do the work they are doing better than they are doing it I'll give you a chance to try. Until then I would prefer that you criticize this plant and its people, if you

feel that you must criticize them at all, in the bosom of your own home."

Since that little interview there has been at least one business place in Chicago where the knocker has ceased from troubling. William Louis.

If you would always be sure of an audience, abuse somebody.

Speaking of office holders, few die and all are too patriotic to resign.



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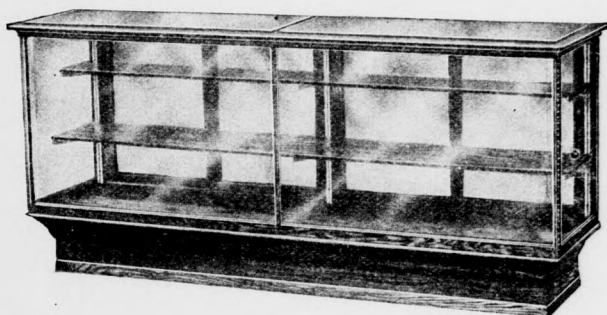
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We are even less concerned about where you place your order.

If we don't convince and assist we don't expect your business.

BUT—Holiday rush begins in a few days—then comes stock taking—before you know it, it's the middle of January.

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MAIL ORDER HOUSES.

How Some Dealers Are Competing With Them.

It has only been within a very short period—less than a year or two—that the contest between the retail dealer and the big mail order house has become an evenly matched game, where there is a chance to wager on the result. It was formerly a one-sided battle, with everything to favor the mail order house.

The distribution by mail of the household necessities listed in encyclopaedic catalogues is a great convenience, especially at frontier points where local stores can be conducted only at a loss unless exorbitant prices are charged. In these isolated cases the metropolitan mail order house has been a blessing, and many a ranchman's wife has regarded its annual catalogue as more precious than her prayer-book.

But during the last ten years rapid transitions have taken place. Perhaps the ranchman, who then rode ten miles in an ox cart to the nearest trading-post, can now ride in an electric car, and the trading-post has developed into a thriving little city with a department store of its own.

The vast amount of business-science literature that has been published during recent years has not been monopolized by department stores, mail order houses, and manufacturing concerns—the AAA-1 class; most of it has been read by young merchants ambitious to reach that class, but whose available capital is limited to a few dollars and much sound sense. They commence to adopt the methods described in business articles as those followed by successful millionaire concerns; in other words, the dealer in the small town is beginning to fight with the same weapons as his competitor in the large city, and this is what is making the contest so interesting.

What is the chief weapon of the mail order house? Its advertising literature. A thousand of the old-school general-store dealers will deny this and say, "No, the price is what brings the trade." That is simply a case of color blindness, just as misleading as the advertisement that promises as a gift a set of chairs with a sewing machine. No mail order house is giving away anything; but what it is doing is advertising such a gift in hundreds of farm papers and in a million catalogues.

Now how is the dealer of limited capital in a small town to meet such competition? Simply by convincing the purchaser that he can buy the same goods, or better goods, right in his own town, and not be buying "a pig in a poke." For this purpose the local paper, rightly used, has many adequate advantages over the metropolitan catalogue.

Here is the way one enterprising hardware dealer in a small town beats the mail order houses at their own game. He gets from the manufacturer of the local paper wood cuts of a few articles of general necessity and prepares some effective advertisements. The first week he runs in two

cuts—say an ax and a lawn mower—and his description shows the intending purchaser that he can get a quality up to or beyond that advertised by the mail order house, and for less money. Furthermore, there is no inconvenience about forwarding money, no delay in receiving goods.

There is nothing of the "give-away" atmosphere in such an advertisement; it is a direct appeal quite as convincing as any mail order catalogue. Any sensible person who reads such an advertisement would be inclined to examine the ax or the lawn mower before sending money for a similar article offered by mail. Honest publicity is perhaps the sharpest weapon in the dealers' hands and they are beginning to use it with more dexterity. Some not only use the local papers but even publish their own price lists.

Another weapon that the dealer has is the agency of widely advertised goods sold only to the trade and not to mail order or premium houses. Most manufacturers of high grade wares protect themselves and their customers by attaching their names or trade-marks to the goods, and by selling through established retail stores. This is known as the legitimate trade, as distinct from the sale of imitation wares by unknown manufacturers who care nothing about a name so long as they can dispose of so many thousand pieces through one channel—usually a department store or mail order house. The dealer gets the benefit of national advertising, as the manufacturer refers directly to him all enquiries from his city; and the manufacturer, instead of having one immense storage plant, has a thousand or more distributing agencies in which to show his wares. Hundreds of dealers now advertise themselves as exclusive agents to gain the greater benefit of this national publicity.

Dealers all over the country are organizing to fight the mail order houses. One method they use is to refuse to handle any line sold to mail order or premium houses. Of course, every time the consumer asks for an advertised article he helps the cause of the local dealer in competition with the mail order house selling imitation wares; and people are insisting more and more upon what they ask for and not something "just as good," or "better."

That the local papers are coming to the support of the local dealer in his fight against the mail order house is shown by the following editorial:

The political campaign is obscuring the ever-living problem of how to deal with the mail order houses. The contest between the local business houses which pay taxes, contribute to the support of local enterprises, and whose owners live and vote and go to church right in the home community, and the big mail order houses which pay no local taxes, support no local institutions, extend no credit, and do not care a fig for the health, wealth and prosperity of the home town, is just as keen and as far from being decided as it was before politics became the prevailing topic.

Now the local dealer not only has the opportunity to utilize a medium which is usually read with more interest than any outside periodical—his own local paper—but he has every advantage that comes from acquaintance and the ability to show and carry the goods in stock. Given a reputation for fair and honest dealing, the co-operation of a local

paper for advertising purposes, backed by continuous energetic efforts, there is no mail order house that will be able to compete for local patronage under such conditions.

Governor Folk, of Missouri, in a recent address before the State Association of Retail Dealers, expressed similar sentiments, and his advice was published in nearly every newspaper in the country:

"We wish the city merchants to build up," he said, "but we also desire to build up the country merchants. If a place is good enough for a man to live in and to make his money in, it is good enough for him to spend his money in. He should not send it to the mail order houses in the large cities. No merchant can succeed without advertising in one way or another. Patronize your town papers, build them up, and they will build the town up and build up increased trade and greater opportunities."

So the mail order house is to-day in conflict with conditions decidedly different from what they were ten years ago. The local dealer needed the stimulant, and under large doses he has revived to that extent that he is contesting every dollar of trade that goes to the outside mail order house.

This education on modern business methods has broadened the minds of many thousands of local merchants. The contest has developed a most interesting phase of business competition, and the chances of success for the local dealer were never so promising.

Louis H. Martin.

Europe is full of American girls who are completing educations that were never begun.

There may be nothing new under the sun, but the druggist always has something just as good.

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

Fast, Comfortable
and Convenient

Service between Grand Rapids, Detroit, Niagara Falls, Buffalo, New York, Boston and the East, via the

Michigan
Central

"The Niagara Falls Route"

The only road running directly by and in full view of Niagara Falls. All trains passing by day stop five minutes at Falls View Station. Ten days stopover allowed on through tickets. Ask about the Niagara Art Picture.

E. W. Covert,
City Pass. Agt.
Grand Rapids.

O. W. Ruggles,
Gen. Pass. and Ticket Agt.
Chicago

The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

BOUR'S COFFEES

The Admitted and Undisputed

Quality Coffees

They Are Trade Builders

Why?

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

Unquestionably the Best

Branch Houses
in all
Principal Cities

The J. M. Bour Co.
Toledo, Ohio

How To Meet Mail Order Competition.

Extensive discussion on parcels post has brought to this office many suggestions, one of which I think worthy enough to present to the trade press for their submission to the readers thereof, which is as follows:

The competition of mail order and catalogue houses has come to stay and the country merchant who refuses now to recognize this competition will eventually wake up to the situation too late.

Undoubtedly the best way for a dealer to meet mail order competition is to have a catalogue of his own. Too many dealers are still resting in fancied security and refuse to acknowledge mail order and catalogue competition. They still cling to the old method of few sales and big profits. They do not know what their customers are buying from the mail order houses until they see the packages coming in at the depot. It is a physical impossibility for a country merchant to know in advance just what his customer intends to purchase. The solution of this problem is undoubtedly one of co-operation between the wholesale house and its individual customers.

It is not possible for the country merchant to get up a catalogue of his own. Wholesale houses making a specialty of certain lines of goods can adapt their own catalogue to their customers' needs, print on the dealer's name instead of theirs, and the dealer can send it as his own catalogue.

Ninety-six page catalogues printed in nice black ink on a good quality of paper, which will show up half-tone illustrations to advantage, will cost the wholesale house only about 5 cents to 6 cents each. If the wholesale house paid one-half of the cost it would make a big ninety-six page catalogue only cost 2½ or 3 cents each. In that way the merchant would have a large department catalogue of his own, which would illustrate and describe many of the goods he had in stock and other goods which he can supply promptly by ordering from his mail order house.

The merchant should be glad of the chance to pay part of the cost of such catalogues, because it would be cheap advertising for him.

First. It would enable him to increase his trade with his present customers.

Second. It would enable him to extend his trade to others who are not customers of his now.

Third. Wholesale houses could compile for him a more comprehensive credit on their particular line than is devoted to the same line of goods in a mail order catalogue.

The dealer should be impressed with the fact that these catalogues cost money, and pay part of the cost, and he will then be careful to place them where both himself and the wholesale house will get the greatest possible returns.

It is simply a matter of co-operation, and a plan of co-operation that will win, because it has won.

That dealers get actual results from this method of co-operation and trade

promotion is evidenced conclusively by the testimony of merchants who have tried the catalogue plan.

Retail selling prices that are fixed by the wholesale houses are printed in all the catalogues. The catalogues are gotten up in first class shape with a handsome colored cover and the dealer's name, business and address printed upon it in the color of ink to match one of the colors on the cover. The catalogue has all the earmarks of being the dealer's individual catalogue.

Submitted by John A. Green,
President National Retail Grocers' Association.

Getting Even With the Telegraph Company.

There was a radiant smile on Mrs. Webber's face which nothing but a bargain or a new tooth in the baby's mouth ever called forth.

"I've got the best of the telegraph company for once in my life," she said, removing hat-pins with each hand. "I didn't mind the hot walk to the office and back or anything when I'd thought how I could pay them up for making me rewrite that last telegram to mother, just because there were eleven words and I only had a quarter with me, and it was mother's birthday, and, of course, I wouldn't let her pay, and so I had to leave out a 'very' that just made it seem like her own daughter."

"It was a shame," said Mr. Webber, solemnly. "How did you get even?"

"I sent a message to cousin Mary Wilcox, and eight of the ten words in it were three syllables long. I wish you'd seen the operator's expression, Henry, but, of course, he couldn't say a word"—Mrs. Webber elevated her round chin and gazed triumphantly at her husband—"and I'm thinking up one to send to your sister Frances with three four-syllabled words in it!"

A new railroad which has been for some time in process of construction and is now so near completion that it will be opened this month is across the Isthmus of Tehuantepec. This is bound to have quite an effect upon the transportation business between the Atlantic and the Pacific coasts. It brings North Atlantic ports 1,200 and Gulf ports 1,400 miles nearer San Francisco than by the Panama Railroad, 600 miles farther south. This distance is a big item in traffic matters. When the Panama Canal is finished—and that is a date a long way in the distance—it will be possible for vessels to sail direct from New York to San Francisco, but until then they must break bulk and the goods go part of the way by railroad. The Mexican enterprise presents manifest attractions and its projectors believe that it will be profitable from the beginning. Its operation will have some effect upon trans-continental freight rates and of necessity reduce them quite considerably. The business between the Atlantic and the Pacific coasts in this country is growing rapidly and can make use of every facility afforded.

Having no money, a fellow doesn't have to bother about saving any of it.

"The minute a man accomplishes anything he is called a crank by those who have failed."

A successful man can afford to be called a "crank."

Some people call us "cranks" because we talk so much about

Mother's Oats

We don't care. We know it's a good pure honest food and if you will push it your trade will be pleased and you will be happy because you are making a good profit.

Ask about our

Profit Sharing Plan

The Great Western Cereal Co.
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

Pure Apple Cider Vinegar

Absolutely Pure

Made From Apples

Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers
Detroit, Michigan

LIBERTY H. BAILEY.

Appreciation of the First and Greatest Horticulturist.

One day a number of years ago, in traveling on foot from Interlaken to the Grindelwald in Switzerland, I learned through a friendly traveler of a family on the side of the Grosser Scheidegg, the members of which had never been down in the valley, and so had never viewed their mountain from the outer country. They had lived their lives in the bosom of the mountain; they understood the ins and outs of a small piece of territory upon the mountain. I had never seen the mountain until the day before this visit, and then I had viewed it in all the glory of an autumn sunset. The impression which it made upon my mind and soul will remain with me during my entire life. In comparing my own knowledge of the mountain and in making my own estimate of it, I have wondered many times if my judgment concerning it is not worth intrinsically more than the judgment of those who had reposed for a lifetime in its bosom.

A few years ago, with my mother, I visited her birthplace in New Hampshire, which she left when a girl of 15 years. I watched as she sat in the open doorway of the old house that still remained very much as she had left it sixty years before and noted the play of feeling as she viewed again the beautiful, strong lines of Mount Monadnock. She had never been up on the mountain, but during all of her girlhood she had seen it every day and it had made an unconscious impression upon her life, which had gone with her during those sixty years. As I noted the expression of her features, as she allowed the full influence of the mountain view to affect her emotional nature, I could not but believe she actually knew more that was of value about the mountain than the man whom I visited the day previously, who had lived a lifetime at its base.

So, perhaps, it may be true that my own estimate of the character and life of Professor Bailey may have something more of value in it than the judgment of another who may have been very close in touch with him for a number of years of his active life. I have only touched him occasionally; I have viewed him most of the time from afar off, but his work and life have appeared to me in strong perspective, and I am glad to share my impressions with you.

In making an estimate of his character and influence my first thought is of his rugged honesty, because this lies at the foundation of his service to the world. This attribute of his character has shown itself from early boyhood in all his relationships and stands out as a salient feature of all of his best work. Do you know, do you appreciate what it is to be absolutely honest in the interpretation of nature? Read any of the popular books of to-day on nature study, as applied to animals and plants and note how the imagination has played havoc with truth. Only a small minority of the writers who have intended to interpret nature have been

honest with her. You will recall, most of you, how honest John Burroughs has taken these people to task, but no careful student of nature will have a criticism to make upon Bailey for any lack of integrity, whenever he has been the interpreter of the ways of animals and plants, to his auditors or his readers. Do you know how difficult it is for one to be honest with himself in the performance of experiments in agriculture or horticulture? I wonder if any of you have had experience in testing your own virtue in this matter. The result you want—the result you look for—influences you more than you know in your methods of reading the facts of an experiment. I have, in my brief lifetime, caught many people dealing with nature's laws and trying to interpret them who have actually deceived themselves through their desire to obtain certain results. I will be frank with you—I have caught myself in this piece of dishonesty; I know how difficult it is to be keenly alive to the truth as it is manifested in the world of agricultural experimentation. Professor Bailey's record, through many series of experiments which he has instituted and in the conclusions which he has drawn and placed before the public, is remarkable because of this absolute integrity in interpreting to the world the truth as evolved by his experiments. He has many times been disappointed, even chagrined, by the conclusions he was bound to read in his work of experimentation, because of his confident expectation of other results. But his rule of life has been to be honest with himself, to be frank with the awaiting people, even at the expense of a criticism upon his prophetic judgment.

When one has decided views with regard to methods and policies and the application of principles, and has the courage to proclaim his views, he arouses antagonism; other men of character and standing, who see the same things from a different standpoint, are led to strong expressions of beliefs which are in opposition. To be perfectly honest in the representation of these men who entertain divergent views; to give men credit for honesty in their beliefs which are in opposition to our own is an attribute of character somewhat rare. Professor Bailey, in his discussion of controversial questions, has, from my observation, always been honest and fair and even generous with those who differed with him.

Men who rise rapidly above the rank and file of their fellows in notoriety and influence are greatly tempted to utilize as their own the results of other's investigations. This is quite common among men and we must not criticize them too harshly because in many cases the neglect to give credit where credit is due is not an expression of moral obliquity, but rather of carelessness which is born of self assurance. Still, even if we refrain from criticism and condemnation, in cases of this kind, we warm up to the man who refuses to absorb and utilize another's valuable investigations and conclusions as his

own and who is exact and religious in awarding credit and praise where it belongs. From a somewhat intimate acquaintance with the wide range of Professor Bailey's service to mankind, I am proud to say that this trait of character, which leads one to be very particular with regard to the appreciation of other's work and giving them credit for it, is one that is intrinsic in his make-up.

My second thought with regard to Professor Bailey is his lucidity of expression, his gracefulness in the use of language and his wonderful command of the best English. This factor must have been born with him or else developed in very early life, for in his boyish essays before the local Horticultural Society at South Haven, when he was a mere school

boy, the ease with which he expressed himself and the natural flow of language in the development of his thought was a prominent characteristic. I read some of these essays before I knew him and they attracted my attention because of the beauty of his simple, yet forceful, language. During his college career this factor was of great use to him, and through the use of his pen he began very early in life to add to his exchequer. I recall, after he had left M. A. C. and was a student in Harvard University, his wonderful versatility in the treating of agricultural subjects in his communications to the rural press. I remember he excused himself to me on several occasions for writing so volubly upon topics which he discussed, by saying that this work en-

Good to the Very End

S.C.W.

5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known
Everywhere

No Talk Re-
quired to Sell It

Good Grease
Makes Trade

Cheap Grease
Kills Trade



FRAZER
Axle Grease

FRAZER
Axle Oil

FRAZER
Harness Soap

FRAZER
Harness Oil

FRAZER
Hoof Oil

FRAZER
Stock Food

abled him to take his course in the University. He felt that he was open to criticism for writing so much upon some of the simpler topics connected with rural life, but his articles were always readable; the charm of his method led one to forget whether he was bringing out anything new in agricultural economics; it was the method itself which made his articles attractive; he had an originality of expression and an attractiveness of diction which led us all to read everything that came within our reach which dropped from his pen as an overflow from his rapid development. As a public speaker, this ready expression, this beauty of language gives a charm to his utterances which stays with his auditors and which conveys his thought in a way to arouse appreciative emotions.

In connection with this it may not be out of place to call attention to the winsomeness of his method when he desires to carry home to his auditors facts and principles which are on his mind and heart. The appeal which he always makes to an audience is, first, honesty in purpose; second, beauty in method, and, third, winsomeness of address.

Professor Bailey in his literary efforts has always made the appeal to me that he had consummate ability in transferring the attractive features of nature to language and literature. The foundation for his success in this service to mankind lies in his purposeful life. When I first knew him he expressed the desire to become an educated horticulturist and to increase his knowledge and power for the uses of horticulture; he desired to be a factor in the development of a higher order of horticulturists. He may have swerved a little from this idea when the strong temptation was presented to him to become a scientific botanist, but he soon righted himself with his original purpose and has never faltered since. He believed that it was worth the while for any man with horticultural tastes to give his lifetime to the development of the art of horticulture and the utilization of scientific methods in the elevation of the art to the end that, as a vocation, it would hold its own in character and standing even with the so-called learned professions.

In summarizing the attributes of Professor Bailey's character which make their strongest appeal to me I must not neglect the fertility of his imagination. It is this which gives the artistic touch to his versatile utterances. His imagination is both reproductive and creative. His pictures in words are as vivid as those exhibited in the lime light of the stereopticon. In his discourse he illustrates so often the words of the Immortal Bard:

"Such tricks hath strong imagination that, if it would but apprehend some joy, it comprehends some bringer of that joy."

I am inclined to think that Professor Bailey owes a great deal to his inheritance. Any man who has, during the last half century, come in touch with the rugged character of his father can understand whence he secures those very strong at-

tributes of his body and mind and heart, and can account for the natural development of his resources along the line of his life work. Most of us are copyists; we gather information from various sources and it becomes a part of ourselves; and it is eminently true of us that "we are a part of all that we have met." Many of us can assimilate this information in a way to make it our very own, but the genius and originality of Bailey have enabled him, by the aid of his wonderful ability in gathering, to so recreate and rearrange the facts and information which he has gathered from many sources as to give them a luster and force and effectiveness of their own with his distinctive mark upon them. Many have the ability to acquire, but few have the ability to use acquisitions for all they are worth in accomplishing the best kind of work in some field for the world. Professor Bailey is one of the few. From his early boyhood he had a wonderful ability in the use of his senses. He saw things correctly and well; he has always been seeing things; he never fails, wherever he may be, to be gathering material through his powers of observation to be used in a most effective way in his chosen field of labor.

Beyond these things which I have mentioned there is one attribute of character which to me means more than all the others. It may not have made a great man of him, but with his marvelous diversity of talent it has carried to others with striking effectiveness the truths which he has evolved and to which he has given utterance in various ways. I refer to his lovable personality. There are many men in our acquaintance from whom we shrink. Who would think, in a moment of emotion, of throwing his arms about Charles Sumner or Roscoe Conklin? But when he touches the personality of a lovable man like Elliott, of Harvard, or Angell, of Michigan, or Bailey, of the United States, there are times when he feels, under the inspiration of the altruistic work for mankind, like throwing loving appreciative arms about him.

If we were to make a category of Professor Bailey's accomplishment during his career it would be a long and interesting one. Suffice it for this brief paper to say that from the beginning until now he has contended for a dignified, independent and aggressive horticulture. All the force of his strong character has been exerted in the belief that horticulture as an occupation is large enough and important enough to stand evenly with any other occupation in the world. First of all, he has developed in the men and women engaged in horticulture the highest respect for their calling; he has given that calling standing and influence in the broad counsels of agriculture and, beyond and above these, he has, more than any other man, compelled educators to recognize in the science and art of horticulture a factor in the world's progress worthy of their recognition and best efforts. Professor Bailey has threaded into and through the

unattractive and uninteresting operations of horticulture a thread of sentiment which has given zest and interest to the most common-place methods of manual labor. He has so mixed the leaven of emotion and sentiment with the entire lump of horticultural effort as to render their process interesting, not only to people with rural instincts but to all the people who have an appreciation of science and art as applied to the processes of life. In producing a rich literature of horticulture Professor Bailey has taken up the pen that Downing laid down and has wielded it with a force and success which crowns the primary efforts of that distinguished horticulturist with a glory he might have dreamed of but scarcely could expect would be developed into such marked fruition.

In the realm of horticulture Professor Bailey has done his most distinguishing life work thus far, and still he has reached into many other fields of endeavor with unqualified success. There are men of my acquaintance who are better fruit growers than Bailey, there are men engaged in landscape gardening who are able to express in their art greater definiteness of ability than Bailey, there are experimenters who have outstripped him in this realm of horticultural evolution; in truth, take any one of the branches of horticulture and we can name some man who perhaps has outstripped him, but in covering the whole field of horticulture there is no person, to my mind, in the world to-day who is so truly entitled to be called the first and

greatest horticulturist. Professor Bailey is a premium sample of the best crop that Michigan produces.

Chas. W. Garfield.

It is all right to aim high, but don't stub your toe doing it.

The National Cream Separator

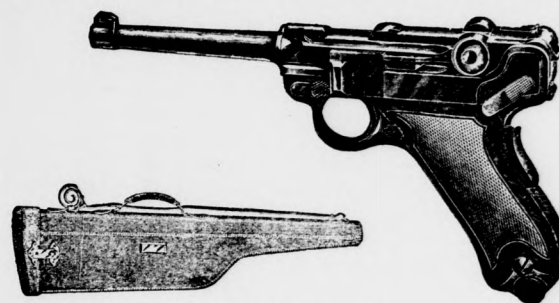
It extracts all the cream from the milk. It runs lighter and handles more milk in a given time than other separators. It will pay for itself in one year and will last a lifetime. Costs almost nothing for repairs. You will find it one of the best sellers you could carry in stock. Write to us about it to-day.

Hastings Industrial Company

General Sales Agents

Chicago, Ill.

Guns and Ammunition



Complete line of
Shotguns, Rifles and Revolvers
Loaded Shells

Camp Equipment

Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company - - - Grand Rapids, Mich.



Shoes Not Helped by Some Combination Higher Up.

"I wish," said Mr. Laster, "that it was the good old times of the foot-wear business."

When trade happens to be dull, or when profits get close, or the big stock isn't helped by the weather to move, or when some pet mortgage is back on its interest, Mr Laster begins to talk like that.

"Why?" I asked.

"Oh, in the old days we sold shoes and boots the same as the meat man sells meat now."

"How was that?"

"Why; regardless!"

"Regardless of what? You can't give a man a slice of shoe off the round, same as a steak, or six shoes with the bones taken out, and skewered same as a clear chop, or eight pounds of shoe, same as a roast, or—"

"You don't get me at all," he continued, mournfully (which is strange, too, for I've heard the same tale for sixteen years at regular periods). "What I mean," he continued, getting down to the good old story, "what I mean is the way we used to sell shoes in the good old days of trade, in bulk, as it were, at good profits, without all this fuss and feathers. Think of buying 240 pairs of one style of women's shoes, all in whole sizes, and in only two widths, wide and narrow, and selling them all out without any trouble at all."

"Costing?" I said, to give the proper cue.

"One fifty a pair."

"And selling for?"

"Two fifty and no questions asked."

"You must have had to try on a good many pairs before you suited the women," I led along.

"Try on? Why, Mr. Fitem, we kept those shoes in great boxes, tied together in pairs, the wide ones in one box and the narrow ones in the other, and there was a settee ran along in front, and the women just went and sat down on that settee before the boxes of shoes, same as a hungry horse before a manger, pawed around among them until they found their size stamped on the bottom, took off their own shoes and tried on until they got a fit and then brought the pair to us to be done up."

"Didn't you help fit the shoes on the ladies?" I asked, for I knew the route of the story without a diagram.

"Fit the shoes?" he said. "Fit the shoes? Why, young man, in those old days a lady would feel almost insulted if a salesman had come around to take her shoes off and try the new shoes on. We never thought of going near them, except possibly to find a size which they failed on. Why, we used actually to turn our backs on them when they were trying on."

"Do you think the women were more modest then than now?"

"Well-er-em-no, I wouldn't want to say that, I wouldn't want to say that, but, perhaps, with different feelings

about certain things. Different feelings. If we did chance to approach their section when their shoes were off they would draw their feet back under their dresses as quick, same as a turtle with his head, you know, just the same. Modesty, extreme modesty. No more modest than to-day, you know, not at all, but such was the form of the thing. That was what was expected of modesty."

"It must have made the work of selling shoes much lighter?"

"Oh, think of it. Lighter? I should say so. Those good old times. Those good old times."

"And what sort of a shoe was this one you speak of? Was it Foxed Polish?" This was truly unkind, for I should have pretended not to know. But I did know so well, from hearing about them so many times, that I could not resist. Mr. Laster looked at me sadly. "Yes," he said, "Foxed Polish. Think of offering a banker's wife a pair nowadays? But when Old Giles Graham's young second wife put on a pair of number three narrows back in those good old times, laced 'em up and then called me to see the fit, you never saw a neater sight than her foot was, now I tell you. It isn't the shoe that makes the foot. It's the foot that makes the shoe look neat, after all. And she had a foot—ah, Fitem, she did have a foot."

"But about present day conditions," I suggested.

"Ah, yes. As I say, the shoe business has all the worst of it."

"How's that?"

"Why, shoes and other footwear are the only necessities which are not helped in the retailing by some combination higher up. Take meat, for instance. A man starts a meat market, unless there are too many meat markets in the town they will all make money. They agree on the prices. Roast beef stock 18c, beef-steak 19c, choice cuts 20c and 22c, and woe to the man who cuts under. The trust gets after him and he finds it impossible to buy meat, or if he is not turned down cold, it has to be cash in advance, and maybe has a special list of prices framed up against him."

"He soon sees a great light, charges the prices and begins to build rows of flat houses out in the addition to the city or village."

"Oh, yes, it's easy. Take the coal man. Coal \$4.50 at seaboard, \$6 to the consumer. If it comes by the gross ton, out it goes by the net ton, which makes a neat extra profit in itself, and all the dealer has to do is to stand by the schedule, keep the books and let the men do the work on the wagons. No wonder the butcher is round and contented looking, and the coal dealer wears diamonds that are not dusky like the ones he sells."

"Take oil. Just the same, buy of the trust at their price and sell to the consumer at the price the trust fixes. The old days when the combinations tried to freeze the retailer are gone. Nowadays they make the retailer their friend and ally by showing him how much profit to make, fixing that profit at a handsome figure and taking care of his competition for him. Take

the pump combination, which includes water meters. Supposing you are selling water meters. You have to charge a thundering price, but you are allowed to make a thundering profit, and there is no danger from the man around the corner cutting prices, for if he does he won't be able to get meters at all."

"But here are we poor shoe dealers and there's no one to take care of us at all and never will be. It's dog eat dog all along the line. Now, mind you, I'm not advocating trusts and combinations or anything like that. I don't believe in them in this free and enlightened country any more than you do, Fitem, but it would be sort of comfortable if when we bought our rubber boots in the fall, a thousand pairs of them at \$5. fifty and ten off, we were all instructed that they should be sold for \$4 a pair, and given to understand that it would be dangerous to sell them for any less?"

"Gosh, but that would be Heaven, wouldn't it?" ejaculated Hi Ball, breaking into the conversation.

"It would seem some like what a shoe dealer looks forward to, that's a fact, Mr. Ball. However, with all its drawbacks the shoe dealer has the satisfaction of knowing that, greater and better than the dealer in any other line of business, he gives the consumer the exact worth of his money or more, practically every time. That ought to be a good deal of satisfaction to us, and another satisfaction to us is the fact that we run our own businesses. We buy where we like and of whom we like, and we sell for what we like, or the best we can, and that best has to be reasonable because most of the bright men have drifted into the shoe business."

"Well, come to put it that way," said Mr. Hi, nervously pulling down a carton, the cover of which was lifted on one side, rearranging the shoe more compactly on the inside and replacing the box on the shelf, "putting it that way it does make it seem as though we belonged more to the business world in America than the coal men or the oil men, or the meat men or any of the other traders who have their prices fixed for them."

"It's always better, my son," said Mr. Laster solemnly, "to mingle in the wild rush and carve out your living from the profit between the come and go than to settle back and live on an income arranged for you by some one else," and the old gentlemen wandered back into his little office and began cutting off the interest coupons from the Western mortgages so as to get them ready for December 1.—Ike N. Fitem in Boot and Shoe Recorder.

Hone's a jollier, my friend:
That you can't deny.
Do not unto me pretend
That you'd even try.
Hope to unsuccessful men
Sings a siren song.
Bids 'em bueh the game again—
Jollies 'em along.

When in darkness and despair
Dolefully we grope.
We walk right into the snare
Set by artful Hope.
Home doth whisper in our ears
Imitations strong.
Does away with all our fears—
Jollies us along.

What Constitutes the Ideal Employer.

The ideal employer is, no doubt, the one who gets the most efficient work from his employes with the maximum of contentment on their part. Under cover of anonymity, I can tell several stories of employers and describe certain of the qualities that make men popular or unpopular with their employes:

One was a merchant in a small Michigan city for whom I kept books. His employes liked him because he worked as hard as any of them and with them, and on the occasion when he asked overtime work he was always on hand and did more than any of them. My own liking for him was based on two incidents which happened soon after I went to work for him.

I disliked a small piece of drudgery because it seemed menial and I approached the "boss" on the second day and asked him if this work was a part of my duties.

He responded with a simple "Yes." There was no emphasis on the word, either of command or irritation or emotion, but it was as final as a judgment of the Supreme Court.

Some months later I had an offer of a position with a higher salary. I needed the extra money, so I went to my employer again, and said:

"I like to work here and I don't wish to leave, but Blank & Co. just offered me \$60 a month—"

"I'll give you that," said my employer in the same dispassionate tone as before.

I stayed.

I liked two qualities of the man—his instant decisiveness and the impression he always produced that he would stand by his decision. It made us who worked for him feel that we always knew just what he could be expected to do when he said a thing.

Another employer had a quality which won me in spite of his rather acrid disposition. Whenever he set me a task he took great pains to make clear just what he wanted done and how and when he wanted it. He would patiently answer any number of questions that would make these things clear. Then I heard no more of the task until it was due. If it were done properly, he merely said, "Thank you." If it were wrong, or not on time, I got a scorching "call-down." His theory was a fair one—that when he had given a man every chance to learn what was wanted he had a right to expect best results. But I appreciated especially the fact that between the time the task was set and its conclusion I heard nothing about it from him. Other men for whom I had worked had nagged me almost to distraction.

An acquaintance of mine who employs many men has an irritating habit of "calling-down" his employes in the presence of their fellows, in a thunderous storm of profanity. Yet he redeems himself and gains the respect and loyalty of his men by the fact that he as readily makes equally vociferous and public apologies to any man whom he has unjustly rebuked, calling himself the same hard names.

A. C. Keir,



Trade Winners And Trade Holders

If you had an opportunity to introduce something into your business that would tend to strengthen your hold on the trade, repeat sales, in fact, act as a sort of trade insurance, would you do it?
Then You Want

Mayer

Martha Washington Comfort Shoes

the most remarkable shoes for building business on the market. If you sell the first pair you can just about bank on that customer's trade for the future. There is something about the fit and comfort-giving features of these shoes that simply makes them indispensable when once used.

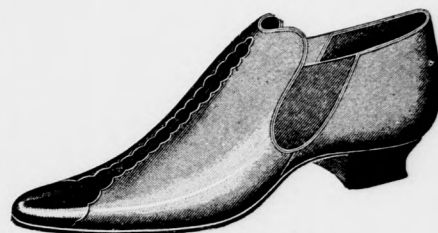
Like all good things they are imitated, but imitations neither take the place of Martha Washington Shoes with consumers, nor have their wearing or fitting qualities. Send for a trial order, just enough to prove to your own satisfaction that what we say about Martha Washington Comfort Shoes is true.

Use this order blank

F. MAYER BOOT & SHOE CO., MILWAUKEE:
Send me 12 pairs of Martha Washington Comfort Shoes. Sizes Widths at \$1.60 per pair.
NAME
Address
M. T.



Fill out the enclosed order
blank and return



NO. 473

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

90 Per Cent. of the Rubbers Worn

Give out first on the bottoms. That's why we put PURE GUM TAP SOLES on all our Boots and Lumbermen's Goods. They'll outwear anything made.

If one of our salesmen hasn't called on you, drop us a postal and we will give it prompt attention. Remember, Beacon Falls are a high grade exclusive line direct from manufacturer.

Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

STARTING IN BUSINESS.

One Practical Lesson Enough for Young Man.

Written for the Tradesman.

"That is the story everywhere," said the applicant for a job, turning to the door with a sigh.

The merchant to whom the application had been made, a prosperous dealer in baked goods in a small city not yet reached by the National Biscuit Company, heard the words and the sigh and looked up from his desk.

"Hard to get a position, is it?" he asked.

The young man turned back into the room, thinking that there might be hope in the situation.

"Impossible," he said.

"Perhaps you don't go to the right people," said the merchant.

"I go to the people who know me best," was the reply. "You were a friend of father's and still a friend of the family. I thought you might find something for me to do—almost anything to start with."

"I can't let one of my old and tried employes go for the sake of giving you a job," said the merchant, "and I do not require more help just now. You live at Mapleville, don't you?"

"Yes, sir."

"How large is the place?"

"Oh, about a thousand inhabitants, I think."

"Can't you get something up there?"

"I prefer a larger city, but I would stay there if I could pay my way. You know I am the head of the family now, and there are Ned and Mary, 12 and 14, besides mother and I."

"I see," said the merchant, thoughtfully. "How many bakeries are there up there?"

"Three or four small ones."

"All doing well?"

"The owners seem to be prosperous."

"Do you think you could handle an agency for me up there?"

"It might be possible to build up a trade."

"You couldn't rent a store, you know, and sit down and wait for the people to buy the goods. You would have to get a small place to store the stuff and carry it around. And you would have to go out in all your spare time and solicit for customers. You might have to push your bread and pies and cakes around in a cart."

The young man colored painfully.

"That would be a good deal of a come-down, but I would do it."

"Would you do it on commission?"

"Yes, that would be the better way."

The merchant smiled and began figuring on a slip of paper.

"You might make \$5 the first week," he said. "You might make less."

"I am looking to the future," was the reply. "Never mind the first week."

"Sit down," said the merchant.

"I thought you might help me," said the young man. "You are the first one to give me encouragement of any kind."

"Business men are too busy to figure out anybody's business but their own," was the reply. "A young man

must hustle for himself, like the men he is looking to for work. The more he hustles the better they like him."

"A fellow must get a chance first," said the young man. "He can't hustle until he has something to do, can he?"

"Now," said the merchant, "I don't want an agency up at Mapleville. For certain reasons I can't enter into competition with the bakers up there. But there is no reason why you should not get into the business there."

"I haven't a cent to start with."

"Not a cent?"

"Well, I'll have just \$5 after I get home. That doesn't look like a business start, does it?"

"That is enough," was the reply.

"Your mother was Emily Parker?"

"Yes, sir. I have often heard her speak of you; in fact, she advised me to come down here and see you."

"Yes, Emily would be apt to remember me. I was all broken up when your father won her. Well, Emily used to be the best pastry cook in New England. She could make bread, and pies, and cakes that would melt in your mouth. I presume she hasn't forgotten how to this day."

"Indeed she has not."

"That is all right, then. Now, can't you see where all this talk is tending?"

"I think I can, sir, but the money is not in sight."

"You have \$5. That is enough. If you positively need more I will loan it to you, but my advice is not to start in debt. You go home and lay the money down before your mother and ask her how far it will go in buying things to make bread and cakes with."

"I really think mother would like that."

"You spend the money according to her directions. Then you go out into the town and tell the people what you are going to do. Tell them that your mother is going to supply the town with home-made bread and doughnuts. That will be enough to start with—just bread and cakes. If they shut the door in your face go back the next day with the goods. They will be ashamed of their previous ill manners and will buy. When you see about how many loaves of bread and many dozen of cakes you can sell tell your mother to get busy at the stove."

"This is fine!" cried the young man.

"You will get tired of canvassing," suggested the merchant, "and you will get sick of pushing a cart around town."

"Never mind that; I'll stick."

"And you must take your mother into partnership with you. If you attend to your business and keep up the grade of your goods you may soon have a little store and a delivery wagon. But don't run into debt. Now, you see how easy it is to give yourself a job, don't you?"

"It is a wonder I never thought of that before."

"Well, I thought of it one day when I had only two dollars, and no job, and no mother to do the baking."

The young man opened his eyes.



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.

"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.

"Is that the way you started in business?" he asked.

"That is the way," was the reply. "Why, I thought it took capital."

"It does. It takes a capital of industry, perseverance, nerve. Yes, that is the manner of my getting into business. I took my two dollars to a friendly old lady who was having a hard time to get along. I did not tell her my scheme, for I did not want any partner. I hired her to make all the bread I could buy flour for. I think I bought one hundred pounds with my money. She made it up into the best bread I ever ate, and I put it in a basket and started out to sell it. The first lot went off all right, and the business looked promising. But the second day a baker's delivery man, a great burly brute I beat the head off later on, took my basket of bread and dumped it into the pond. That was a calamity, but I kept at it. I won out."

"I'm in a hurry to get home," said the young man.

"Let me know how you get along," said the merchant.

"You bet I will," was the reply.

A week passed by without news from the young man. Then came a letter:

"I got my bread dumped into the pond, too, but I put the man that did it in bed for a week. Business is lively. The fight at the pond advertised me. I'll have a steam bakery before long. Then you come up and see me."

And he has the steam bakery now.

All of which shows that if no one else will give you a job you must give yourself one, like this young man did.

Alfred B. Tozer.

Auntie's Memory.

An old colored woman down in Alabama was reported to be of great age, and was extremely proud of the distinction. The proprietor of a museum, on hearing of her, sent one of his agents to make an investigation, as she would be a valuable acquisition to his museum. The agent plied her with questions regarding her age. He asked her:

"Auntie, do you remember George Washington?"

"Does I remember George Washington? Laws a massy, mistah, I reckon I does, for I done nussed him when he was a chile."

"Well, I suppose you remember the Revolutionary war?"

"Yes, indeed, I does, honey. I stood dar lots of times an' seen de bullets flyin' round as thick as hail-stones."

"Well, auntie, how about the fall of the Roman Empire? Do you recollect anything about that?"

"De fact is, honey, I was pretty young about dat time, but I does 'member, now you speaks ob it, dat I did hear de white folks tell 'bout hearing som'pin' drap 'bout dat time."

He Reversed the Old Saw.

"I suppose your motto is, 'Be sure you're right and then go ahead.'"

"Not in the financial game," answered Dustin Stax. "My motto is, 'Be sure you're ahead, then you're all right.'"

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.

The Test of Continuance Is a Mighty Good Test

Take a mental inventory of the shoe dealers in your town who were in business five years ago who had a notion that they could sell shoes made of something else than good leather.
Now we hope you will never get it as they did, even if you don't handle our famous

Hard-Pan Shoes

But if you are wondering why you are not making money and why on earth you cannot sell more than one or two pairs of shoes to a customer, try a case of Hard-Pan shoes that stand the racket and fit. Solid comfort in every pair and the satisfactory "come again" that will build your business.
Scratch a postal now, today, for samples.
Our Name on the Strap of Every Pair

HEROLD-BERTSCH SHOE CO.

Makers of Shoes
Grand Rapids, Mich.



Boys and Girls

**Give Shoes Very
Hard Wear and
We Know It.**

And we build them so well and out of such good stock that they stand hard abuse a little better than any other juvenile footwear made.

A wear test of a few pairs of our Star shoes for boys and Cordovans for girls will convince you of the truth of this assertion.

Ours are the kind of shoes that go on the feet and don't stay long on the shelves.

Write us where you live and let us show you how good they are.

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

REEDER'S GRAND RAPIDS

Have a large stock
for immediate
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HOOD RUBBERS



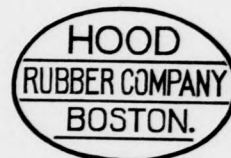
The goods are right
The price is right

They are

NOT

made by a

TRUST



Geo. H. Reeder & Co.

State Agents
Grand Rapids, Mich.

IN AN ASYLUM.

Some of the Hallucinations of the Inmates.

Written for the Tradesman.

Two or three years ago I was in a city where is located a State lunatic asylum. Having "friends at court," I was shown the rounds among the "poor unfortunates" by one of the staff physicians, and accorded more attention than I ordinarily would have received when visiting a public institution of this kind.

The Doctor who escorted me through the various buildings and showed me around the grounds has for years made a close study of the causes of insanity and its cure, and talked to me more than is usual with the taciturn individuals who look after humanity's physical well-being—"for a consideration."

Said he:

"I have given this subject of dementia much thought and study. The 'mind diseased' has always interested me greatly. From a mere boy I have delved deeply into the reasons for, progress of and best ways to cope with the dread disease.

"The physical condition of the patients here is looked after most rigidly. The case of each is given especial attention and a diet is prescribed which will augur good results. In the case of quite a few the mere fact that they are leading a quiet life with regular habits has much to do with their recovery. They have nothing to excite them and many leave who are entirely cured temporarily, if not permanently, by just this course."

Then followed an interesting recital of a number of "cases," no names, of course, being mentioned.

As we trod the walks from one building to another through the beautiful grounds, with the spring sunshine streaming around us and the birds singing everywhere, one could scarcely realize that these massive structures were the abode of such afflicted members of the human family as their impregnable walls enclosed.

We stepped off the walk several times—and I was only too glad to do so—to allow the squads of crazy people to go by with their attendants. They were out for the exercise of their morning walk.

Unaccustomed to the sight, I gazed at them with the fascination of looking at the dead: I wanted not to look but was impelled to do so by a force stronger than my inclination. I was afraid of them all and expected to be scalped by each one who turned and fiercely scowled. I had tried not to seem to be staring at any of them; tried not to show that I was in any way interested in their existence. Some of them were so funny in their antics that I found it difficult to keep my face straight. The Doctor half smiled, familiar as he is with such scenes.

"The poor creatures seem to have an ineradicable desire to do certain things always the same way," commented he. "Watch the crowd as they mount the steps of that building they are coming to. Notice anything peculiar?"

"Yes," I answered, as the bunch

awkwardly made their way inside, "I observed that several of the women spat their flat palms on the jamb of the door as they entered, and others went up the steps 'on all fours' like an animal, while some walked up backward and then turned and hurriedly, although stumblingly, ran inside, as if anxious to escape some imminent and crushing terror."

I pitied them from the bottom of my heart, but at the same time to save me I could not keep from laughing when they were entering the building.

"Yes," said the Doctor, "that's it. They seem possessed by a desire outside of and stronger than themselves to go through certain acts always the same way. If they went up those steps to their quarters fifty times a day 'twould be but a repetition of those actions—they would go through the very same rigmarole every time. It is a common phase of mania, and

get home. Can't I—oh, can't I—go away to-day? Tell them, Doctor, dear Doctor, tell them they can send for me! I'll be, oh, so very good and so very quiet!"

By this time we had reached a big strong door and the Doctor unlocked it with one of the keys on a large bunch he carried.

I sidled quickly through and then turned to see what the "Doctor, dear Doctor" would do.

It seemed to me as if he could do nothing less than give orders on the spot for the seemingly harmless little old lady's instant release.

But did he?

He evidently knew more about insane asylums than I did.

He gently disengaged her hand and, saying to her very kindly, "Not to-day, Grandma, not to-day, some other day we'll see about it—we'll surely see about it," he joined me on the other side of the door, lock-

Doc. Jackson's Motor-Car

Doc. Jackson had an auto that was gentle, swift and kind;
A sweeter piece of racing goods 'twould be a task to find.
A little child could drive it. It was loved by one and all,
Until one day Doc. fed the thing denatured alcohol.

Now, something in that alcohol was out of whack, I guess,
For when Doc. grasped the steering-wheel with lover-like caress,
And gently pulled the low speed on, that auto gave a snort
And fell to making circles like a fizz-infested sport.

The crowd looked on in wild amaze and loudly hollered "Whoa!"
As down the street like forty cats the car began to go.
And when Doc. turned the squawker on, all nervous like and quick,
Instead of sounding "Honk, honk, honk" the thing went "Hic, hic, hic."

That auto went plumb crazy. It was dancing Scottish reels
And waltzing gaily down the street upon its two hind wheels.
And when good Deacon Potter accidentally smelled its breath
He went home drunk with whoops of joy and beat his wife to death.

The auto threw its muffler off and terrorized the town.
It leaned on forty lamp-posts till each one of them fell down,
Until at last, with awful leap, it landed in a swoon,
Its front wheels through the window of the "Scalded Cat" saloon.

Doc. sadly shut the power off and hauled the wreck away.
He got it cobbled up at last, but ever since that day
He's stuck to common gasoline. With cuss-words that appall,
He 'lows he's had enough of that d-natured alcohol.

is laughable at the same time that it excites pity for the poor things."

As we went through the corridor of a side building I noticed one of the lunatics following us closely. I felt somewhat fearful, not knowing what the little old lady might do, and was careful to keep pthe Doctor between her and me.

She eyed him eagerly, whether to see if he was in a friendly mood or to induce him to become so I did not know. Soon she began to speak to him in a low tone:

"Doctor? Doctor!" (Just like that, and then she put her trembling old hand on his arm. "Oh, Doctor," she pleaded, "won't you please, please try to get me out of here? When they put me in they thought I was crazy, and maybe I was—a little—I'd had so much trouble; but I'm not now any more. I'm not now. Don't you believe me, Doctor? Oh, you must believe me—you must, Doctor! I'm not a bit more crazy than you are this minute, Doctor, not a bit. And I'll promise not to be wild when I

ing it in the little old lady's face, her hands beating helplessly on the other side, accompanied by the most despairing weeping I have ever heard. The tears were in my own eyes and I suppose I must have looked at the Doctor as if he were a brute, for he laughed a little and said:

"You mustn't feel bad about her. She's that way every time one of us goes in there. She's noways cured yet and we couldn't let her out now if she begged of us all day long. They often get that way. This old lady has been back home twice, and each time she got so raving they had to bring her back. She thinks she's all right, but we know better, we know better. It seems hard to turn her off in this manner, but we have to do so. We get used to such scenes—we get used to them," the Doctor mused, as we went through a long hall where the people were more apathetic than the little old lady.

The next ward was for patients who were more dangerous. A spirit of un-

rest seemed to stir the occupants. Some were wringing their hands and sometimes they tried to beat their heads against the wall. The attendants had constantly to restrain them.

The Doctor hurried me through this apartment, explaining, when we were safely out of it, that the insane in there were liable to commit some violent act.

Out of doors once more, we passed a large screened piazza where men were sitting. They looked as mild as a bunch of inmates of an Old Soldiers' Home.

"Surely those men are not demented!" I exclaimed.

"Oh, yes," responded the Doctor. "They're crazier than you or I would ever want to be. But their condition is such that they are comparatively harmless."

They were talking together. One of them was saying to another—the speaker, I should judge, was about 45 years of age:

"Oh, I'm not crazy—don't you once think it. I ain't any crazier than you are. There's just something the matter with my head, that's all. I got to thinking too much over that invention of mine last year and the wheels got to going around in my head. Every time I looked at a wheel of the model it flew off of it and landed right up here." He tapped his forehead with his finger. "But don't you ever believe I'm crazy—far from it; I just can't remember, that's all. The wheels always got back, excepting the last one I looked at; when that one got in my head it was mean enough to stay there. And it's there yet. I can feel it go round and round. Put your finger on it here." And he leaned forward for the other to touch the wheel. "Feel it, don't you? It's going kinder slow to-day, but some days, when I don't feel so well, it whirls around to beat the band."

"Yes, I can feel it," said his companion, a handsome fellow of 25 or thereabouts. "I can feel it," he repeated. "It's a cog wheel, isn't it? I can feel the notches just as plain as anything."

Then he went on to say:

"I ain't a lunatic, neither."

The Doctor smiled.

"I ain't a bit crazy, neither," repeated the young fellow. "My sweetheart went back on me is the reason I am here. They thought I might kill her and so they put me in this jail. She was pretty as a picture, was my little girl. And that's what another fellow thought, too. And that's what the trouble was all about. She went away to visit a sister in another state and there she married that other fellow—there she married him. And I'm here. I hope he dies—then I'll have her away from him, and it'll be my turn to laugh then."

The Doctor explained this "case."

"That young man is a sample of the hallucinations they have. He never had a sweetheart. He went crazy over religion and went around preaching wherever there was dancing going on. He got unmanageable and had to be put in a safe retreat. They get notions in their heads and can't get them out. All those men on the porch are quiet patients but they nev-

er will be any better—they are among the 'hopelessly insane.'"

There were many animals in one part of the grounds and we strolled over there. They were sent to the asylum from all parts of the State. Some of the men who were allowed the freedom of the grounds took care of them.

"These pets are a Godsend to these fellows," said the Doctor. "In caring for them many an idle hour is whiled away. They forget to brood so much, and that is good for them. And it keeps them in the open air, and that, too, is beneficial. This old man you see is past recovery but he is perfectly tractable while he is where these pets are. The animals never have hurt them, nor even offered to."

I thanked the Doctor for his extreme courtesy and left the asylum grounds a sadder girl than when I entered—but very glad that I was able to leave them without an "attendant." Polly.

One Idea of Luxury.

"Luxury is having what you're not used to every day," said a traveling man the other day at the Morton House. "That my definition is accurate is shown by a bit of my own experience:

"I hit the steel trail a good deal, and most of my travel during a certain part of the year is in the comparatively sparsely settled West, where, if you miss one train, you'll stay right where you are for the next twenty-four hours or walk. My work permits me to keep traveling rapidly from town to town and to get tied up in one place for a whole day is a serious thing. So you can imagine the state of nervous intensity that prevails with me in those lonely regions when I think of the daily train and the penalty of missing it.

"Well, after a lot of that sort of one-train-a-day, last-chance business, I arrived in Pittsburg one morning with an appointment for that night in Washington, Pa., a few miles west. I found, on consulting the official guide, that there were trains to that town at intervals of an hour or two all day long. I could scarcely believe my eyes. It seemed too good to be true.

"When finally the fact soaked through my head I exclaimed joyously: 'I can actually miss a train or two if I want to and still make my date!'

"Then in an exuberance of spirits such as I seldom know I began to miss trains, for the pure fun of it. I would rush to a street car and hasten to the Baltimore & Ohio station. I would run breathlessly to the train caller and ask if the train for Washington had gone. When he answered affirmatively I would say: 'Oh, pshaw!' disappointedly, and turn away, frowning outwardly and giggling with glee inside me. Then I would hurry to the Pennsylvania station a minute too late for the next train on that line, and repeat the performance with the caller there.

"Honestly, I never enjoyed anything in my whole life any more than I enjoyed that train-missing debauch. Finally professional caution asserted itself and I caught the next to the last train for my destination."

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of	oz. of	Shot	Size Gauge
120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	6	10
135	4 1/2	1 1/4	5	10
154	4 1/2	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/2	1 1/4	6	12
265	3 1/2	1 1/4	5	12
264	3 1/2	1 1/4	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGURS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS.				
Railroad	15 00			
Garden	32 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS.				
Well, plain	4 50			
BUTTS, CAST.				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN.				
Common, 7 c., 6 c., 5 c., 4 c., 3 c.	7 1/2 c.	6 c.	5 c.	4 c.
BB, 3 c., 2 c., 1 c., 1/2 c., 1/4 c.	3 c.	2 c.	1 c.	1/2 c.
BBB, 3 c., 2 c., 1 c., 1/2 c., 1/4 c.	3 c.	2 c.	1 c.	1/2 c.
CROWBARS.				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS.				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 1/2			
EXPENSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 1/2			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	12	13	14	15
List	12	13	14	15
Discount, 70.				
GAUGES.				
Stanley Rule and Level Co.'s	60 1/2			
GLASS				
Single Strength, by box	90			
Double Strength, by box	90			
By the light	90			
HAMMERS				
Maydole & Co.'s new list	33 1/2			
Yerkes & Plumb's	40 1/2			
Mason's Solid Cast Steel	30c list			
HINGES.				
Gate, Clark's 1, 2, 3	60 1/2			
HOLLOW WARE.				
Pots	50 1/2			
Kettles	50 1/2			
Spiders	50 1/2			
HORSE NAILS.				
Au Sable	40 1/2			
HOUSE FURNISHING GOODS.				
Stamped Tinware, new list	70			
Japanese Tinware	50 1/2			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cisterne	75 1/2
Screws, New List	85
Casters, Bed and Plate	50 1/2
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 1/2
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 1/2
Common, polished	70 1/2
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
4 advance	45
3 advance	70
2 advance	60
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	45
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
20x28 IC, Charcoal, Allaway Grade	9 00
20x28 IX, Charcoal, Allaway Grade	15 00
20x28 LX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 80
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
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	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 1/2
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 1/2
Tinned Market	50 1/2
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, Nickled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

Butters

½ gal. per doz.	44
1 to 6 gal. per doz.	5 ¾
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, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

½ gal. per doz.	56
¾ 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
Quarts	5 25
½ gallon	5 50
1/4 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 30

Rochester in Cartons

No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 75
No. 2, Sun Plain Top, (\$1.25 doz.)	6 94

OIL CANS

1 gal. tin cans with spout, per doz.	1 26
2 gal. galv. iron with spout, per doz.	1 40
3 gal. galv. iron with spout, per doz.	2 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tiltling cans	7 00
5 gal. galv. iron Nacetas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub, cases 1 doz. each, bx. 10c	50
No. 0 Tub, cases 2 doz. each, bx. 15c	50
No. 0 Tub, bbls 5 doz. each, per bbl.	1 90
No. 0 Tub, Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.	
No. 0 ¾ in. wide, per gross or roll.	28
No. 1 ½ 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

5000, any one denomination	3 00
1000, any one denomination	3 00
500, any one denomination	5 00
100, any one denomination	5 00

THE GLOVE COUNTER.

Some Traits Requisite To Ensure Success.

Written for the Tradesman.

There are many qualities that go to make up the ensemble of the successful clerk at the ladies' glove department.

This department is "trying" in more than one sense of the word.

In the first place, beauty goes a long way here. People have come to look for it in glove girls the same as in milliners. You always hear one of the latter referred to as a "handsome milliner," a "pretty little milliner of a girl." These and similar adjectives have become so inseparably fixed in our minds as characteristic of the girls in this latter trade that the antitheses of these descriptive words never seem to occur to us as possible to be used in reference to them.

And so with the glove girls, although perhaps in just a trifle smaller degree. We have come to like to meet an attractive girl to fit our gloves. We feel towards them much, too, as we do toward our hairdresser: The association of fitting gloves on one and that of the performance of making (some of) us come forth from the Beauty Doctor's "beautiful through ugly" are so close that we demand some one that shall please us with their physical looks.

Failing in this they need a whole lot of personal magnetism to make up for the deficiency.

The glove counter girl must know her stock from Alpha to Omega. She must be the complete master of her stock—must know good kid from poor-wearing stuff; the names of makers must be at her tongue's end; she must be familiar with the process of manufacture; must know all about sizes—must be able to tell at the first glance at a hand approximately the number necessary.

Then, too, her customers' likes and dislikes must be indelibly impressed upon the clerk's mind, so that she does not hand out a bizarre style to a lady whose preference in gloves is a very "mouse of a taste." On the other hand she must be careful to hit the fancy of a dashing creature with something strikingly stylish. She must never get mixed on these points. One would think such caution would be utterly superfluous; yet I have frequently observed this identical error committed, and by girls whom you would credit with more common sense, too.

In most of the stores, at the present time, the glove girl has toilet arrangements under or near her counter, so that the patron may know to a certainty that the girl has performed a hand ablution before fitting her hand to white gloves or those of evening shades. Time was, however, when a girl never thought of bothering to have her hands delicately clean before handling light gloves.

I well remember the rehearsal of a case in point. It was the experience of a friend. She was a young married lady who liked to "put her best foot foremost," and in order to make a brave showing she had to practice

many small economies and expend much care in the selection of her wearing apparel, as well as in regard to things for her home. She was a good little housekeeper and kept her cozy nest in perfect condition. Being a fine cook she concocted many a dainty dish that was inexpensive, but she served it so nicely that it received an added value at her hands and passed for a rare tidbit. By doing neatly and well all such little tasks she had the reputation of always having everything nicer than it really was.

She took great pains with her purchasing, making out her shopping lists carefully and buying with judiciousness, so as to make what money she had to spend go as far as possible. Then she made her own clothes and did her own millinery. Being of petite figure she often ran across bargains that were too small for them to be picked up by the average public. And she kept her clothes nice, too, mending and otherwise repairing them and making them over so they looked fresh and stylish.

I was going to tell about the time she had with a clerk about some gloves. She happened in when there was a sale going on of odd sizes of long gloves in evening shades. There was one pair that came way above her elbows. They were a beautiful pair and of exceptional quality of kid. The stitching, too, was out of the ordinary and, taken altogether, they were just the thing for the little lady for the occasional society functions she attended.

The clerk in charge had soiled fingers, which the customer was quick to notice. The former made no move to change the condition of her hands but went on handling the spotless pink gloves, pulling the kid this way and that to show its perfection and heedlessly turning up the wrist to look at the size.

"Yes, they were the right number—would the lady like to try them on?" sliding the velvet pad along the counter for resting the arm on during the fitting process.

Not even a suggestion of the necessity of the application of soap and water and towel!

The lady wanted the gloves, had the money in her pocket to pay for them, but she did want the girl to wash her hands before touching the gloves any further.

So she had actually to ask the clerk if she would mind washing her hands before trying the gloves on her, as they were so liable to soil.

The girl's face flushed an angry red at the insinuation that she needed to perform such an act, and flung herself out from behind the counter. She went somewhere out of sight and came back with her hands in the proper shape they should have been in before she picked up such delicate goods.

She tried them on the lady with mean little jerks as if she hated the ground the patron walked on and the air she breathed, removed them in the same hateful fashion, tucked them spitefully into a torn envelope, instead of wrapping them in white tissue paper, flung them at the customer and accepted the pay for them with the

SALESMEN

Staple Side Line—Carry in Pocket

Repeat Orders

Big Commissions

American Lead Works, Flint, Mich.

HATS

At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

SELL

Mayer Shoes

And Watch

Your Business Grow

At this time of the year the wide-awake dealer keeps a complete line of

Fur and Fur Lined Coats

Rubber and Cravenette Coats

Oiled Clothing, Etc.

This is his "harvest time." How is **your** stock? We can supply your wants in these lines promptly.

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

Child, Hulswit & Co.
BANKERS

Gas Securities

Dealers in

STOCKS and BONDS

Special Department

Dealing in

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Stocks and Bonds

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GRAND RAPIDS, MICHIGAN

"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. Retail for \$2.50 and \$3.00.

MICHIGAN SHOE CO., - - DETROIT



Useful Xmas Goods

Suspenders, Neckties, Brushes, Mufflers, Handkerchiefs, Fancy Socks, Fancy Hose, Lace Curtains, Ribbons, Perfumes, Umbrellas, Rugs. Also a large assortment of sterling silver novelties.

When you are in town come in and examine our line.

We also carry a nice line of Furs—

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

same indications of a ruffled temper.

The transaction ended, the lady left with the most disagreeable of impressions of that particular glove department, and vowing not to come there again if she could find what she wanted at any other place in town.

Such little incidents bode no good for the stores where they occur.

Now, as to the age of a glove clerk:

It is best that she be too old to be called a "little chit of a girl." The majority of glove buyers are past the "kittenish age" themselves and prefer to be waited on by some one of "some sense," as they express it. They do not place much reliance on the say-so of a very young clerk, because they think such a one can not have the experience of a well-informed person in matters along this special sartorial line.

The clerk can not be too particular as regards fitting. Certain general rules apply here. If the girl has received no instructions from others before entering the work of "hand-schuing" the public she had best read up on the subject and then apply the acquired knowledge to practical work.

Be able to remember your customers' likes and dislikes in their selections. Young girls generally go in for light shades for "Sunday wear," while people of quieter or more somber taste pick out something dark and serviceable. Try to recollect the remarks that different ones make while trading with you and bring them up next time they come to you. This shows them you have borne them in mind since their last call. It flatters them not to have been forgotten.

Keep cheerful and goodnatured under all provocations to be otherwise and be as accommodating as the rules of the establishment will allow.

Don't ever quarrel with other clerks in the presence of customers—don't quarrel with them ever, on general principles.

Take these hints to heart and you will find your pathway in the workaday world a degree smoother to your feet.

Josephine Thurber.

Time To Assert Himself.

There was to be a circus in town next day, and Robert wished to go and see it unload; so he sought to obtain his father's consent. The first question his father put to him on being approached was, "Have you asked your mother?"

"Yes, sir," was Robert's prompt reply.

"What did she say?" the father pursued.

"She said I couldn't go," was the frank rejoinder.

"What do you mean, Robert, by coming to me to ask to do a thing after your mother has told you you could not do it?"

"Well, papa," the little fellow observed, "I heard you say last week that you're the boss of this ranch, and I thought it was about time for you to assert yourself."

There is no reason to think that the judgment will accept a correct philosophy in lieu of a right practice.

Confidence and What It Means.

Written for the Tradesman.

The intellect of the genius is what makes him have confidence in himself. A successful man is a genius, it matters not in what line of business he may be. The thought of a genius is always spontaneous because thoughts travel in families. When a man's mind is controlled with a successful family of thoughts, these thoughts make him have confidence in himself, and when he lives entirely with these thoughts he is made to see the success that is in store for him, and there is never any doubt whatever in his mind as to his going to have any trouble. While these successful thoughts are working on the mind of the genius they are at the same time working on the minds of others that are in a sense depending on him. I mean by this, if the genius should ask others to help him, it matters not in what way, the help comes and it comes freely, for the fact is there is confidence in all concerned. When we learn the language of facts and will not listen to things we know are not right we soon attract to us the intellect of the genius.

We read a great deal about the value of confidence in business and some successful men tell us that confidence will do more than money. Money is worthless to the man if his friends have lost confidence in him, for his mind will never be in the right way for him to handle it, and the amount that he may have will not stay with him long, for it will go faster than he expects it to. Why is this a fact? Because the family of successful thoughts are not with him. The reason so many men have lost confidence in themselves—and some have never had any—is because they have failed to attract the right line of intelligence.

The most of us are monkeys. We are trying to do things just as we see others do them. This is a great mistake. We know that no two of us look just alike, and when we learn that no two think alike or see things just as we do, then we will soon begin to see and understand that we must be a genius within ourselves and work out our own schemes as our spontaneous thoughts have them mapped out for us. We must learn, also, that our thinking is not of our own making, but that it is the work of the intellect. We have little control over our thoughts. Give credit where credit is due. We do not determine what we will think, our minds are fed with the power of the thoughts in and around us, and you have often noticed that intelligence comes into your mind very fast.

If we wish the best of everything there is but one way to get it, and that is to live each and every day with the line of thoughts we know are right. It is impossible to get the best there is if we idle our time away with thoughts that do not belong to the class where the best is.

Edward Miller, Jr.

The man who never looks ahead with patience always evens up by looking back with a good deal of pain.

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.



On September 30, 1906

There were

112,942 Subscribers

Connected to This Company's System In This State

Have you considered what it means to be connected with this service? If not already a subscriber send in your order.

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids, Mich.



Mo-Ka Coffee

High Grade

Popular Price

The dealer who handles "Mo-Ka" Coffee is sure of a steady and growing trade and a good profit. "Mo-Ka" is not in the class of cheap so called "coffees" which offer a cent per pound profit. It is an established brand and offers a good margin. In 1 lb. air tight packages only, preserving strength and fragrance—always fresh and clean. The People's Coffee. Write us for prices.

The Smart & Fox Company

Wholesale Grocers and Coffee Roasters

Saginaw, Mich.

FOOTE & JENKS' FLAVORING EXTRACTS

Pure Extract Vanilla and Genuine, Original Terpeneless Extract of Lemon

State and National Pure Food Standards.

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TRADESMAN COMPANY, Grand Rapids, Mich.



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

THE ROLLING STONE.

It Occasionally Lands in Places of Success.

While it may be true that "the rolling stone gathers no moss," it equally is true that often the stationary stone gathers nothing else but moss and is stuck in the rut of mediocrity, while the rolling variety occasionally lands in the high and dry places of success.

The majority of the older clerical men seen in business offices, men with stooping figures, thin, ragged hair, and the general appearance of hopelessness about them, are the ones who were afraid of becoming rolling stones. In their youth they entered some office at a small salary and for the first few years received an annual raise that made them loth to leave their positions. But in so many business houses the maximum for the office clerk is soon reached and then there is nothing before him but long, dreary years of routine at a bare living salary.

On the other hand, the man who keeps his eye ever on the alert for a better opening than his last one is likely to strike it right in the long run. It is true it takes some courage to give up a sure thing, a permanent and regular position, to strike out upon something new and uncertain, but it is only to those that have the spirit of venture that large success ever comes.

Of course, many a young man is forced by circumstances to remain satisfied with the certain position, because he dare not do anything else on account of those dependent upon him. Though a chance opportunity offers a possibility of a large measure of success, it holds out also the possibility of failure. And this is one of the reasons why for the average young man it is a mistake to take upon himself at a too early age the responsibility of supporting a wife. When the young man himself is the only one to be affected he can afford to strike upon a venture. If he is successful, it is good, and if it turns out a failure, no one suffers by it, for he still has youth and energy to try again, and if he only keeps on rolling from one thing to something just a little better he is bound to stumble upon the right thing in the end.

It takes most people a long time to discover the work they are really fitted for, and many never do discover it. After all, true success only can be found in doing the work which you were meant to do and doing it a little better than somebody else, and it is

only a few who are fortunate enough to find in their first position the niche they were destined to fill. The rest must discover it by much rolling about, or else remain among that great class called failures.

Another consideration that speaks in favor of the "roller" is that he gains much general polish and information from rubbing against the various other stones that give him a self-confidence and an ease of manner that stand him in good stead in the world of affairs. The stationary stone, on the other hand, too often becomes so narrowed in his own limited rut that even if he should at some time find the opportunity for bettering himself, his lack of confidence and push would stand in his way.

The point may be illustrated by the careers of two college friends who started out in life at the same time. Briggs and Diggs entered college together. Briggs stuck to the course of study mapped out for him by his parents with a view to engaging in commercial chemistry as his life work. As a consequence he found but little time for other interests of college life. One thing only he indulged himself in, and that was some practice on the piano. He was a passionate lover of music and had once mentioned his desire to make it his profession, but his parents had frowned so decidedly upon the idea that he had never broached the subject again.

Diggs on the contrary, had no definite idea whatever as to the profession he wished to adopt and as a result he studied a little of everything that held out any general interest for him. But he always seemed to have plenty of leisure for a share in everything that was going on in the college. He managed to be connected with athletics, the college daily, the monthly magazine, with a few honor societies, and with school politics. Besides these varied interests he attended all the musical and dramatic treats the town afforded.

The consequence of the different mode of life of the two students could be seen long before their graduation. Briggs became the quiet, reserved, studious type commonly called "grind," while Diggs became one of the popular men of his class, polished and easy of manner, quick and energetic of action.

Upon being graduated Briggs immediately obtained a position as an assistant in the laboratories of a large Chicago packing house. Diggs was undecided what to do, and finally decided to teach, and after some strenuous jollyng of a visiting superintendent he was elected to teach English and history in the high school of an Illinois town. He was successful and enjoyed the work immensely, but at the end of the first year he began to yearn for other fields of endeavor. Somehow the educational field seemed to be too limited for him. He began to look around, and finally he elicited from one of the wealthy citizens of the town, whose daughter had been his pupil, an offer

to become a salesman for the automobile he was manufacturing. He remained with the firm also about a year, deriving much pleasure and experience from his travels. But the work began to pall upon him, and he had a foolish notion that he could do best that in which he could find the greatest interest and enjoyment. Therefore when one of the men to whom he sold a \$3,000 machine told him that he was looking for an advertising manager for his clothing business he at once offered his services, assuring him that he would be just the man for the place, and he was given a trial.

In his new work Diggs found a strange fascination, a joy that he had never experienced in any work that he had done before. But he also found that his former experience stood him in good stead. The general knowledge of human nature that he had gained was valuable to him. He now is one of the most successful advertising men in Chicago and paid a salary that runs into five figures. He seems to have been born with a talent for that work and it was not until he got a chance at that that he struck the right pace and felt satisfied.

Now our friend Briggs was all this time plodding away at the laboratory of the packing company. Every year for five years he got a modest raise and then they stopped. The reason was two fold: in the first place the firm did not as a rule pay any salaries above a certain point, and secondly, Briggs had reached his capacity as a chemist. After all his ability in that line was not natural and but mediocre. He began to realize the condition of things, but there was nothing to be done.

There was nothing that he knew of where he could earn even as much as at chemistry, and there was only one other thing he cared to do, and that was music, but the time had passed for that. He was too old to go through the long training that was necessary for a musical career. And so he is living away in hopeless mediocrity, passing through the day's drudgery at the laboratory almost as in a dream, and finding the only really happy moments of his life when he shuts himself up in the little parlor and the fingers wander over the keyboard of his piano, while his mind wanders to the world of what might have been if he had only struck it right.

There is the difference—the steady, plodding stick in the rut, working his life away at something he was never meant to do, and the happy rolling stone, who, after some valuable, though aimless, rolling, finally struck it right and is doing something he can do better than the other fellow and that he enjoys the doing of more than he could possibly enjoy anything else. Maurice Count.

Wanted To Be Exact.

"Were you out in all that rain?" asked Mary.

"No," said the young woman from Vassar, "I was merely in the portion of the rain that descended in my immediate vicinity."

Formaldehyde Dangers.

A great many external and some internal preparations containing wood alcohol, formaldehyde, etc., have of late been put on the market. These are supposed to depend, for whatever results they may produce, on the liberation of formaldehyde and formal acid.

It is well known that the baneful effect of wood alcohol on the eyesight is due to its subsequent decomposition into formaldehyde and formal acid.

The employment of wood alcohol and formaldehyde in any medicinal, toilet or food compound is to be strongly condemned not only for the above danger, but also on account of its injurious and very dangerous effects on the digestive process. This may be readily understood when one remembers its value in tanning skins.

It is a great mistake to think that it is safe to use wood alcohol externally. As a fact it is too often more dangerous as used in this manner, for the reason that large quantities are rubbed on and absorbed, whereas internally, smaller quantities would be used. Its employment in the preparation of liniments, etc., has been condemned by no less an authority than the American Pharmaceutical Association, as well as by some of the State associations and other bodies. The fumes of wood alcohol alone have caused blindness and death, and for this reason its use has been condemned by the painters' associations.

Practical Powder Divider.

E. D. Tainter, writing in the Western Druggist, suggests the following home-made powder divider: "A powder divider has long been needed," he remarks, "and while I am not inclined to ask for a patent upon it I present to you a cheap solution of the problem. There is upon the market to-day what is known as 'weissnicht wire.' It sells for forty-three to forty-five cents a pound. It is made of copper, and the mesh of this wire net or gauze is in all sizes. Two cents' worth will provide for you two or three good powder dividers. To use successfully, place the powder as smooth as possible and about the size of the number of powders required. Drop the wire and press it upon the powder, gently lift, and your powder is divided in just as many sections as are contained in the wire netting. If you use it once you will throw away all other appliances."

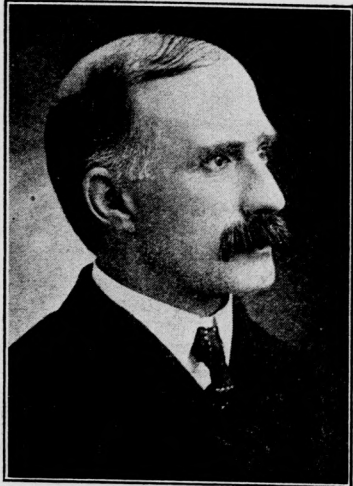
Livingston Hotel Grand Rapids, Mich.

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

Message To The Traveling Men.

Nashville, Nov. 27—A report having gained circulation that traveling men are not expected to attend the next annual meeting of the Michigan Retail Implement & Vehicle Dealers' Association, to be held in Grand Rapids, on December 5, 6 and 7, and that an unfriendly feeling exists between them and the members of our Association, I desire to state that



there is no foundation whatever for this report and I am pleased to extend to them a most earnest invitation to meet with us. While the second day will be for the members only, we will be pleased to have them with us at the banquet and at all other sessions and they are to remember they are still our co-workers and friends.

C. L. Glasgow, President.

Movements of Michigan Gideons.

Detroit, Nov. 27—W. D. Barnard, of Manistee, was operated on for appendicitis and is now at the Hotel Elston, Charlevoix, attended by his wife and trained nurse. Mr. Barnard represents a Milwaukee drug house in Michigan and is a young salesman very much respected by his customers and all others who know him. He represented the A. H. Lyman Drug Co. for years before engaging with the firm he now represents.

A. G. Freeman, representing the J. K. Armsby Co., of San Francisco, was in Charlevoix at the Hotel Elston last Sunday and will be in Saginaw during the week at the Bancroft. His text will be California fruit each day.

L. A. Williams, Kalamazoo, was elected Counselor of Kalamazoo Camp Gideons, No. 3, at their last meeting, and at this meeting the invitation for the next State Gideon convention was withdrawn by the Camp. Invitations are now in order by other camps in the State.

W. F. Parmelee has returned from the East, where he has been the past three months representing the Kalamazoo Wheelbarrow Co., visiting relatives and for a few days' farming, to show the present generation how "it's done."

The Night has a thousand eyes,
And the day but one,
Yet the light of the whole world dies
With the dying sun.

The Mind has a thousand eyes,
And the heart but one,
Yet the light of a whole life dies
When love is done.

The State Secretary of the Gideons has had an addition to his family. His second son, Ernest O. Gates, of El Verano, California, was married to Miss Blanche Briggs, of Muskegon, Nov. 5, by Rev. George E. Burlingame, pastor of the First Baptist church of San Francisco. Mr. Gates and his wife were neighbors and schoolmates together in Rockford. Mr. Gates has been in California the past ten years and has been very successful. He owns a ranch and also lumber interests, and of late has mixed with politics somewhat. He will now doubtless follow "Teddie's advice."

A complete State roster of Michigan Gideons has been compiled by the National and State secretaries and sent to each Camp for every 1905-6-7-8 Gideon in the State, giving town, number, year and standing of each. This will be of interest to every member. It has been put in folder form, with letter of instructions on the inside of the cover.

Aaron B. Gates.

United Commercial Travelers.

The next regular meeting of Grand Rapids Council, No. 131, will be held Saturday evening, Dec. 1. A good time is assured you, also lunch and smoker.

O. E. Jennings,
J. H. Millar,
C. H. Marshal,
Committee.

C. W. Porter is the special carpet man for Burnham, Stoepel & Co. in the territory from Detroit to Duluth. He has been in the carpet business since he was 17 years old, which is a longer time than one might think to look at him. For several years he was with C. E. Jillson, a leading dry goods and carpet dealer of Ovid, and went from there to the carpet department of Partridge & Blackwell. Two years later he went to Burnham, Stoepel & Co., and has been on the road for the carpet department ever since. His main business is between Detroit and Mackinac, but once a year he takes a long trip through the Upper Peninsula to Duluth. He leaves on that trip Thanksgiving night, and will be gone until March. "Selling a line like carpets to Upper Peninsula dealers has its enjoyable side," said Mr. Porter. "The people, especially in the Copper Country, are prosperous, and are easier to deal with than in some other sections. You have to drive just as sharp a bargain with them as anywhere else, but they are more liberal in small things; and there is something about them that when you make a friend he is your friend for always." Mr. Porter is a member of Cadillac Council, U. C. T., and well liked by his associates. He is married and lives at 262 Fort street east.

Lempert & Sandelman have opened a shoe store at Boyne City, the stock being furnished by the Hirth-Krause Co.

Why the Sale of Tea Is Declining.

Jackson, Nov. 27—About a hundred retail grocers gathered at a smoker given by the Jackson Grocery Co. at Sauer's Hall Monday evening. All were plentifully supplied with eatables and cigars, and the entire affair was a most pleasant one. The feature of the occasion was a lecture on tea by George Lewis, of Chicago, an expert in this branch of the grocery business.

Mr. Lewis spoke of the important part tea has played in the world's history, and said that it bears the same relation to the grocery business that silk does to the dry goods trade. "Just as successful dry goods merchants have built up their concerns by featuring their silk departments, so the successful grocer gives tea a prominent place in his business," said Mr. Lewis.

The speaker, who had been consulted by the Japanese government concerning the decrease in the American demand for tea, has given the matter a great deal of study, and is convinced tea drinking has diminished in this country because of the negligence of groccymen in their methods of handling the commodity.

"When I go into a grocery store I have to go back of the counter to find the tea department," said the expert, "and when I have at last located it, an old rusty canister which has been in use since the store started is generally the place set aside for the storing of this important stock."

He gave numerous timely hints to groccymen as to how tea should be sold, and also some good general advice as to the best way to enlarge and improve the grocery business.

Increasing Uses of Electricity.

Commenting upon Mr. H. W. Hillman's article in Cassier's Magazine for November on "Electricity in the Home," The Electrical Review seems impressed with Mr. Hillman's contention that, on account of their high efficiency, electric appliances in domestic service are really cheap and economical. Mr. Hillman's home in Schenectady is fitted with a complete electrical cooking and baking cabinet, affording economy of space, since it takes the place of a range, kitchen table, and cupboard; a sewing room electric motor, a motor-driven washing machine and wringer, luminous electric radiators, electrical flatirons, doorbells and cigar lighters, and a very complete lighting system. His average monthly bill for the past twenty-four months was \$6.69, at a price of five cents a kilowatt hour, with a family of five.

Electricity, per unit of heat, costs more than gas. Mr. Hillman lays stress on two points in urging the use of the former fuel—economy in operation and economy by having combinations of many devices. The electric egg steamer is used also in cooking potatoes and cereals, and in heating a baby's food. It produces steam in forty-five seconds, and in three minutes more the eggs are boiled and the current shut off. The electric broiler, frying pan, oven, grid, and coffee percolator are alike expeditious in work. Practically no heat is

wasted, and the ultimate cost appears to be no greater than by the old and comparatively cumbrous methods of cookery.

Electric radiators save coal in the late chilly days of Spring and in November, making it unnecessary to start up the central heating plant. The kitchen cabinet for two persons costs about \$30, and for five \$60. The sewing motor costs \$10 to \$12, and its operation one cent an hour. The cost of the other labor-saving electric devices seems to be reasonable. We have no doubt that the results obtained by Mr. Hillman, who is an expert electrical engineer, might be gained by others with equal knowledge of controlling and economizing electric currents. The unskilled layman might have difficulty in reconciling his electric heat and power bill with former gas expenses. It is true, too, that electric engineers seem to have produced inventions especially adapted to overcoming in efficiency the high unit cost of electricity. Doubtless the gas stove people will themselves largely accomplish the same results in the old way when pushed to it. We are unconvinced that for use by the masses the electric way will be found the cheaper. But its increasing adoption by many classes of people shows that its superior conveniences are beginning to outweigh the somewhat added cost.

Recent Trade Changes in the Hoosier State.

Goshen—Brunson & Gearhart, of South Bend, have leased a store here and will soon establish a general store.

Muncie—The stock of clothing and shoes of the Enterprise store, formerly conducted by Mr. Burtanger, has been sold by the receiver, E. S. Griffin.

Evansville—G. W. Cockerell, of this city, has recently purchased an interest in an implement store at Fort Branch.

Elwood—Members of the Socialist party are soon to establish a co-operative store at this place.

The recently-announced plan to organize a national society for the promotion of industrial education is meeting with great favor among educators, even those who hold that every man should have classical training. Not the least enthusiastic of its endorsers is Alfred Mosley, who just now is conducting a teachers' tour of America. He above all things emphasizes the fact that our industrial system is a natural development and whatever education may do for those engaged in it must be suited to their work. The old apprentice system taught the whole business; to-day one man does only a small part. If education can be fitted to such conditions it will be successful. If not, it will be useless and dissatisfying.

J. W. Morse, who represents the Puhl-Webb Co., of Chicago, coffee roasters and manufacturers and packers and importers of food products, made his Northern trip last week. He did not have the Re-Morse he had a few years ago when he made the same trip. He can tell you about this.



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. Shilley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlottbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

How To Conduct a Hot Soda Fountain.

Would you like to make money this winter at the business? Know that the first thing of importance is an attractive fountain, and the next essential is to have accessories about the fountain corresponding with it in attractiveness. Let your china cups be dainty and shining. Keep your spoons, spoonholders, cream pitchers, trays, etc., scrupulously clean.

Do not allow soiled cups and spoons to stand on your soda counter. It is of the greatest importance that such articles should be instantly removed and placed out of sight of customers. Do not fill the cup to overflowing, and if a saucer is used be sure not to allow the beverage to slop over into it. Serve all the popular drinks—beef tea, clam bouillon, tomato soup, plain bouillon. Besides these serve the old "stand-bys"—chocolate, coffee and lemonade. Unless you dispense a finished beverage serve chocolate both from the syrup, as used in cold soda, and to order from powdered chocolate or cocoa sweetened with loaf sugar. Ask customers which they prefer.

Another important thing is to let people know you have hot soda to sell. If you run a newspaper advertisement occasionally, call attention to your hot drinks. Make use of your window, displaying therein signs printed from stencils, or if you are handy with a brush paint them on cardboard. Make your signs short and to the point. The following suggestions may help you: "Hot Soda: Hot as it ought to be; sweet as you like it." "Hot Soda: Clam Bouillon strengthens weak stomachs." "Hot Soda: Makes you forget this cold weather." "Hot Soda: Hot Lemonade will cure your cold." "Hot Soda: Beef Tea will make you strong." "Hot Soda: Hot Ginger for the stomach's sake." "Hot Soda: Served as it ought to be." "Hot Soda: Clam Bouillon makes good red blood." "Hot Soda: Beef Tea makes real muscle." When an idea suggests itself to you write it down, and you will find that in a short time you will have a collection of good trade-catching phrases that can be used to good advantage in arresting the attention of passers-by.

Hot soda, like cold, is mostly "catch trade." People, as a rule, do

not start out with the intention of getting "a soda;" and you must have something to "put them in the notion." When you get them to your fountain once, take advantage of the opportunity. Serve a rich, palatable beverage. Be courteous and genial; give them that "at home" feeling; serve your drinks so as to please the most fastidious, and, as a reward for your efforts, they will become regular customers. Don't be stingy with your syrups and cream. This mistake is made by a good many dispensers of hot soda. It is false economy—"Penny wise and pound foolish." By saving half a cent on your beverage you will lose dollars by driving people away from your fountain. Comfortable chairs are useful adjuncts to the hot soda business. Even although in a hurry, many people like to sit while partaking of your daintily served hot drinks, and will appreciate your efforts for their comfort. Serve crackers or dainty little biscuits on a neat dish or tray—not one, but several. Clam bouillon, beef tea, or chocolate, served with crackers, makes quite a tempting little lunch, and people thus tempted soon find that their day is not complete without a "hot soda" on their way home from work or from an evening's stroll.

C. L. Berry.

Action Against Cocaine Law Violators.

Baltimore druggists who sell cocaine and other habit-forming drugs in violation of the law enacted by the last Legislature, will be vigorously prosecuted by the police, who have been instructed to that effect by Acting Marshal Manning. This relieves the State Board of Pharmacy from the task of looking after violations. During the past few months the Police Commissioners have received numerous complaints about the illegal sale of cocaine and recently these communications have been more specific. It was learned that many drug stores make a specialty of selling this drug to negroes under the name of catarrh snuff, and that by adulterating it the druggists further increase their profits.

The movement to enforce the narcotic laws appears to be widespread, as word comes from Chattanooga that the local Health Board has determined to have the laws regarding the sale of cocaine, morphine, etc., rigidly enforced, while in New York City a vigorous crusade against druggists who have been violating the regulations concerning the sale of cocaine has been begun by the State Board of Pharmacy. Joseph Weinstein, Secretary of the Eastern Branch, says: "The Board is determined to put down the cocaine traffic, notwithstanding that it is more or less handicapped by the lack of a law that prohibits the sale of the drug except on a physician's prescription Pennsylvania and a number of other states have strict regulations which render it easy to prosecute violators.

In Indiana the Secretary of the State Board of Health has declared war on the catarrh cures that contain cocaine as their chief remedial agent. He states that many of these proprietaries are made solely for the

purpose of furnishing cocaine to the dope fiends and that enquiry among druggists shows the fact that the sale of these cocaine cures for catarrh has greatly increased.

The Drug Market.

Opium—Is very firm and advancing, due to lack of rain in the growing district and small supply. Higher prices are looked for.

Morphine—Is as yet unchanged, but is tending higher.

Quinine—Is very firm.

Cantharides—Are weak and tending lower.

Glycerine—Is very firm at the last advance. A higher price is looked for later on.

Naphthaline Balls and Flake—Have advanced.

Nitrate Silver—Has advanced on account of higher price for bullion.

Balsam Copaiba—Is tending higher.

Balsam Peru—Is in small supply and advancing.

Vanilla Beans—On account of the requirements of the pure food law

the demand is very large and prices are much higher.

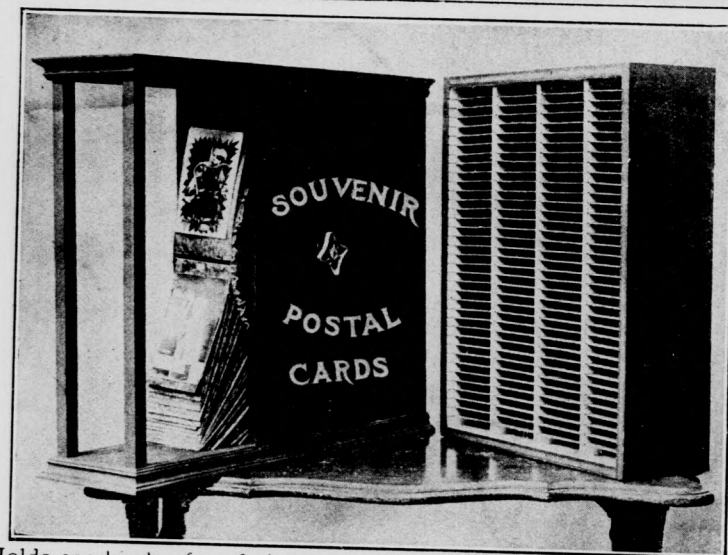
Juniper Berries—Have advanced. Oil Peppermint—Has declined and is very weak.

Oil Lavender Flowers—Is in small supply and has advanced.

Gum Camphor—Has again advanced 2½¢ per pound and is tending higher.

Buchu Leaves—Have again advanced.

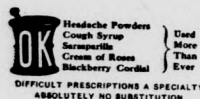
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 ...without...
 Chloroform, Knife or Pain
Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids
 Booklet free on application



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, Bloomingdale, Mich.



OTTO R. KÜRZ

PHARMACIST

O. K. PHARMACY

752 Michigan Avenue, Corner 17th Street

Detroit, Mich., Oct 27th 1906

James's Perfumery Co.
Dear Sir,
From "Dorothy Vernon" is all that
long be changed for "a least my own refreshing
Perfume - owner after 3; at 50¢ - we will
must say: "It's O.K." and certainly a repeater
your "Dorothy Vernon" is the same make we say: of
Yours for business
Otto R. Kürz
O.K. Pharmacy

WHOLESALE DRUG PRICE CURRENT

Advanced—		Advanced—Citric Acid, Oil Peppermint, Camphor.	
Acidum		Acidum	
Aceticum	60	Copaiba	1 15@ 25
Benzoinum, Ger.	70@ 75	Cubebae	1 35@ 40
Boric	70	Evechthitos	1 00@ 10
Carbolicum	25@ 25	Erigeron	1 00@ 10
Citricum	25@ 25	Gaultheria	2 25@ 25
Hydrochlor	30	Geranium	oz 75
Nitrosum	80	Gossypii Sem gal	50@ 60
Oxalicum	10@ 12	Hedeoma	3 00@ 30
Phosphoricum, dil.	10	Juniper	40@ 20
Salicylicum	42@ 45	Lavendula	90@ 25
Sulphuricum	1 1/2@ 5	Limons	1 50@ 60
Tannicum	75@ 85	Mentha Piper	3 40@ 30
Tartaricum	35@ 40	Mentha Verid	3 75@ 40
Ammonia		Morruhae gal	1 25@ 15
Aqua, 18 deg.	4@ 6	Myrica	3 00@ 30
Aqua, 20 deg.	6@ 8	Olive	75@ 30
Carbonas	13@ 15	Picea Liquida	10@ 12
Chloridum	12@ 14	Picea Liquida gal	10@ 12
Aniline		Ricina	1 06@ 10
Black	2 00@ 25	Rosmarini	1 00@ 10
Brown	30@ 100	Rosae oz	5 00@ 60
Red	45@ 50	Succini	40@ 45
Yellow	1 50@ 30	Sabina	90@ 100
Baccae		Santal	2 25@ 40
Cubebae	22@ 25	Sassafras	90@ 95
Juniperus	8@ 10	Sinapis, ess. oz.	1 00@ 10
Xanthoxylum	30@ 35	Tigilil	1 10@ 20
Balsamum		Thyme	40@ 50
Copaiba	45@ 50	Thyme, opt	1 00@ 10
Peru	40@ 50	Theobromas	15@ 20
Resin, Canada	60@ 65	Potassium	
Tolutan	35@ 40	Bi-Carb	15@ 18
Cortex		Bichromate	13@ 15
Abies, Canadian	18	Bromide	25@ 30
Cassiae	20	Carb	12@ 15
Cinchona Flava	18	Chlorate	12@ 14
Buonymus atro.	60	Cyanide	34@ 38
Myrica Virgata	15	Iodide	2 50@ 20
Prunus Virgin.	12	Potassa, Bitart pr	30@ 32
Quillaja, gr'd	24	Potass Nitras opt	7@ 10
Sassafras	24	Potass Nitras	6@ 8
Ulmus	36	Prussiate	23@ 26
Extractum		Sulphate po	15@ 18
Glycyrrhiza Gla.	24@ 30	Radix	
Glycyrrhiza, po.	28@ 30	Aconitum	26@ 25
Haematox	11@ 12	Althae	30@ 35
Haematox, 1/2	12@ 14	Anchusa	10@ 12
Haematox, 1/4	14@ 15	Arum po	20@ 25
Haematox, 1/8	16@ 17	Calamus	20@ 40
Ferra		Gentiana po 15	12@ 15
Carbonate Precip.	15	Glycyrrhiza pv 15	16@ 18
Citrate and Quina	2 00	Hydrastis, Canada	1 90
Citrate Soluble	55	Hydrastis, Can. po	2 00
Ferrocyanidum S	40	Hellebore, Alba.	12@ 15
Solut. Chloride	15	Inula, po	18@ 22
Sulphate, com'l.	2	Ipecac, po	2 50@ 20
Sulphate, com'l. by	70	Iris piox	35@ 40
bbi. per cwt.	7	Jalapra, pr	25@ 30
Sulphate, pure	7	Maranta, 1/4s	20@ 35
Flora		Podophyllum po.	15@ 18
Arnica	15@ 18	Rhei	75@ 100
Anthemis	30@ 35	Rhei, cut	1 00@ 15
Matricaria	30@ 35	Rhei, pv	75@ 100
Folia		Sigella	1 45@ 150
Barosma	40@ 45	Serpentaria, po 18	50@ 55
Cassia Acutifol.	15@ 20	Serpentaria	85@ 90
Cassia, Acutifol.	25@ 30	Senega	85@ 90
Salvia officinalis,	18@ 20	Smilax, off's H.	20@ 25
1/2 and 1/4	8@ 10	Smilax, M	20@ 25
Uva Ursi	8@ 10	Sollae po 45	20@ 25
Gummi		Symplocarpus	20@ 25
Acacia, 1st pkd.	65	Valeriana Eng	20@ 25
Acacia, 2nd pkd.	45	Valeriana, Ger.	15@ 20
Acacia, 3rd pkd.	35	Zingiber a	12@ 14
Acacia, sifted sts.	25	Zingiber j	22@ 25
Acacia, po.	45@ 65	Semen	
Aloe Barb	22@ 25	Anisum po 20	10@ 15
Aloe, Cape	25	Apium (gravel's)	12@ 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	Coriandrum	12@ 14
Catechu, 1/2	14	Cannabis Sativa	7@ 8
Catechu, 1/4	16	Cydonium	75@ 100
Comphorae	1 27@ 1 35	Chenopodium	25@ 30
Euphorbium	40	Dipterix Odorate	80@ 100
Galbanum	20	Foeniculum	7@ 18
Gamboge	35@ 40	Foenugreek, po.	7@ 9
Gualacum	35	Lini	4@ 6
Kino	45	Lini, gr'd. bbl. 2 1/2	3@ 6
Mastic	60	Lobelia	75@ 80
Myrrh	45	Pharlaris Cana'n	9@ 10
Opium	50@ 60	Rapa	5@ 6
Shellac	60@ 70	Sinapis Alba	7@ 9
Shellac, bleached	60@ 65	Sinapis Nigra	9@ 10
Tragacanth	70@ 100	Spiritus	
Herba		Frumentum W D	2 00@ 2 50
Absinthium	4 50@ 4 60	Frumentum	1 25@ 1 50
Eupatorium oz pk	20	Juniperis Co O T	1 65@ 2 00
Lobelia	25	Juniperis Co	1 75@ 2 00
Majorum	28	Saccharum N E	1 90@ 2 10
Mentra Pip. oz pk	23	Spt Vini Galli	1 75@ 2 00
Mentra Ver. oz pk	25	Vina Oporto	1 25@ 2 00
Rue	39	Vina Alba	1 25@ 2 00
Tanacetum	22	Sponges	
Thymus V. oz pk	25	Florida Sheep's wool	3 00@ 3 50
Magnesia		Nassau sheep's wool	3 50@ 3 75
Calcined, Pat	55@ 60	carriage	2 00
Carbonate, Pat.	18@ 20	Extra yellow sheep's	1 25
Carbonate, K-M.	18@ 20	wool carriage	1 25
Carbonate	18@ 20	Grass sheep's wool.	1 25
Oleum		carriage	1 25
Absinthium	4 90@ 5 00	Hard, slate use.	1 00
Amygdalae, Dulc.	50@ 60	Yellow Reef, for	1 40
Amygdalae, Ama	8 00@ 8 25	slate use	1 40
Anisi	1 85@ 1 95	Syrups	
Aurantii Cortex	2 75@ 2 85	Acacia	50
Bergamiti	2 85@ 3 00	Aurantii Cortex	50
Cajuputi	85@ 90	Zingiber	50
Carvophilli	1 40@ 1 50	Ipecac	50
Cedar	50@ 60	Ferri Iod	50
Chenopadii	3 75@ 4 00	Rhei Arom	50
Cinnamoni	1 50@ 1 60	Smilax Off's	50@ 60
Citronella	60@ 65	Senega	50
Scutellaria	50@ 55	Scilla	50
Liquor Arsen et		Tinctures	
Hydrarg Iod	25	Anconitum Nap's R	50
Liq Potass Arsenit	10@ 12	Anconitum Nap's F	50
Magnesia, Sulph.	2@ 3	Aloes	50
Magnesia, Sulph bbl	1 1/2@ 50	Arnica	50
Mannia S F	45@ 50	Aloes & Myrrh	50
Menthol	3 00@ 3 20	Asafoetida	50
Morphia, S P & W	2 35@ 2 60	Atrope Belladonna	50
Morphia, S N Y Q	2 35@ 2 60	Aurantii Cortex	50
Morphia, Mal.	2 35@ 2 60	Benzoin	50
Moschus Canton.	40	Benzoin Co	50
Myristica, No. 1	28@ 30	Barosma	50
Nux Vomica po 15	10	Captharides	50
Os Sepia	25@ 28	Captharides	50
Pepsin Saac, H &	50	Cardamon	50
P D Co	1 00	Cardamon Cr	50
Picis Liq N N 1/2	2 00	Castor	1 00
Picis Liq qts	1 00	Catechu	50
Picis Liq pints.	60	Cinchona	50
Pil Hydrarg po 80	50	Cinchona Co	50
Piper Nigra po 22	18	Columbia	50
Piper Alba po 35	30	Cubebae	50
Pix Burgum	8	Cassia Acutifol	50
Plumbi Acet	12@ 15	Cassia Acutifol Co	50
Pulvis Ip'e et Opil 1 30	150	Digitalis	50
Pyrethrum, bxs H	50	Drac	50
P D Co. doz	75	Ferri Chloridum	50
Pyrethrum, pv	20@ 25	Gentian	50
Quassia	8@ 10	Gentian Co	50
Quina, S P & W	17@ 27	Guaiac	50
Quina, S Ger.	17@ 27	Guaiac ammon	50
Quina, N. Y.	17@ 27	Iodine	50
Rubia Tinctorum		Iodine, colorless	50
Saccharum La's	22@ 25	Kino	50
Salacin	40@ 45	Lobelia	50
Sanguis Drac's	40@ 50	Myrrh	50
Sapo, W	12@ 14	Nux Vomica	50
Sapo, M	10@ 12	Opil	50
Sapo, G	10@ 12	Opil, camphorated	50
Selditz Mixture	20@ 22	Opil, deodorized	50
Sinapis	18	Quassia	50
Sinapis, opt	30	Rhatany	50
Snuff, Maccaboy.	50	Rhei	50
DeVos	51	Sanguinaria	50
Snuff, S'h DeVos	51	Serpentaria	50
Soda, Boras	9@ 11	Stromonium	50
Soda, Boras, po.	9@ 11	Tolutan	50
Soda, et Pot's Tart	25@ 28	Valerian	50
Soda, Carb	1 1/2@ 2	Veratrum Veride.	50
Soda, Bi-Carb	3@ 4	Zingiber	20
Soda, Ash	3 1/2@ 4	Miscellaneous	
Soda, Sulphas	3@ 4	Aether, Spts Nit 3f	30@ 35
Spts, Cologne	2 60	Aether, Spts Nit 4f	34@ 38
Spts, Ether Co.	56@ 55	Alumen, gr'd po 7	3@ 4
Spts, Myrcia Dom	2 00	Annatto	40@ 50
Spts, Vini Rect bbl	50	Antimoni, po	4@ 5
Spts, Vini Rect 1/2 bbl	50	Antimoni et po T	40@ 50
Spts, Vini Rect 1/4 bbl	50	Antipyrin	25
Spts, Vini Rect 1/8 bbl	50	Antifebrin	20
Spts, Vini Rect 1/16 bbl	50	Argenti Nitras oz	58
Spts, Vini Rect 1/32 bbl	50	Arsenicum	10@ 12
Strychnia, Crystl 1 05	1 2f	Balm Gilead buds	60@ 65
Sulphur Subl	2 1/2@ 4	Blismuth S N	1 85@ 1 90
Sulphur, Roll	2 1/2@ 3 1/2	Calcium Chlor, 1s	9
Tamarinds	8@ 10	Calcium Chlor, 1/2s	10
Terbenth Venice	28@ 30	Calcium Chlor, 1/4s	12
Theobromae	45@ 50	Cantharides, Rus	21 75
Vanilla		Capici Fruc's af	20
Zinci Sulph	7@ 8	Cap'1 Fruc's B po	15
Oils		Carphylus	22@ 25
Whale, winter	bbl. gal. 70	Carminae, No. 40.	25
Lard, extra	70@ 80	Cera Alba	50@ 55
Lard, No. 1	60@ 65	Cera Flava	40@ 42
Linseed, pure raw	42@ 45	Crocus	1 40@ 1 50
Linseed, boiled	43@ 46	Cassia Fructus	35
Neat's-foot, w str	65@ 70	Centraria	10
Spts. Turpentine	Market	Cateceum	35
Paints		Chloroform	32@ 32
Red Venetian	1 1/2@ 2	Chloro'm Squibbs	35@ 40
Ochre, yel Mars	1 1/2@ 2	Chloral Hyd Crs 1	35@ 40
Ochre, yel Ber	1 1/2@ 2	Chordrus	20@ 25
Putty, commer'l	2 1/2@ 3	Cinchonidine P-W	38@ 48
Putty, strictly pr	2 1/2@ 3	Cinchonid'e Germ	38@ 48
Vermillion, Prime	13@ 15	Cocaine	3 05@ 3 30
American	13@ 15	Corks list D P Ct.	75
Vermillion, Eng.	75@ 80	Creosotum	45
Green, Paris	24@ 30	Creta	11
Green, Pennsular	13@ 16	Creta, prep	5
Lead, red	7 1/2@ 7 3/4	Creta, Rubra	8
Lead, white	7 1/2@ 7 3/4	Crocus	1 50@ 1 60
Whiting, white S'n	90	Cudbear	24
Whiting, white S'n	90	Cupri Sulph	8@ 12
White, Paris Am'r	21 25	Dextrine	7
Whit'g Paris Eng	21 25	Emery, all Nos.	60@ 65
cliff	1 46	Emery, po	6
Universal Prep'd	1 10@ 1 20	Ergota	60@ 65
Varnishes		Ether Sulph	70@ 80
No. 1 Turp Coach	10@ 1 20	Flake White	12@ 15
Extra Turp	1 60@ 1 70	Galla	23

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			
Col A Ammonia 1 Axle Grease 1 B Baked Beans 1 Bath Brick 1 Bluing 1 Brooms 1 Brushes 1 Butter Color 1 C Candles 1 Canned Goods 1 Carbon Oils 2 Catsup 2 Cereals 2 Cheese 2 Chewing Gum 2 Chicory 2 Chocolate 2 Clothes Lines 2 Cocoa 2 Cocoanut 2 Cocoa Shells 2 Coffee 2 Confections 11 Crackers 3 Cream Tartar 4 D Dried Fruits 4 F Farinaceous Goods 5 Fish and Oysters 10 Fishing Tackle 5 Flavoring extracts 5 Fresh Meats 5 G Gelatine 5 Grain Bags 5 Grains and Flour 5 H Herbs 6 Hides and Pelts 10 J Jelly 6 L Licorice 6 M Matches 6 Meat Extracts 6 Mince Meat 6 Molasses 6 Mustard 6 N Nuts 11 O Olives 6 P Pipes 6 Pickles 6 Playing Cards 6 Potash 6 Provisions 6 R Rice 7 S Salad Dressing 7 Saleratus 7 Sal Soda 7 Salt 7 Salt Fish 7 Seeds 7 Shoe Blacking 7 Snuff 7 Soap 7 Soda 7 Soups 7 Spices 7 Starch 7 Syrups 7 T Tea 8 Tobacco 8 Twine 8 V Vinegar 9 W Wicking 9 Woodenware 9 Wrapping Paper 10 Y Yeast Cake 10		ARCTIC AMMONIA 12 oz. ovals 2 doz. box 75 AXLE GREASE Fraser's 1lb. wood boxes, 4 dz. 3 00 1lb. tin boxes, 3 doz. 2 25 3 1/2 lb. tin boxes, 2 doz. 4 25 10lb. pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00 BAKED BEANS Columbia Brand 1lb. can, per doz. 90 2lb. can, per doz. 1 40 3lb. can, per doz. 1 80 BATH BRICK American 75 English 85 BLUING Arctic 6 oz. ovals 3 doz. box \$ 40 16 oz. round 2 doz. box 75 Sawyer's Pepper Box No. 3, 3 doz. wood boxes 4 00 No. 5, 3 doz. wood boxes 7 00 BROOMS No. 1 Carpet 2 75 No. 2 Carpet 2 35 No. 3 Carpet 1 75 No. 4 Carpet 1 15 Parlor Gem 2 40 Common Whisk 85 Fancy Whisk 1 20 Warehouse 3 00 BRUSHES Scrub Solid Back 8 in. 75 Solid Back, 11 in. 95 Pointed Ends 85 Stove No. 3 1 75 No. 2 1 10 No. 1 1 75 Shoe No. 8 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90 BUTTER COLOR W. R. & Co.'s, 15c size.1 25 W. R. & Co.'s, 25c size.2 00 CANDLES Electric Light, 8s. 9 1/2 Electric Light, 16s. 10 Paraffine, 6s. 9 Paraffine, 12s. 9 1/2 Wicking 20 CANNED GOODS Apples 3lb. Standards 1 00 Gallon 2 25 Blackberries 2lb. Standards 90@1 75 Standards Beans Baked 80@1 30 Red Kidney 85@95 String 70@1 15 Wax 75@1 25 Blueberries @1 40 Gallon Brook Trout 2lb. cans, speiced 1 90 Clams Little Neck, 1lb. 1 00@1 25 Little Neck, 2lb. @1 50 Clam Bouillon Burnham's 1/2 pt. 1 90 Burnham's pts. 3 60 Burnham's qts. 7 20 Cherries Red Standards 1 30@1 50 White 1 50 Corn Fair 60@75 Good 85@90 Fancy 1 25 French Peas Sur Extra Fine 22 Extra Fine 19 Fine 15 Moyen 11 Gooseberries 90 Standard Hominy Standard Lobster Star, 1/2lb. 2 15 Star, 1lb. 3 90 Picnic Tails 2 60 Mackerel Mustard, 1lb. 1 80 Mustard, 2lb. 2 90 Soused, 1 1/2 lb. 1 80 Soused, 2lb. 2 80 Tomato, 1lb. 1 80 Tomato, 2lb. 2 80 Mushrooms Hotels 17@20 Buttons 24@25		Oysters Cove, 1lb. @ 90 Cove, 2lb. @1 65 Cove, 1lb. Oval @1 00 Plums Marrowfat @1 00 Early June 1 00@1 60 Early June Sifted 1 25@1 65 Peaches Pie 1 00@1 15 Yellow 1 50@2 25 Pineapple Grated 1 25@2 75 Sliced 1 35@2 55 Pumpkin Fair 70 Good 80 Fancy 1 00 Gallon 2 50 Raspberries Standard @ Russian Caviar 1/2lb. cans 3 75 1/2lb. cans 7 00 1lb. cans 12 00 Salmon Col'a River, talls 1 80@1 85 Col'a River, flats 1 90@1 95 Red Alaska 1 20@1 30 Pink Alaska @1 00 Sardines Domestic 1/2s 3 1/2@3 5 Domestic, 1/4s @ 9 Domestic, Must'd 6 @ 9 California, 1/4s 11 @14 California, 1/2s 17 @24 French, 1/4s 7 @14 French, 1/2s 18 @28 Shrimps Standard 1 20@1 40 Fair 85 Good 1 00 Fancy 1 25@1 40 Strawberries Standard 1 10 Fancy 1 40@2 00 Tomatoes Fair @1 10 Good @1 20 Fancy @1 40 Gallons @3 60 CARBON OILS Barrels Perfection @10 Water White @ 9 1/2 D. S. Gasoline @16 K. Gasoline @21 1/2 Deodor'd Nap'a @13 1/2 Cylinder 29 @34 1/2 Engine 16 @22 Black, winter 9 @10 1/2 CEREALS Breakfast Foods Bordeau Flakes, 36 1lb. 2 50 Cream of Wheat, 36 2lb. 4 50 Egg-O-See, 36 pkgs. 2 85 Excella Flakes, 36 1lb. 2 60 Excella, large pkgs. 4 50 Force, 36 2 lb. 4 50 Grape Nuts, 2 doz. 4 50 Malta Ceres, 24 1lb. 2 40 Malta Vita, 36 1lb. 2 85 Mapl-Flake, 36 1lb. 4 05 Pillsbury's Vitos, 3 dz. 4 25 Ralston, 36 2lb. 2 85 Sunlight Flakes, 36 1lb. 2 50 Sunlight Flakes, 20 lbs 4 00 Vigor, 36 pkgs. 2 75 Voigt Cream Flakes 4 50 Zest, 20 2lb. 4 10 Zest, 36 small pkgs. 2 75 One case 2 50 Five cases 2 40 One case free with ten cases. One-half case free with 5 1/2 cases. One-fourth case free with 2 1/2 cases. Freight allowed Rolled Cts Steel Avenna, bbl. 5 10 Roll Cut, 100 lb. sacks 2 85 Monarch, bbl. 4 65 Monarch, 90 lb. sacks 2 40 Quaker, cases 3 10 Cracked Wheat Bulk 3 1/2 24 2 lb. packages 2 50 CATSUP Columbia, 25 pts. 4 50 Columbia, 25 1/2 pts. 2 60 Snider's quarts 3 25 Snider's pints 2 25 Snider's 1/2 pints 1 30 CHEESE Acme @14 1/2 Carson City @14 Elsie @14 Emblem @14	

6	7	8	9	10	11
Meal Bolted 2 80 Golden Granulated 2 90 St. Car Feed screened 20 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'ng 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 pail. 42 30 lb. pails, per pail. 75 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Saginaw Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 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. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Pig 20 00 Brisket, clear 20 00 Clear Family 16 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 19 1/2 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 8 1/4 Pure 10 1/4 80 lb. tubs advance 60 lb. tubs advance 50 lb. tins advance 20 lb. pails advance 10 lb. pails advance 5 lb. pails advance 3 lb. pails advance Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 veal 4 Tongue 7 Sausage 7	Beef Extra Mess 10 50 Boneless 10 00 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 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, pounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy @10 Rolls, dairy 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 20 @ 2 50 Potted ham, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 85 Potted tongue, 1/4s 45 Potted tongue, 1/2s 85 RICE Screenings @4 Fair Japan @5 Choice Japan @5 1/2 Imported Japan @6 Fair La. hd. @6 Choice La. hd. @6 1/2 Fancy La. hd. 6 1/2 @ 7 Carolina, ex. fancy 6 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 6 1/2 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 Pellock @ 3 1/2 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 5 90 Mess, 8 lbs. 1 65 Mess, 10 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. 7 50 50lb. 5 25 10lb. 1 12 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 8 Mustard, white 3 Poppy 9 Rape 4 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Ivory, 6 oz. 3 00 Ivory, 10 oz. 4 00 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marseilles, 100 cakes 5 80 Marseilles, 100 ck cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-sc. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 3 75 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 25 Cloves, Zanzibar 18 Mace 56 Nutmegs, 75-80 45 Nutmegs, 105-110 35 Nutmegs, 115-120 35 Pepper, Singapore, blk. 20 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochinchina 18 Ginger, Jamaica 25 Jalap 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 30 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/2 @ 5 6lb. packages 5 1/2 @ 5 40 and 50lb. boxes 3 1/2 @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 1/2 dz. in case 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 44 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 15 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 30 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper 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 Kilo 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 Blow Boy, 1 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 35 Air Brake 38 Cant Hook 36 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 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, wide band 1 10 Bushels, wide band 1 10 Market 60 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. 3 55 Barrel, 15 gal., each. 5 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 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 c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @16 No. 1 Whitefish @14 Trout @12 Halibut @10 Clisces or Herring @10 Bluefish @12 Live Lobster @30 Boiled Lobster @30 Cod @12 Haddock @12 Pickered @14 Pike @9 Perch, dressed @11 Smoked, White @15 Red Snapper @15 Col. River Salmon @16 Mackerel @20 HIDES AND PELTS Hides Green No. 1 11 Green No. 2 10 Cured No. 1 12 1/2 Cured No. 2 11 1/2 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 Lambs 75 @ 1 25 Shearlings 50 @ 1 00 Tallow No. 1 @ 5 1/4 No. 2 @ 4 1/4 Unwashed, med. 23 @ 25 Unwashed, fine 20 CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 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 Loaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 11 Premio Cream mixed 13 O F Horehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 12 San Blas 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 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 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 10 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 Imperial 60 Mottos 60 Cream Bar 60 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 75 Pop Corn Fritters, 100s 60 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 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts @13 Cal. No. 1 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 Cocanuts @ 5 Chestnuts, New York State, per bu. 5 Shelled Spanish Peanuts 8 1/4 @ 9 Pecan Halves 75 Walnut Halves 38 Filbert Meats 27 Alcanta Almonds 38 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. @ 6 1/2 Fancy, H. P. Suns. Roasted 8 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



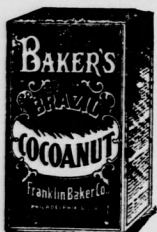
G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

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 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass4 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds5 1/2 @ 8
Chucks5 @ 5 1/2
Plates4 @ 4
Livers3 @ 3

Pork

Loins@ 11
Dressed@ 7 1/2
Boston Butts@ 10 1/2
Shoulders@ 9 1/2
Leaf Lard@ 10 1/2

Mutton

Carcass@ 9
Lamb@ 11
Spring Lamb@ 12

Veal

Carcass5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 29

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 45

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

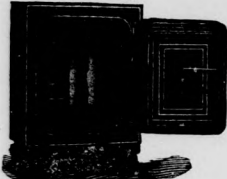
Poles

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 40
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, large7 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis



An Auto? No!

Peanut and Popcorn Seller.
Catalog show'em \$8.50 to
\$350.00. On easy terms.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

Make Me Prove It

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

E. B. Longwell

53 River St. Chicago

Do you need more money in
your business?

Do you wish to reduce your
stock?

Do you want to close out
your business?

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.

B. H. Comstock, Sales Specialist

933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN

San Francisco, California, Crowd.

Fifteen thousand people were congre-
gated, to attend the special sale an-
nounced by Strauss & Frohman, 105-
107-109 Post Street, San Francisco, Cal-
ifornia. Their stock was arranged, their
advertising was composed, set up and
distributed, and the entire sale man-
aged, advertised and conducted under
my personal supervision and instruc-
tions. Take special notice the amount
of territory which the crowds cover on
Post Street. Covering entire block,
while the sale advertised for Strauss
& Frohman by the New York and St.
Louis Consolidated Salvage Company is
located in a building with only a fifty-
foot frontage.

Yours very truly,
Adam Goldman, Pres. and Gen'l. Mgr.
New York and St. Louis Consolidated
Salvage Company.



Monopolize Your Business in Your City

Do you want something that will
monopolize your business? Do you want
to apply a system for increasing your
cash retail receipts, concentrating the
entire retail trade of your city, that are
now buying their wares and supplies
from the twenty-five different retail
clothing, dry goods and department
stores? Do you want all of these people
to do their buying in your store? Do
you want to get this business? Do you
want something that will make you the
merchant of your city? Get something
to move your surplus stock; get some-
thing to move your undesirable and un-
salable merchandise; turn your stock
into money; dispose of stock that you
may have overbought.

Write for free prospectus and com-
plete systems, showing you how to ad-
vertise your business; how to increase
your cash retail receipts; how to sell
your undesirable merchandise; a system
scientifically drafted and drawn up to
meet conditions embracing a combina-
tion of unparalleled methods compiled by
the highest authorities for retail mer-
chandising and advertising, assuring
your business a steady and healthy in-
crease; a combination of systems that
has been endorsed by the most con-
servative leading wholesalers, trade
journals and retail merchants of the
United States.

Write for plans and particulars, mail-
ed you absolutely free of charge. You
pay nothing for this information; a sys-
tem planned and drafted to meet con-
ditions in your locality and your stock,
to increase your cash daily receipts,
mailed you free of charge. Write for
full information and particulars for our
advanced scientific methods, a system
of conducting Special Sales and adver-
tising your business. All information
absolutely free of charge. State how
large your store is; how much stock
you carry; size of your town, so plans
can be drafted up in proportion to your
stock and your location. Address care-
fully:

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis

Consolidated Salvage Company

Home Office, General Contracting and
Advertising Departments,
Century Building, St. Louis, Mo.

Eastern Branch:

ADAM GOLDMAN, Pres. and Gen'l Mgr.
377-379 BROADWAY,
NEW YORK CITY.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—A grocery stock. One of the best locations in the city. Great opportunity. Call or address Musselman Grocery Co., Grand Rapids. 346

Drug store, exceptional snap, invoices \$3,500. Sales \$6,000 annually, rent \$16. Established six years. Population 1,500; one other drug store. Manufacturing and lake city. Will sell for \$3,200 or invoice at cash value, 2% down. Answer quick. Must get out of business. Ill health. A. L. Cornelius, Syracuse, Ind. 345

Merchants—Think it over. Are you tired of your business? Do you want cash for your goods? If so, I can get it and get you 100c on the dollar. Call or write for reference, methods and terms. Address L. S. Rorem, Paxton, Ill. 344

Self-threading needles, 10 cents paper, 60 cents dozen. Agents wanted. Feather-kile Co., Box 415, Evart, Mich. 343

Incorporated Mercantile Company located in the best city in Montana, desires to employ two or three good dry goods men and one up-to-date shoe man. Employees must buy from \$3,000 to \$5,000 worth of stock or they may loan the company the money at 12 per cent. Salaries \$75 to \$90 monthly. Northwestern Business Agency, Bank of Commerce Bldg., Minneapolis, Minn. 341

For Sale—The Star Shoe Store, Port Huron, Mich. Stock and good will. The leading shoe store, best located, best established. Best paying plant in Northern Michigan. Paying over 35 per cent. net. Will sell for cash and for cash only. Delivery now or Jan. 1, 1907. Reason for selling, owner desires to retire from business. No trades considered. Address W. H. Appenzeller, Port Huron, Mich. 348

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, Manvel, Mich. 338

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

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. 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

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

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

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 Sale—Toledo scale, grocers' No. 50, cheap. Address No. 317, care Michigan Tradesman. 317

Sole agents wanted everywhere, for a celebrated California mineral water. Big profits. California Chemical Co., Watsonville, Calif. 323

Wanted—Second-hand bags and burlap. Will buy any kind, any quantity, anywhere. I pay freight. Geo. T. King, Richmond, Va. 303

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., 353 Burling St., Chicago, Ill. 304

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

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

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

Notice—Want to buy for cash, general stock, shoes or clothing. Give price and location. Address R. E. Thompson, Decorah, Ia. 286

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

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. 338

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—Fresh, clean drug stock, in good lively town of 2,000. Two other drug stores. Annual sales about \$4,000. Expenses light. Stock invoices about \$2,900. Reason for selling, have other business to attend to. Address No. 233, care Tradesman. 233

For Sale—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

North Dakota Real Estate; must be sold; have big bargains. Address the First National Bank, Mandan, N. D. 133

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Stanley, care Michigan Tradesman. 755

Stores—I sell stores for others; why not yours? Write for booklet. Edwin G. Orr, Dayton, Ohio. 129

Notice—I have a fine undertaking business and all kinds of merchandise, stocks, farms, hotels, for sale in all parts of the United States. If you want to buy, sell or exchange or close out, write me. G. B. Johns, Grand Ledge, Mich. 121

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

Wanted—Situation by experienced grocery clerk. Can furnish best of references. Address No. 243, care Tradesman. 243

HELP WANTED.

Wanted—Experienced dry goods man to represent us on the road with a complete line of dry goods, notions, hosiery, underwear and men's furnishings. State age, experience and salary wanted. The Wm. Barie Dry Goods Co., Saginaw, Mich. 347

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.

Here Is A Pointer



Your advertisement, if placed on this page, would be seen and read by seven thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

Battle Creek Business Men Touch Elbows.

Battle Creek, Nov. 27—Business men to the number of 340, members of Battle Creek's hustling Business Men's Association, met in annual banquet at the Sanitarium.

Taking cars, at the waiting room on the corner of McCamly and W. Main streets, they proceeded almost en masse to the hilltop, where the city's famous temple of health with windows all alight shone like a jeweled crown, and portals opened wide, welcomed the gathering numbers.

Overcoats and hats laid aside in the capacious ante rooms provided therefor, the guests made their way to the great dining hall at the top of the structure, where the Sanitarium orchestra dispersed sweet music, and with the precision and promptitude for which the attaches of that institution are noted, the entire aggregation of visitors were soon seated at the tables laden with good things which had been provided for their comfort.

The dining room presented a pleasing aspect to the eye, its several long tables down the center and smaller tables at the side, all sparkling with crystal and china and silver on nappery of purest white, while placed all about were bunches of giant chrysanthemums and other flowers from the conservatories, with a generous sprinkling of blooming potted plants in evidence.

The guests seated, they were served by pretty, fresh faced waitresses, part of whom, clad in plain black, were while others in gowns of white had been temporarily recruited for the purpose from the nursing ranks. The menu was as excellent as the service and was without a flaw in any particular.

The banquet served, the guests arranged their chairs at the south end of the great hall, that they might listen to better advantage to the flow of speech, as follows:

Invocation—Rev. W. S. Patter.

Toastmaster—Dr. Eugene Miller.

Introductory—Pres. L. M. Schroder.

Who Should Belong to the Association and Why—Hon. John W. Bailey.

The Gospel of Business—F. H. Bodman.

The Value of the Public Health as an Industrial Asset—Dr. J. H. Kellogg.

Looking Backward—Hon. E. C. Nichols.

What a Business Men's Association Can Do—John I. Gibson.

The Interurban Road as a Factor in the Growth and Prosperity of a City—Col. W. V. Jacobs.

Co-operation—Hon. Chas. Austin.

Dr. Eugene Miller made an excellent toastmaster, opening the post prandial proceedings with a clever talk which immediately brought his hearers into a frame of mind supplying any deficiency due to a minus quantity of inspiration for speakers and audience which raspberry nectar and sweet apple juice possess under the usual liquid concomitants of a banquet of the proportions of this one.

The officials of the Association, and the management and attaches of the Sanitarium are to be congratulated on this their last of many, many similar successes.

Saginaw Jobbers Arrange To Pull Together.

Saginaw, Nov. 27—Another meeting of Saginaw jobbers and manufacturers was held last night at the board of trade rooms to act in the matter of the new organization for the extension of Saginaw's jobbing interests. The meeting was called to order by E. P. Waldron, who stated the objects aimed at, increasing Saginaw's importance as a jobbing and manufacturing center and the proposed plan for bringing buyers to Saginaw and also to more thoroughly unify the manufacturers and jobbers of this city.

The Secretary then read the list of members of the Association, sixty-nine in all, embracing the manufacturers and jobbers in all lines. For the next two days a vigorous canvass of the remaining jobbers and manufacturers will be made and it is hoped to increase the membership to 100. The annual membership fee will be \$5. This is to raise a small necessary fund for printing, postage and incidental expenses.

No member will be to any further expense except for his percentage of railroad fares refunded to buyers induced to come to this market for their stocks and then only to the extent of the pro rata, according to the amount of bills sold.

At the expiration of two days folders will be prepared to be sent out to all retail merchants within a radius of 250 miles of Saginaw. These folders will briefly explain the fare rebate proposition according to amount of goods purchased of members of the Association, the schedule of which has been previously published in the Tradesman.

On motion of Wm. C. Phipps the following executive committee was appointed: E. P. Waldron, Charles H. Smith, Fred J. Fox, S. E. Symons, Henry W. Carr. This committee will elect officers for the Association and perfect details of organization. Walter C. Britton, Secretary of the Board of Trade and Merchants and Manufacturers' Association, will act as Secretary for the executive committee.

On motion of Philip Beck a unanimous vote of thanks was passed to Charles H. Smith for the time and labor he has expended in working to effect the new organization. Mr. Smith has been indefatigable in his efforts and much of the credit for the organization of the Association is due to him.

The Grand Rapids organization has eighty-one members, but with the many Saginaw jobbers and manufacturers not yet on the list there is little if any doubt that the Saginaw Association will have more than 100 members before the week has passed.

M. S. Eldridge of Edmore has engaged in the grocery business, the stock being purchased of the Worden Grocer Co.

Live Notes from a Live Town.

Lansing, Nov. 27—Members of the last Legislature who will return this year, and the usual number of visitors in connection with the deliberations of the lawmakers who have not visited the city since the 1904-5 session, will be much surprised at the numerous changes and improvements during the two-year interval. In the block immediately east of the Capitol the row of unsightly old landmarks so long an eyesore to the people of the city has been removed, and in their place are being erected a beautiful six story block, to be occupied by the Bijou theater, and a two story four front store building—both by Dairy and Food Commissioner Bird. Diagonally across the street looms up the handsome four story home of the Y. M. C. A., and a step farther east, on the corner of Michigan and Washington avenues, is the newly remodeled City National Bank block. Two blocks south, on Washington avenue, is the new Downey House, with its additional two stories, now nearing completion after a thorough overhauling. Visitors will also note the passing of the old Hudson House, where many a political battle has been waged, won and lost. These are but a few of the many changes that have been made for a bigger and better Lansing during the past two years.

John A. Weston, representing the Detroit Stove Works, in company with Christian Breisch, of the Breisch Milling Co., has gone on a three weeks' jaunt to Mexico.

Smith & Barton, hardware dealers at North Lansing, will dissolve partnership February 1, Mr. Smith having sold his interest to T. A. Stevens, of Stockbridge. Mr. Barton is the well-known traveler for Morley Bros., of Saginaw.

L. S. Hudson has announced his intention of adding another story to his two story building on Michigan avenue, west, and also to build three two story stores at the corner of Washington avenue and Elm street.

The druggists and laundrymen of the city have now taken up the matter of the Michigan Telephone Co.'s proposed increase in rates, and the latter voted unanimously to stand with the grocers, who some time ago raised a protest.

The New York Racket Store, doing business on Washington avenue, north, announces its intention of going out of business January 1.

Geo. A. Toolan.

The Grain Market.

We have had a very quiet market the past ten days, nothing doing either in wheat, corn or oats. Wheat prices have held just about steady. Receipts have been quite free. There has been an increase in the visible supply of 2,275,000 bushels for the week. This brings the present visible up to 41,645,000 bushels, as compared with 39,370,000 for the same time last year and 35,975,000 bushels two years ago. Locally the movement of wheat has been light. This complaint has been general throughout Michigan, Ohio and Indiana, owing largely to the rush of other farm

work and the bad condition of country roads.

The corn market has shown very little change. New is coming into market in a very fair condition, much better than at the same time last year. The visible showed an increase of 120,000 bushels for the week. Quotations for new No. 3 yellow are running about 46½¢ per bushel for shipment from the South and West.

Oats have shown some weakness. Detroit prices have dropped back about 2¢ per bushel from the high point of two weeks ago. So far as Western cash oats are concerned there has been little, if any, change. The Chicago option market shows a loss of about ¼¢ per bushel.

Buckwheat grain has been moving slowly thus far, and much better for the miller at that, as the grain has been inclined to be damp and clammy, making a very poor yield. Prices are running about 60¢ per bushel at milling centers, and we look for a more free movement a little later. Buckwheat flour is in good demand and prices range from \$5 per barrel to \$5.25 for shipment.

The demand for ground feeds has shown some improvement and prices are practically unchanged for the week. Bran and middlings hold steady at \$22@23 per ton in the local market.

L. Fred Peabody.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Nov. 28—Creamery, fresh, 23@29¢; dairy, fresh, 20@25¢; poor to common, 17@19¢.

Eggs—Fancy candled, 33@34¢; choice, 30@32¢; cold storage, 23¢.

Live Poultry—Springs, 9@12¢; fowls, 9@11½¢; ducks, 12½@13¢; old cox, 8¢.

Dressed Poultry—Fowls, 10@12¢; chickens, 11@13¢; old cox, 8@9¢.

Beans—Pea, hand-picked, \$1.60@1.65; marrow, \$2.40@2.50; mediums, \$1.60@1.65; red kidney, \$2.25@2.50; white kidney, \$2.35@2.50.

Potatoes—White, 45@51¢; mixed and red, 40¢.

The American Carving & Manufacturing Co., 900 Grandville avenue, has increased its capital stock from \$40,000 to \$50,000.

The capital stock of the Moon Lake Ice Co., of 68 West Bridge street, has been increased from \$10,000 to \$20,000.

Van Lente Bros. have opened a grocery store at Holland. The Muselman Grocer Co. furnished the stock.

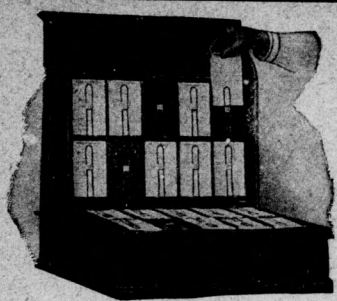
BUSINESS CHANCES.

A Big Money-maker—An old well-established general merchandise business in live Minnesota town. Annual net profits average about \$7,000. Fair terms to good party. Reasonable rent. Business made owner wealthy and will retire. Best business opening ever offered. Investigate at once. American School of Real Estate, Des Moines, Iowa. 350

Information Wanted—Who knows of a retailer desirous of closing out Douglas and other trade mark shoes? Big commission. Address Syndicate Shoe Buyers, 12 State St., Chicago, Ill. 351

HELP WANTED.

Wanted—Young man with general store experience, for house salesman. Apply Carl Knott & Co., Ltd., Grand Rapids, Mich. 349



Every Detail Of Your Business

You want a **SYSTEM** that takes care of **EVERY DETAIL** of your **BUSINESS** from the time the **GOODS** are **PURCHASED** until they are **SOLD** and the **MONEY** is in the **BANK**.

You want a **SYSTEM** that will tell you at **ANY TIME**, without the **loss** of **time**, the **TOTAL OUTSTANDING** accounts.

You want a **SYSTEM** that shows **YOU** your **BILLS PAYABLE** at a glance. In other words, you want to **KNOW ALL** about your **BUSINESS**.

You can get these **RESULTS** with the **McCASKEY TOTAL FORWARDING SYSTEM**. Our booklet of information is **FREE**—write today.

THE McCASKEY REGISTER CO.
Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicating Sales Slips; also 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!**



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.....



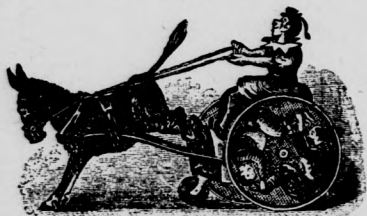
Sleighs and Coasters

An excellent line shown on pages 105 to 107 of catalog No. 189. \$2.25 up to \$20 per dozen.



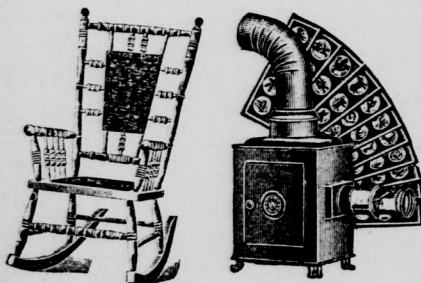
Unbreakable Iron Toys

A very complete line illustrated in catalog No. 189 on pages 110 to 115. 40c per dozen up to \$18.

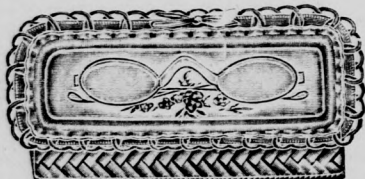


Mechanical Toys

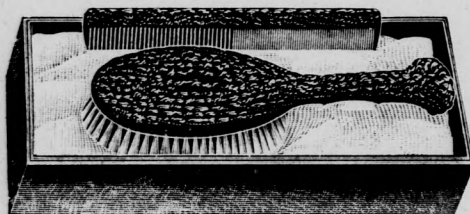
A large and choice variety of these always popular toys. Pages 85 to 89 catalog No. 189. 40c up to \$33 per dozen.



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.



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.

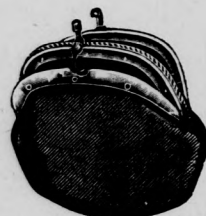


Books and Games

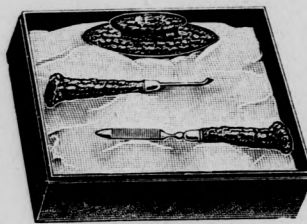
The very best line of children's toys and picture and reading books ever offered. The latest publications in games. See pages 42 to 65 catalog No. 189.



Shoo Fly Rockers, \$4.50 up to \$15 dozen.
Alphabet Blocks, 40c up to \$4 dozen.



Purses. The popular sellers. 38c up to \$2 dozen.



Manicure Sets

Page 24 catalog No. 189. 70c up to \$2.75



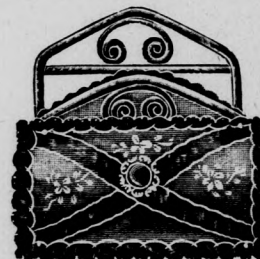
Glove, Necktie and Handkerchief Boxes. A most beautiful line—50 styles—ranging from \$2 up to \$30 per dozen.



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.