

The LAND of BOY

A wonderful land is the land of boy,
Where the hands on the clock mark the moments of joy,
Where the hills are sugar, the mountains are cake
And the rivers flow into an ice cream lake;
Where candy grows on the forest trees
And the fairies dwell with their mysteries:
The land of boy—away, away
Through the happy valleys of Golden Day!

The land of boy is a dear delight,
Where the sun shines sweet and soft and bright;
Where the air is filled with the robin's song
And the heart of venture beats bold and strong;
Where hope's white star burns clear and fair
And the wine of the summer is in the air:
The land of boy away, away
The road winds down to the Golden Day!

There are tops and trinkets and marbles and books,
Penknives, putty and fishing hooks;
Printing presses and railroad trains,
Wheelbarrows, wagons and driving reins,
Boats and whistles and hoops and skates,
Sledges and sponges and drawing slates:
The land of boy—away, away
Over the hills of the Child-at-Play!

The land of boy is a sunny place,
Where rosy cheeks and a smiling face,
Where romp and laughter and chatter and gleam
Go round and round till the meadows dream
And the stars come out and the Golden West
Is red where the sun has gone to rest:
The land of boy—away, away
To the wand of fairy and elf and fay!

Merry games and the venture heart
In the land of boy are a living part;
Castle building and ships that sail
On the pirate main and the paths of whale;
Hope and love and beauty and gleam—
All, all are a part of the boy-land dream:
To the land of boy I long to stray
Through the happy valleys of Golden Day!

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.,

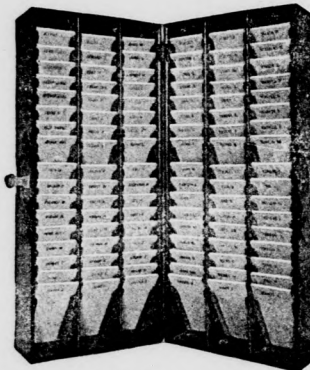
of Michigan

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

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Bell Phone: 87 Citizens Phone 5087

Pat. March 8, 1908, June 14, 1908, March 10, 1909.



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.

Buckwheat Flour

Season Is Now On

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

Penn Yenn, N. Y., B. W. Flour 125 lb. Grain

Bags, 10 Sacks inside, per hundred..... \$2.75

Penn Yenn, N. Y., B. W. Flour, 10-10 Cotton

Sacks in Jute bale, per hundred..... 2.95

Pure Gold Mich. B. W. Flour, 10-10 Cotton

Sacks, per hundred 2.75

Henkle's Self Raising B. W. Flour, 12-3, per

dozen90

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, DECEMBER 5, 1906

Number 1211

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

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

We Buy and Sell
Total Issues
of
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Street Railway and Gas
BONDS
Correspondence Solicited
H. W. NOBLE & COMPANY
BANKERS
Penobscot Building, Detroit, Mich.

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OF GRAND RAPIDS, MICH

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

3½ Per Cent.

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Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

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GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

LOCAL RAILWAY PROBLEMS.

It is idle to speculate miscellaneous upon the Island railway franchise which Superintendent Cotter, of the Pere Marquette Railway Co., says they will not accept unless it bestows the right to put down the track along the entire length of the island.

Of course, he won't accept, and no railway will accept a tiny siding privilege extending only to the city lighting plant; but their refusal to play will not be based upon the reason alleged to have been given by Superintendent Cotter. He is reported to have said that there isn't traffic enough, and somebody else says the Grand Rapids & Lake Michigan Transportation Co. is the power that is opposing the granting of such a franchise.

The latter allegation is a safe guess, although, so far as anyone has thus far been able to distinguish, the Grand River Line has not been in evidence during the contention. The steamboat company has a long lease of the property it occupies at the east end of Fulton street bridge and this leasehold conveys all the values of the riparian rights granted by law. The steamboat company is a permanent organization and having those riparian rights, it will protect them.

This situation is fully understood by the railway people and, as their object—practically the only object worth contending for—is a right of way along the river front to Fulton street bridge, they are not much interested in anything that falls short of that idea. The ultimate object of the railway corporations—and they are a unit in comprehending the fact—is a continuous right of way from Wealthy avenue bridge on the south to the Grand Trunk bridge on the north.

Railway corporations know that they will have two or three or possibly a dozen different city administrations to deal with in this matter; they have had almost unlimited experience in carrying on such campaigns. It is an every day case with them and, when necessary to the ultimate victory they count upon, they can "make haste slowly" as serenely as can be imagined. In all human probability the present Mayor and members of the Common Council will be forgotten factors by the time the railways have their forces properly disposed, so that when the attack all along the line is ordered new ownership of properties abutting upon the river front will be revealed; new faces, temperaments and characters will be seen in the chairs of the Mayor and Aldermen and the thing will be accomplished "hands down."

This result will be gained because railways rarely let go and never become confused as to details; where-

as, on the other hand, city officials frequently lose their grip and grit and are quite readily confounded as to facts. That the Pere Marquette desires a right of way along the territory specified means that all railways want it.

It is not, as in the case of Mill Creek, or Comstock Park merely the Pere Marquette. And, by the way, the Pere Marquette has become very "cocky" in that matter. Ordered by the State Railway Commissioner to restore the station and service at Mill Creek, it comes back at the Commissioner with a claim that it is advised that he has no authority to dictate where railway corporations shall stop their trains. But, out of consideration for the desires of the business men of Grand Rapids, they will hereafter stop one train each way every day. Now it is up to the Railway Commissioner to assert himself and make the Pere Marquette "come to taw" or concede that he is either powerless to act or a puppet in the hands of the railways.

In case the Commissioner fails to do this a little wholesome experience might be afforded the Pere Marquette by our Common Council. City ordinances may be framed and enacted in relation to speed of trains within the city limits and as to protection to be afforded at street crossings. If this resource fails then it will be up to the creators of freight, the very men who are discommoded and laughed at in the Mill Creek case, to get together solidly and in earnest and do business only with those railways which are willing to behave fairly.

SHEA GETTING HIS OWN.

Ordinarily there is nothing to be gained in rejoicing over the downfall of an arrant scoundrel, but in the case of Cornelius P. Shea, leader of the teamsters' union, it is possible that good to the great masses of men who are affiliated with labor organizations may result thereby. Charged with conspiracy in connection with the Chicago teamsters' strike eighteen months ago, Shea is now confronted by one of his own confederates, Albert Young, who, certain of punishment for participation in the crime, testified to the division of a \$1,500 graft fund in a saloon between Cornelius P. Shea, James Barry, Hugh McGee, Jerry McCarthy and Young. The testimony tells in detail how the money was divided and how Shea exclaimed, "To hell with the laws of the teamsters' union!" The money was contributed by one mail order house to induce Shea and his associates in crime to call a strike on a competitor.

This man Shea has, during the past two or three years, been revealed repeatedly as an ignorant bully, living with and upon vice of all descrip-

tions. Drunkenness, licentiousness, false pretense, rioting, conspiracy—everything of a crooked nature—have been habits with him, and the latest developments tell that he has not reformed in any sense.

In spite of these showings and in the face of well-organized opposition in his own ranks, Shea succeeded in securing his re-election to the presidency of his organization. It does not seem possible that his associates could have any doubts as to the manner in which he won his triumph. He must have been as well known two years ago by the members of the teamsters' union as he is known to-day; and therein lies the chief fault of that union. Knowingly they elect a drunken, dishonest thing as their leader. It is obstinacy, ignorance or willful crime, or all of these, that produces such a verdict on the part of any organized body of men, even although they are only ordinarily intelligent.

It is because of results such as this one—repeated over and over again for years in the ranks of organized labor—that the labor unions are in disrepute as never before. Unaccountably and unfortunately the labor union men are not, seemingly, open to conviction that, as a rule, they are the ones who are continuously the swindled ones and that their leaders are the swindlers.

Given a man with a brutish swagger, the self conceit of a turkey cock and a few cant phrases at his tongue's end and he is slated as a labor leader without enquiry or thought even as to his record as a man. It is such men as these who take possession, perforce, of the meetings and deliberations of the average labor union. They can talk and swear, they can browbeat and force themselves down the throats and into the very vitals of the dazed groups they have marked as their victims. Utterly superficial in their knowledge, but viciously shrewd in their behavior, they gain control and then, absolutely unscrupulous, they lead their weak followers and live on the sweat of their brows; upon their very lives and the lives of their wives and children.

Cornelius P. Shea, President of the teamsters' union, is facing Joliet, and if justice is bestowed in full measure he will go there for a long term. If he had his just deserts he would have been hanged long ago for the murder of women whom he debauched and made away with. He is an excellent example of union leaders as a class. Almost without exception they are unspeakably vile and deserve the contempt and execration of every right-thinking man and woman in the country.

Many a good deed died in intention for lack of a little appreciation.

GRADUAL GROWTH.

Organization Work Along Conservative Lines.*

We meet again in this, the fourth annual convention of our Association, under conditions most favorable, and we have reason to be profoundly grateful for the many blessings we enjoy by reason of the kindness of the Giver of all good things and the wisdom with which the affairs of both State and Nation are being administered, which greatly adds to that fund from which we derive not only social comfort but financial success.

We also have reason to be thankful for the large measure of success which has attended the efforts of your officers in promoting the welfare and greatly increasing the membership of the Association during the past year.

There is much pleasure in prosecuting work where the results meet the views, supply the needs and merit it and receive the commendation of your intelligent fellow men.

The relation between our members is most congenial and, as we get closer together and become better acquainted, we will be more free to express our opinions and offer suggestions, and it is through this comparison of ideas and methods of conducting our business that we are enabled to measure our own capacity and efficiency and to strengthen the weak points which the success of another has discovered for us.

Since last we met very important legislation has been given effect. In our State a law has been enacted which prevents the sale of stocks in bulk without giving notice to all creditors, thus putting a stop to that demoralization of prices caused by the sale of goods at ruinous figures by parties who had no intention of paying for them when they were ordered. The passage by Congress of the rate bill, granting equal rights to all shippers, is one that deeply interests our manufacturing friends and ourselves, and I hope may be administered so wisely, avoiding all legal misconstruction and delay, as to prove the wisdom and fulfill the hope of those who so loyally supported the President and his friends in its passage.

We desire to maintain the very friendly relations now existing between the manufacturers of implements and vehicles and the members of this Association, and to express our appreciation of the many favors received during the year, not forgetting those who by their advertising have assisted in making up the souvenir programme for this convention. We would be untrue to the impulses of our better selves did we fail to remember them during the year to come, for I am still a firm believer in the "stand together" policy and prefer to stand by the fellow that stays by me.

Our relations with the National Federation are most cordial and the success of that body in bringing about such changed conditions between the manufacturer and dealer, as will be fully explained in the re-

port of the Federation delegate given later, is such as to merit our most hearty approval.

The implement and vehicle journals are filled with the reports of the annual meetings of associations, both State and National, wherein the best interests of the manufacturer, dealer and consumer are most earnestly considered, to the end that the result may prove of general benefit.

I am greatly pleased to see so many of you present, thereby indicating your deep interest and abiding faith in the principles we espouse. We should all come here willing to participate in the discussions, express opinions and relate experiences. A member is of benefit to others in this convention, not by what he carries away, but by what he brings; not for

confine their trade to the regular dealers, and I am pleased to report that many of them have done so. I would suggest that every dealer keep this honor list within easy reach when ordering goods or other occasion requires.

The manufacturers of implements and vehicles were never harder pressed to supply the demands of the trade at home and abroad than now, and it becomes the dealers to surround themselves with every facility and possess themselves with all knowledge and work in such harmony as will enable them to obtain their just share of the profits resulting from this immense volume of business.

In common with other merchants, we must watch with great care every unjust encroachment upon our busi-

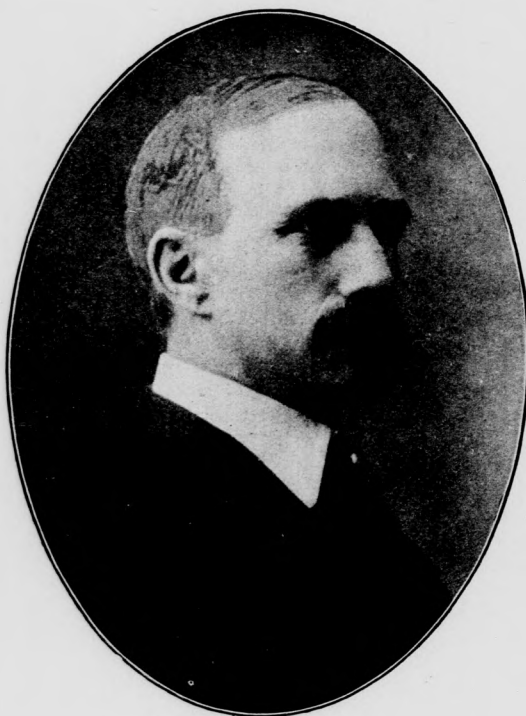
ness. Theories have no place and solid facts alone remain. We must not forget that we are all learning—learning from each other—learning our true relation to the commercial forces which surround us in order that by working in harmony therewith we may be able to realize the very best results possible from our expenditure of time, energy and money.

We can not lay out a course of action nor promulgate a business policy based on the dealer's success alone. We can not, if we would, continue to drink the wine of success if perchance it be embittered by the unripened fruit of another's failure for which we are in any way responsible. We can not, by reason of our numerical strength, dictate to others or usurp the right to manage their business, but rather study to correct our own errors, learn our own weakness and endeavor, through the influence of reasonable argument, to convince them of the wisdom of our logic and the correctness of our position, and thereby gain an ally and friend rather than a subject. At the same time we should have such confidence in the justice of the principles we advocate as to present a solid front to any and all who would do us wrong, thereby building up an organization so harmonious in all its parts that it will stand by reason of its just proportions and prove a monument of blessing, socially and financially, for those who build and those who follow.

No man nor class of men should arrogate to themselves rights not justly theirs, even although they occupy a position that for business or policy's sake permits their contention to stand, yet they should insist on treatment in keeping with their position and in perfect harmony with the surroundings in which they operate. In fact, they should know the limitations of their rights and insist upon them. This position the dealer should maintain with vigor.

Since the custom of barter became general the middleman or dealer has been necessary. His services can not be well dispensed with. The manufacturer can not get along without him. The jobber can not get along without him and, while some of both of these at times attempt to, their success has not been such as to warrant its becoming general.

For the consumer the dealer is the general supply depot. While he, too, at times forgets his proper relation and turns his patronage to the house that sells direct, yet instances are not wanting to show that the trade of those houses that cater to the consumer direct has considerably lessened and their popularity greatly decreased. Those forces that seek to deprive us of the trade that rightfully belongs to us in our respective communities concentrate their efforts, and are organized, while, on our part, as dealers, about all we did in the past was to sit around and whine and point to the inroads they were making on our trade. At last we are aroused and, as we become organized and the manufacturers and jobbers begin to realize they can not sell both parties, it is becoming more difficult for them to obtain standard



Hon C. L. Glasgow

what he hears, but for what he says and thereby adds to the general discussion which brings out the best judgment of the majority.

While we have the same trade evils to contend with as a year ago, some of them have been rendered less harmful. In some sections the irregular agencies have been discontinued, in others greatly discouraged and lessened. Manufacturers are exercising greater care in filling orders, being more particular to determine whether the parties are regular dealers or not before shipping the goods, and we assure them of our appreciation of this care in our behalf.

Every manufacturer and jobber in this State has been invited to join our honor list and thereby agree to

ness, be it parcels post, catalogue house competition or prison made twine, and unite willingly and promptly with any who are waging war against the ascendancy of such trade evils.

The growth of an organization of this character should be gradual and substantial. It is composed of business men, men who know what it means to distribute many dollars' worth of advertising before seeing results, men who invest to-day expecting to reap the results in the years to come. A good substantial business is not built up in a day or a month; no more can an organization which in its work has to combat aggressive opposition prove a panacea for all business ills with a few doses. It is, rather, a great school in which

*Annual address of President Glasgow before Michigan Retail Implement and Vehicle Dealers' Association.

goods and will become more and more so as we bend our nited efforts in that direction. When, to obtain a certain grade of goods, they have to build factories, employ labor and be subject to all those conditions under which factories are operated, instead of taking the entire output of factory after factory at a price which does not cover cost, it will, of necessity, shut out the smaller ones and increase the cost of manufacture to the larger ones, their prices will have to be advanced, their prices then will not be so much less than ours and for the small difference the trade will remain at home. We must simply continue the fight with the same persistency that they do and we will win out. We may have to wait until the majority of our customers in each locality test the magnetism of such dealing, get badly bitten and have the lesson burned in before we experience general relief; but, gentlemen, the dealer is here to stay, for he is an indispensable factor in our commercial system and it only remains for him to be wise, consistent, watchful, honestly aggressive and keep up with the times. While this may tax to the utmost his every faculty, yet through co-operation with his fellows he can and must win.

I desire at this time to express my appreciation of the many kindnesses received from the officers and members of this Association during the three years I have occupied my official position. I realize fully that the splendid results achieved are the fruit of the untiring effort of the Secretaries and those who have so ably assisted them.

Numerically and financially we are in a most prosperous condition, as the reports of our Secretary and our Treasurer will show. As an Association we are continually growing and, therefore, becoming more and more influential. Let us, therefore, be wise in making use of this power and thereby prove our ability and fitness to use it for the best interests of those we would serve.

I feel, in turning over the affairs and interests of this Association to my successor, that still greater accomplishments will mark the record of the years to come and that every implement and vehicle dealer in this State will, through his connection with this Association, be willing to acknowledge that although it has builded slowly, it has builded well and that its beneficent results will become so thoroughly appreciated that it will be recognized as one of the most practical and beneficial trade organizations in this commercial age.

Conditionally.

A certain minister tells of an Irishman to whose bedside he was once called. The man was very ill and his recovery was doubted.

"Have you forgiven all your enemies, Pat?" the minister asked.

"Sure an' oi have; all excipt Dan O'Hagan," Pat replied.

"But you must forgive all if you hope to reach Paradise," the minister continued.

"Well, all right, thin," said Pat. after reflecting for some time, "but if oi get well, oi'll break his head!"

A CHRISTMAS RHYME.

Its Authorship Settled by an Octogenarian.

Written for the Tradesman.

As the Christmas festivities draw near the oft repeated conundrum, "Who was the author of 'The night before Christmas,'" will be asked through the magazines and newspapers the same as it has been these many years, and no doubt the answers will be as wide of the mark as they have always been. I have seen it credited to a score or more of distinguished poets and writers of fiction who lived in the early part of the nineteenth century, both English and American, but the real author's name was never among them. Charles Dickens has been the greatest favorite among the guessers. I have seen his name mentioned many times as the author, but none of the guessers offered any proof of his claim to the authorship. I can not recall the name of a single living person who knows who was the real author or where it was first published except myself. In the early part of the nineteenth century there lived in the western part of New York State a distinguished family of three brothers, named Spencer. The oldest, Joshua A. Spencer, lived at Utica and stood at the head of the American bar as the ablest exponent of constitutional and international law in the State. He was the intimate friend of Daniel Webster, and many a hard fought legal battle they contended in the higher courts, state and national. The second brother of the three, John C. Spencer, resided at Canandaigua. He also was a celebrated lawyer and eloquent advocate, whose persuasive oratory was of the Henry Clay type. He enjoyed a national fame, being at one time Secretary of War, during which term in the President's Cabinet his youngest son, Philip Spencer, with three others, was hung at the yard arm of the United States war brig, the Somers, for piracy. The youngest of the three brothers was a Presbyterian minister of rare scholarship and commanding personality, but preferring the responsibilities of an educator to the charge of a parish. He resigned his pastorate to become the principal of the Canandaigua Academy, the oldest classical school in the western part of the State of New York. It is to this youngest brother, the Rev. Mr. Spencer, that the world is indebted for the authorship of "The night before Christmas," that wonderful little morsel of pastoral rhyme that has been more extensively read and gladdened more hearts, young and old, throughout the civilized world, than any other piece of literature, either prose or poetry, that ever has been written. It first appeared in the Ontario Repository, a weekly newspaper published in the village of Canandaigua in 1826. Mr. Spencer used to write the carriers' New Year's addresses to their patrons and nearly every issue of the Repository found in the poets' corner some gem of pastoral poetry from his fertile pen.

Newspapers were comparatively rare and valuable in those days. A weekly newspaper at \$5 a year was a

luxury that every small farmer did not feel able to indulge in, and they were always carefully preserved and given to those who had none. We received our regular mail but once a week, and the farmers in our neighborhood used to take turns in sending to the county seat for our newspapers on the day of publication. By this arrangement we got our papers about five days ahead of the mail. I was 9 years old when I first heard my grandmother read from the newly arrived newspaper "The night before Christmas" to the family circle gathered around the broad fireplace, filled with blazing logs. All the surroundings are as fresh in my memory as though the event had occurred only a month ago, instead of more than eighty years. I can almost feel

the tingle of boyish excitement in my veins as she read (as few women could read):

"On, Dancer, on, Prancer, on, Donder and Blitzen,
From the top of the porch to the top of the wall,
Now dash away, dash away, dash away all."

I have often thought what a monument Rev. Mr. Spencer built up in the hearts of generations yet unborn, to endure as long as the celebration of the birth of our Savior is held in joyful remembrance throughout Christendom. W. S. H. Welton.

He who is not rich having nothing will not be rich having all.

The most empty life is the one that thinks only of itself.

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

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.



Movements of Merchants.

Scottville—Wm. Menninger has opened a new notion store.

Rockford—N. M. Pringle succeeds Pringle, Saxon & Co. in the meat business.

Paw Paw—S. O. Kenyon has sold his cigar stand to Roy Britton, who will continue the business.

Traverse City—F. J. Birdsall and Claude Owen have purchased the cigar stand of Carl Pierce.

Adrian—S. Brown has sold his cigar and news stand to Frank J. Ulrich, who has taken possession.

Luther—The drug firm of Osborne & Hammond has been dissolved and Geo. Osborne will continue the business.

Lake Odessa—Phil. Kimble and Thos. Healey have embarked in the meat business under the style of Kimble & Healey.

Bancroft—Mrs. Chas. Kent has sold her bazaar stock to Mr. Sims, of Ashton. Mr. and Mrs. Kent will soon remove to California.

Lowell—W. S. Godfrey, who is closing out his clothing and shoe business, will conduct the clothing business in Hastings after Jan. 1.

Lake Odessa—V. C. Roosa has rented a store building and will soon open same with a stock of bazaar, millinery and furnishing goods.

Stanton—Thomas Evans, who recently moved here from Kalkaska, has purchased the meat market of John Blake and will continue same.

Grand Ledge—M. P. Beach has sold his grocery stock to Burton Gates, who will conduct the business in connection with his meat market.

Rockford—J. H. Williamson and Arthur Blackburn have formed a copartnership and engaged in the meat business under the style of Williamson & Blackburn.

Cadillac—John Martin has resigned his position as undertaker at the A. H. Webber Co.'s store and will engage in the undertaking business on his own account at Boyne City.

Reading—A. B. and Gene B. Reynolds, father and son, have purchased a clothing stock at Paulding, Ohio, and will take possession of same Jan. 1, moving their families to that place.

Lansing—A corporation has been formed under the style of the Capital Auto Co., with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in in cash.

Kalkaska—Seath Bros., of Evart, have purchased the Fairbanks meat market at this place, which will be conducted under the management of Edward Seath for the present, assisted by Charles Egger.

Port Huron—It was decided by the directors and stockholders of the Boston Store Co. to close out its stock at a retail sale which opened Dec. 1. Among those interested in the company are David Traxler, Henry McMorran, Charles F. Harrington and W. F. Davidson.

Muskegon—E. E. Kraal has sold his interest in the Moulton Grocer Co. to his partners and has retired from business. C. C. Moulton, the senior member of the firm, will succeed him as manager.

Palms—A corporation has been formed to deal in general merchandise under the style of the Leszczynski-Clark Co. The company has an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Petoskey—Mrs. G. E. Mills, who has been engaged in the millinery business here for the past twenty years, has sold her stock to Mr. H. C. Trask, who has already taken possession. Mrs. Mills will spend the winter in Florida.

Detroit—Upon his retirement from the house of Phelps, Brace & Co., of which he had been a member for fifty-three years, the employees presented to W. H. Brace a handsome silver loving cup. Mr. Brace was deeply affected by the mark of esteem and said he would treasure the gift as one of his greatest prizes.

St. Ignace—F. Kruger, who has been engaged in the grocery business for the past thirty years, has sold his stock to John P. Morris, who is also a grocer at this place. Mr. Morris will consolidate the two stocks and has moved into the old Kruger stand, where he will continue the business. Mr. Kruger retains the postoffice.

Bay City—At the final meeting of creditors of the Bay City Supply Co., the Lansing concern which sought to conduct a co-operative store in this city, Referee Joslyn announced that another dividend of from 10 to 12 per cent. would be paid, making the total dividend paid to creditors from 25 to 27 per cent., a 15 per cent. dividend having been declared shortly after the concern closed its doors. The total dividend amounts to approximately \$5,000. The liabilities were in the neighborhood of \$13,000.

Detroit—The Smart, Fox & Co. has purchased the stock and good will of Ward L. Andrus, Ltd., the largest exclusive wholesale fancy grocery house in the State, and will consolidate with Phelps, Brace & Co., the transfer to take place about January 1. The business will be carried on through the same representatives as heretofore, under the style of Phelps, Brace & Co. The business of the Ward L. Andrus Co. was established in 1890 and the house is well known throughout Michigan. Mr. Andrus will engage in the merchandise brokerage business.

Manufacturing Matters.

Buckley—J. A. Tooley, of Traverse City, has purchased a lot here and will erect a cigar factory.

Frankford—The Kelley Lumber & Shingle Co. is refitting the shingle mill formerly operated by Crane Bros., with a view to operating it the coming winter.

Hermansville—The Earle & Edwards Land & Lumber Co. has been incorporated to handle logs and lumber with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and paid in in cash.

Kalamazoo—The Kalamazoo Shirt Co. has been incorporated, with an authorized capital stock of \$6,000. The company began operations here about a month ago.

Detroit—The Beyster-Thorpe Co. has been incorporated to manufacture automobiles, having an authorized capital stock of \$10,000, of which amount \$6,500 has been subscribed and paid in in cash.

Cheboygan—The Duncan Bay Manufacturing Co. has been incorporated to deal in timber, with an authorized capital stock of \$40,000, of which amount \$35,000 has been subscribed and \$4,000 paid in in cash.

Detroit—A corporation has been formed under the style of the Advance Lumber & Shingle Co. to deal in lumber, with an authorized capital stock of \$20,000, of which amount \$17,000 has been subscribed.

Bay City—The Hanson-Ward Veneer Co. is having a pond dredged out in front of its plant on the river for the purpose of warming the water with steam pipes to keep logs dumped into the water in winter from freezing; the plant runs the year through. The company has been fortunate in building up a large business, the plant having run overtime during much of the season.

Thompson's Bay—Holmes & Reynolds are erecting a sawmill here with a capacity of 25,000 feet a day.

Recent Business Changes in the Buckeye State.

St. Marys—Ed. Gerstner has sold his interest in the meat business of Gerstner Brothers to Frank Fortman. Business will be conducted in the future by Gerstner & Fortman.

Mansfield—R. J. Parrish has sold his restaurant to Mrs. M. Wilmot, of Newark, who has taken possession.

Mansfield—E. Hammond has purchased the meat market of C. M. Lantz, who will now devote his time to his grocery business.

Toledo—C. Velliquette has sold an interest in his meat market to A. Kusaine, a meat dealer of Walbridge, and the business will be continued under the style of A. Kusaine & Co. Meat will be sold from the Walbridge house.

Mansfield—John L. Barr will open a piano and organ store here Dec. 1.

Sim R. Wilson, who has been engaged in the newspaper business at Boyne City several years, has formed a copartnership with C. B. Benham, of Hastings, and will engage in the real estate business at that place under the style of Benham & Wilson. Mr. Wilson is an energetic business man, who will prove a valuable accession to the thrifty and fast-growing town with which he has identified himself.

Marshall Field certainly did pretty well by his old employees, and the \$300,000 left by his will has been distributed among 275 of them. This gift is still more to be appreciated when it is known that those very old employees who had been previously provided for did not come in under this last distribution, thus making the individual benefits much larger.

ADVERTISING KANSAS.

Kansas, bleeding Kansas, always manages to get somewhere in sight, even if it can not for any considerable length of time occupy the center of the stage. It used to have a lot of troubles and instead of minding the injunction to tell them to a policeman, it told them to everybody who would listen. If it could not attract attention to itself for its blessings and its advantages, it was content to do it by advertising its misfortunes, its ills, its hardships and its sorrows. The State capitalized its grief and obtained free advertising which, if paid for at regular rates, would have been very expensive. Of late the times have been so good, the crops so plentiful and the prices so high that even the most expert calamity howlers in Kansas have been unable to find any cause for complaint, and thereby their peace of mind has actually been disturbed. They have had a little consolation in advertising for schoolma'ams and workers for harvesting, but that is not sufficient to be satisfactory.

The probability that they are permanently deprived of the pleasure afforded by calling attention to their grievances has prompted Kansans to look around for some other scheme whereby they can gain that share of public attention they so much desire. The plan they have hit upon is old, somewhat uninviting and under all the circumstances anything but promising. It is no more nor less than the proposition to celebrate the semi-centennial of the admission of Kansas to the Union by an exhibition or fair at the State capital in the summer of 1911. The fair business has been overdone, even when the event celebrated was a hundred times more important than this and the show a hundred times bigger than this possibly can be. It is an enterprise that has worn out its welcome. The Jamestown Exposition is suffering and will continue to suffer, though the event it celebrates is one of the most important in American history. The admission of Kansas into the Union was very important to Kansans, but they are about the only ones interested in celebrating it. If they are getting up the show just to please themselves and will be satisfied with purely local patronage, all well and good, but if they are looking for crowds to come from other states they will be grievously disappointed. As an advertising medium it may serve its purpose and help to keep the word "Kansas" in print, but that will be about the extent of its beneficial and valuable results.

A French professor has succeeded in making artificial vegetables into whose composition nothing living enters. The seed is made of sulphate of copper and glucose and when deposited in certain chemical mixtures gives birth to plants resembling the marine species and which respond to heat and light influences. When the professor grows something in this way that is edible he will be more blessed.



The Produce Market.

Apples—Spys, \$3; Wagners, \$3; Baldwins, \$2.50; Greenings, \$2.50; Tallman Sweets, \$2.25; Kings, \$3. The weather has been somewhat unfavorable for business and supplies continue liberal. Not all the fruit is yet put away and the dealers are getting all the trade they can well care for.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The demand is very active, which, with the unusually short supply, is the cause of the advance. The outlook is for a very firm market on all grades. Stocks in storage are nowhere near as large as last year at this time, although they were as large in June. The heavy demand has greatly reduced the supply. The future of the market depends on conditions, but the outlook is strong. Creamery ranges from 30c for No. 1 to 31c for extras; dairy grades fetch 24c for No. 1 and 18c for packing stock; renovated, 24c.

Cabbage—50c per doz.

Carrots—\$1.50 per bbl.

Celery—20c per bunch for medium and 25c per bunch for Jumbo.

Cheese—The market is firm and unchanged. There has been a good demand. Stocks in storage are about normal and present indications are for a firm market for several days. For a while now there will probably be a lull and then likely an advance as the carrying charges increase and the demand improves.

Chestnuts—14c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—The supply of fresh eggs is very scarce and all receipts of good stock are absorbed on arrival. The market for fancy storage eggs is firm and unchanged, but anything under fancy is hard to sell at top prices. These grades rule from 2@3c below the price of the best. There is likely to be a firm market for some time to come. Fresh fetch 27c for case count and 29c for candled. Cold storage, 24@25c.

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

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

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

Lemons—Californias are weak at \$4.50 and Messinas are in small demand at \$4.25.

Lettuce—14c per lb. for hot house.

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

Oranges—Floridas are steady at \$3.25 and California Navels range around \$3.50. The trade seems to prefer the Floridas to the navels, and with good reason, as they are superior in flavor.

Parsley—40c per doz. bunches.

Potatoes—35@40c per bu.

Squash—Hubbard, 1½c per lb.

Sweet Potatoes—\$2 per bbl. for Virginias and \$3.25 per bbl. for Jerseys.

White Pickling Onions—\$2.25 per bu.

Trade Expansion at the Saginaw Market.

Saginaw, Dec. 4—The free excursion every day in the year to this city for outside buyers is already an assured success. Some of the outside merchants in the large trade territory tributary to this place have already come here and bought goods, before receiving the new Association's circulars, which are now going out by thousands.

Last week a number of outside merchants were in Saginaw, some of whom have been buying their stocks elsewhere. One of them, on Saturday, called on Waldron, Alderton & Melze, listened to a fuller explanation of the matter from Mr. Waldron, bought a good bill of shoes and was then taken by Mr. Waldron on a tour of the other leading jobbers. He made purchases in various lines for his large general store and went home thoroughly pleased at his warm reception. The buyers' certificates of purchase were not yet ready, but he got the fare refund just the same.

In connection with the new plan a very good idea is advanced by Wm. Barie. He has suggested to Mr. Waldron that each jobber have in his office a card rack or case in which will be kept the business cards of local jobbers and manufacturers in all lines. When a visiting buyer has stocked up on one line the selling jobber will ask the buyer what other lines of goods he sells, and give him the cards of the local jobbers and manufacturers in these lines who are Association members. Thus the buyer is passed from one local house to another.

One firm alone, Waldron, Alderton & Melze, will by to-night have sent out 1,000 of the Association circulars to its customers, and every retail merchant with a good rating in Saginaw's territory will be circularized. It will be readily seen that this city's jobbing and manufacturing interests will be well advertised, as many other leading business houses will send out hundreds and in some cases a thousand or more of the free excursion circulars.

The business scheme is one of the results of the six days' trade excursion tour made by Saginaw's business leaders a few months ago. Another valuable result is the spirit of unity of interest that has been excited among this city's business men. This feeling in cementing the city's business men into a compact, aggressive body that means much for this city's increasing importance as a jobbing and manufacturing center.

Guy W. Rouse has returned from Europe and is again at his desk in the manager's office of the Worden Grocer Co. He is more than ever convinced that America is the best country, Michigan the best State and Grand Rapids the best city in the world.

The Grocery Market.

Tea—The undertone holds steady, with prices on the basis of previous quotations. The scarcity of Congous continues and the market is firm. Pingsueys are well held. Japans are strong, with supplies in few hands.

Coffee—Actual Brazil coffee is probably ¼c lower. One fact is eagerly caught at by the bulls, and that is in view of the very strong bearish influences the decline has been small, which would seem to show that the market is being supported somewhere. One feature of the market is that a large quantity of high grade coffees which have been held for delivery for two or three years have now gone out into consumption. This has increased the difference in price between high-grade and low-grade coffee. Mild coffee is unchanged and steady. Java and Mocha are in the same condition.

Canned Goods—Tomatoes appear to be daily working into a stronger position in the face of an indifferent demand, amounting almost to neglect. Gallon apples are in unusually active demand for the season, and the market is strong with an upward tendency under light offerings. In other fruits nothing new is reported. Everything is scarce and firm, but at present buyers do not seem to be interested. A fair jobbing demand is reported for salmon, particularly red Alaska, which is taken as an indication of an unusually good winter consumption and light holdings by distributors.

Sugar—The European market is steady. The Louisiana cane sugar crop will be about 100,000 tons short, but this will be mostly, if not wholly, made up by the increase in the domestic beet crop. Refined sugar is unchanged and steady. The demand is light.

Dried Fruits—Apples are strong and unchanged. Currants are slightly lower to arrive, though about unchanged on spot. The demand is good. Apricots are unchanged, scarce and firm. Raisins are very firm. The quotation on spot is about 9¼c for fancy seeded in a large way. On the coast 10c is quoted. Loose raisins are unchanged and very firm and active. Prunes are doing well. Local stocks are small and prices are being held up on that account. The coast is firm about on last week's basis. The prune crop has been large this year, but the export demand has been so heavy that the supply seems now barely enough to satisfy the demand. Peaches are wanted. The market is firm and the supply low. No change has occurred during the week. The citron market is active and the price is nominally unchanged, though here and there concessions are obtainable from first hands.

Rice—There is a fair demand for moderate quantities and values are steady within the quoted range. Shipments from the mills are still very much delayed owing to the scarcity of freight cars. Strength is still reported from the south, where some of the mills have shut down and others are experiencing difficulty in securing supplies of rough.

Syrups and Molasses—Sugar syrup is in fair demand, especially for the

finer grades. Prices, however, show no change. Molasses is dull, especially in Pennsylvania, as practically no Louisiana manufacturer will guarantee his goods to comply with the State law.

Provisions—The demand for hams, bellies, bacon, etc., is light, as public attention is being diverted to fresh meats and poultry. Pure lard has declined about ¼c during the week, showing the general tendency of hog products. Compound lard is firm and scarce. Barrel pork is firm and unchanged. Dried beef is steady on a ruling basis.

Fish—Cod, hake and haddock are firm on the ruling basis and in fair demand. Salmon is unchanged, steady and quiet. Mackerel are strong, scarce and quiet. Sardines are firm and unchanged, both imported and domestic.

The Grain Market.

There has been but little change in the wheat situation the past week. The December option has made some gain, about ¾c per bushel, while the May option is ¼c higher. The foreign growing wheat crop situation is given out about as follows: "United Kingdom—The crop outlook continues fair. France—Crop prospects are favorable, but some complaints are heard regarding weeds and vermin; supplies are fair. Germany—The weather is unseasonable for the crops and mildness is causing some apprehension; predictions are that there will be good purchases of foreign grain in the near future. Hungary—Acreage under crop has been increased. Roumania—The weather is springlike, but frost is needed to kill the mice; supplies are fair. Russia—The outlook for crops is favorable; arrivals at southwestern ports are liberal. Italy, Spain and Denmark—The crop outlook is favorable. Sweden—The weather is too dry. Argentine—Wheat sown in the early districts is of superior quality. Corn has been benefited by refreshing rains. Australia—Reports are conflicting; some sections good and some poor. The visible supply for the week has shown a decrease of 88,000 bushels, making the present visible at 41,557,000 bushels, compared with 36,943,000 bushels at the same period last year.

Corn prices remain practically unchanged for the week, the visible showing an increase of 68,000 bushels. Corn is arriving in a very fair condition, prices for No. 3 yellow ranging from 45@46c per bushel f. o. b. for shipment from the South and West.

Oats have shown some decline in State markets, but so far as the Western markets are concerned there has been but little change.

The demand for ground feeds shows some improvement and prices hold steady. Millfeeds continue in good demand and prices are steady at \$22@24 per ton for bran and middlings.

Buckwheat flour is stronger by 15 @25c per barrel. There is considerable buckwheat grain to be marketed, and as soon as roads improve we expect receipts will increase quite materially.

L. Fred Peabody.

WINDOW TRIMMING

Exhibits of Brass Articles Are Attracting Attention.

Mr. Dealer, if there's any time in the year that you're going to make business hum in your locality now is that time—you are to make hay while the holiday luminary is shining in the sky, for in Jan. come the reduced sales that spell reduced profits for the merchant who has overstocked or who has allowed opportunities to slip by to make possible—nay, probable—good sales during the month preceding.

At this season you must exercise more care than you have before in the selection of extra clerks. So much green help is taken on the few weeks before Christmas that if things didn't help to sell themselves there wouldn't be half as much doing as there is. You haven't been in trade as long as you have without being able to tell by a person's looks, manners and speech just about what sort of a clerk he or she would make, leaving out the question of an honest character. Employ for your Christmas "extras" those who will be most likely to make a good impression on customers; those who will be quick as a flash to interpret their ways and wants; those who are apt students of human nature. With dozens waiting for the chance to stand behind your counters, take your pick of the most eligible seeming, and then give explicit directions how you want work done. Often these "extras" stay on after the holiday season and become a store's most efficient employees.

* * *

The store windows are every day showing finer merchandise, every day getting more tempting with the multiplicity of their beautiful allurements. Now is the time to begin to bring out the elegant novelties you have in reserve to help Kris Kringle out in his efforts at supplying glad hearts to the universe. Make your windows so attractive that people just simply can't get past them. Ticket more than ordinarily, to save time of people in asking questions. This rule should be followed both in the windows and the interior—everything in sight should have the retail price in plain figures. These may be removed afterward if desired. Money is plenty now and people are getting the Christmas fever.

* * *

Dolls of all sorts should be made to take a conspicuous place in the windows of those carrying in stock the little darlings. Small girls—and small boys, too—never can get enough of them.

Heyman, on Canal street, has an entire window section devoted to a handsome line of them. Children are all day looking at them with eyes of longing. Even an old lady never quite outgrows her fondness for dolls.

* * *

Nothing is a more attractive present to a home-lover than a piece of

pierced brass, in the way of small candlesticks, a tall floor vase or candleholder or a chest for wood to stand at the side of the grate, and hardware merchants, jewelers and other dealers in metals are showing some very fine articles in this line.

From time immemorial has brass been used by various nations of the earth for both decorative and useful household purposes and for inscriptive plates in sacred edifices. In the Scriptures there are innumerable references to brass—"sounding brass and a tinkling cymbal" being a familiar one. The history of brass (for whatever purpose) is an interesting one to the archaeologist. The following is from a recognized authority on the subject:

"The art of engraving monumental brasses appears to have been introduced into England from the Continent, where it was much practiced, and where some very fine specimens are to be found. There are still a very large number of brasses in English churches, but empty hollows in stones bear witness to-day of the times of the Reformation, the civil wars and the Puritans, when the hands of fanatics tore away these fine memorials as being 'popish,' or those of soldiery reft them from their settings for purposes of gun-founding or revenge. There are some handsome specimens of brasses mounted on altar-tombs. A fine instance is that of a certain suffragan bishop of Hull, England, in the chancel of St. Mary's Church, Tideswell, Derbyshire. The figure of the bishop is in full vestments, and a quaint inscription records his education by his uncle in Tideswell and his subsequent career. It is a comparatively modern creation, however, of about the 16th or 17th century. A very handsome altar-tomb in the Parish Church of Skipton, Yorkshire, was designed by Sir Gilbert Scott, after the more ancient models. On the top of the tomb are plates depicting a knight and lady of the Clifford family, and at the corners are symbols of the four Evangelists. A brass fillet around the slab bears an inscription. Some modern brasses are to be found incised and enameled in colors with symbolic devices; but they lack the historic value and interest of the mediaeval effigies, to which appeal has often been taken for the solution of some question of detail of costume, armor or heraldry.

Selling Snow in Syria.

Selling snow is an industry in Syria. It is the Asia Minor method of providing a substitute for ice. Snow is gathered in the adjacent mountains and packed in a conical pit, tamped in lightly, and covered with straw and leaves. At the bottom of the pit a well is dug with a drain connected at the bottom to carry off the water from melted snow. As the cost of collecting and storing is small, the only labor is in delivering to the consumers, which is accomplished by pack horses. The selling price is 10 to 25 cents a hundred pounds and often cheaper.

Every man should know his duty. Then he can recognize it in time to dodge.

Go Tell Your Tribulations To the Moon.

Written for the Tradesman.

If you know what's good for you don't go around with a gloomy face expecting friends to sympathize with you as to your minor worries, for you are foredoomed—even from the foundations of the world—to severe disappointment in this regard.

Of course, great troubles should call for a listening ear, but you will find that the recital of even these often falls on deaf oracular orifices.

The world has its own griefs, its own worries, its own vexations, and they are about all it can attend to without being called upon to willingly heed the recounting of the unpleasant details in the lives of those who are no blood relation or have no binding claim to its attentive heed.

There are some people with whom we are almost constantly thrown who harass us to a frazzle by their assumption, because in a moment of kindly feeling we "listened to their tale of woe," that we must be made the receiver of these on every possible and impossible occasion.

I have in mind one woman, hardly past her prime, who has made of her life a fizzle simply by her incessant looking on the dark side of every phase of her life. Her face—which, if showing any wrinkles at all, should display only those of contentment with the good things a kind Providence has provided her—is seamed with deep lines of care and anxiety over what is nothing whatever compared with the deep sorrows that mankind is called upon to bear. In summer, if the grass man does not get it cut at just precisely the day she thinks it needs it; or some of her canned fruit slips a cog and gets to fermenting; or there is a long stretch of dry weather that spells dust and dirt for her to regulate; or if the weather is uncomfortably warm or uncomfortably damp or if it is too rainy to hang out the washing or the wind switches out the garments; or if she can't leave her pretty home, where she has everything convenient to her hand, and trapse off to a summer resort, where she has all manner of botherations to put up with—if she has to contend with these annoyances in the months of June, July and August, and with the vexations naturally incident to

the rigorous ones of December, January and February, with the disgruntlements that may occur in the interims, this uneasy, unpleasant, ungrateful and altogether unhappy woman makes herself and everybody around her miserable with her complainings, when she ought to be down on her knees giving thanks for the many blessings the good Lord has heaped upon her perverse head.

Away with such whinings! Let the sun shine into your soul if you come under the same category as this disagreeable specimen of humanity. Go seek some one who is really bad off, some one who needs food and shelter and some one to help them out of wretchedness worse than the lack of these. Then go tell your imaginary grievances to the moon and let the moon take care of them.

B. W. Monroe.

Breath Without Life.

When breathing au naturel is over, breathing by artifice can take its place. Dr. Elsenmeyer, of Hungary, has the latest method of artificial respiration. He acts only on the abdomen without causing any movement of the thorax. His apparatus enables him to increase or diminish at will the atmospheric pressure on the abdomen by a species of suction. A sort of cuirass, fitted with straps and a pad, is tightly fitted over the abdomen and lower thorax in such a way as to leave an empty space beneath the cuirass and the fleshy parts of the stomach and abdomen. The air in this hollow can be compressed or exhausted by means of a pneumatic tube and bellows, and thus the moveable envelope of the abdomen can be alternately raised and depressed. Thus the rhythmic movement is transmitted across the soft internal organs to the diaphragm, which it moves in a corresponding way, thus causing inspiration and expiration. The heart also is affected and thus gently massaged and its movement stimulated.

People who sow no joy are first to complain when they reap none.



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TRADESMAN COMPANY, Grand Rapids, Mich.



Observations of a Gotham Egg Man.

The decreased offerings of fresh gathered eggs incident to the month of November—when fresh production is normally at about low ebb regardless of weather conditions—have led to a much more rapid output of storage eggs, and although we have at this writing only scattering reports as to the amount of reduction these generally indicate that the November output will prove fairly satisfactory in relation to the quantity of reserve stock on hand. Notwithstanding the extreme prices ruling for fresh eggs and a considerable (and inevitable) reduction in the demand for them, trade in refrigerators has kept up very well—helped by a disposition on the part of some of our big chain store systems to sell to consumers at a very moderate margin of profit. We shall expect the end month reports to show a reduction of storage eggs in this market of somewhere near 180,000 cases for November, which would be considerably more than our November reduction last year. At Boston the November reduction will be somewhat less than last year—perhaps 10,000 to 15,000 less—but that market has had a phenomenal increase of November receipts, amounting to some 41,500 cases for the past four weeks, probably because more of her storage holdings have been held at outside points.

If we could move out as many storage eggs in December as have been moved in November our holdings in this city at the turn of the year would be moderate; but this is not to be expected and we shall probably have on hand enough unsold stock to give the trade a somewhat vital interest in the character of the weather.

The tendency to regulate by law the methods of handling food stuffs—a tendency which, so far as the National Government is concerned, has had its first important effect in the enactment of the Food and Drugs Act and the Meat Inspection Act—is not unlikely to result in further legislation; and there are pretty strong indications that the lawmakers will undertake to regulate not only the whole poultry business but that all products subject, in the usual course, to cold storage, may be affected—including eggs.

It is unfortunate that so much popular ignorance exists as to the legitimate and valuable function of the cold storage business to the people of the country, producers and consumers alike, and as to the effect of storage holding upon the quality and condition of the goods held. And it is not only a negative ignorance of these matters which is placing the trade in jeopardy, but a positive misconception, and an apparent belief in false conclusions.

It is much to be hoped that if legislation is undertaken affecting the storage of food products our lawmakers may proceed with great caution

and only after so thorough an investigation as will demonstrate the true needs of the case. If this is done it must appear evident that so far as eggs in the shell are concerned the usual and necessary inspections provided by the trade are sufficient to protect the public health. Eggs in their natural condition are not subject to any artificial preservative treatment of a deleterious character; and any change in them occurring through age or through unfavorable surroundings, sufficient to render them unwholesome, is not only apparent before the candle but to the consumer. So long as eggs are sold in the shell this fact would seem to provide a sufficient natural safeguard to the public health, and to remove any necessity for governmental regulation or watchfulness over the business.

It is of course otherwise with eggs which remain in commerce after being broken out; here there is opportunity for chemical treatment for deodorization and preservation which can not be so readily detected by consumers—a fact which affords as much ground for official supervision as exists with respect to any food product. But as the provisions of the Food and Drug Act are sufficient to safeguard this phase of the business it is difficult to see where there is any need for new legislation affecting the egg trade.—N. Y. Produce Review.

New Monroe Concern Begins Operations.

Monroe, Dec. 4—The plant of the Monroe Binder Board Co. was in full blast yesterday, as the missing castings which were expected for a couple of weeks arrived the latter part of last week. The office will be in charge of L. W. Newcomer, the President of the new concern, while L. W. Leathers will be the general superintendent. Mr. Newcomer, who is also one of the proprietors of the Newcomer Clothing Co., will hereafter devote his entire time to the concern, while William Luft, also a member of the firm, will have charge of the store. This new industry will be one of the biggest enterprises this city has secured in years and will give employment to anybody who feels inclined to work. It is also very likely that the Council will furnish the required additional protection in case of fire, the same courtesy it extended to another large industry recently.

Indians Are Not Dying Out.

No, the red man is not passing. There are more Indians in the United States to-day than there were in the time of Columbus. The Indians were never extremely populous. They were too much at war. The first actual census of Indians was taken seventy years ago. At that time there were found to be 253,464. In 1860 there were 254,200. In 1880 there were 256,127. In 1900 there were 272,023. To-day, by count of the Indian agents on the reservations of the country, there are 284,000 Indians. The Indians of the new State of Oklahoma are intelligent and wealthy and will be heard from in national affairs.

Act as Though You Were Constantly Watched.

There was once an ancient philosopher who had an idea which, if carried out in the business world to-day, would result in improving the efficiency of every worker concerned. This sagacious person of olden times said that he tried to live as if the walls of his house were made of glass and that he welcomed the attention of his fellow citizens to his smallest action.

This thought has been followed out by some workers of my acquaintance. One young lawyer got his start in life by observing its lessons. He was graduated from a local law school and went into a big law office, in which he was the youngest and least experienced lawyer. For more than six months he plugged along, getting nothing better to handle than a few collections and fewer and less lucrative Justice Court cases. The men in the office with him had better business and at the end of seven months the recruit felt that perhaps he would have done better to have started in an office by himself. But one day the senior partner in the firm—a man who had appeared to give little attention to any of the young lawyers in the office except upon routine business matters—came to the latest addition and said:

"Here is a piece of work that I am going to confide to you. The reason that I am giving it to you rather than to any of the men who have been here longer is that during all the time I have been watching you, you have not shirked a task, no matter how unpleasant, and you have done your best with everything that has been handed to you."

"All the time you have been watching me?" gasped the young lawyer. "I hardly thought that you knew I was on earth."

"That, sir," said the elder man, "is precisely the mistake so many young men make. They go ahead under the theory that no one is keeping an eye on them. Let me tell you that in the law business, and in almost every

other, the elder men are watching the younger men constantly. When a young fellow proves that he has the right stuff in him some oldster knows it, and when the time comes helps him.

"Every young man who would succeed should proceed under the theory that everything he does is seen and noted."

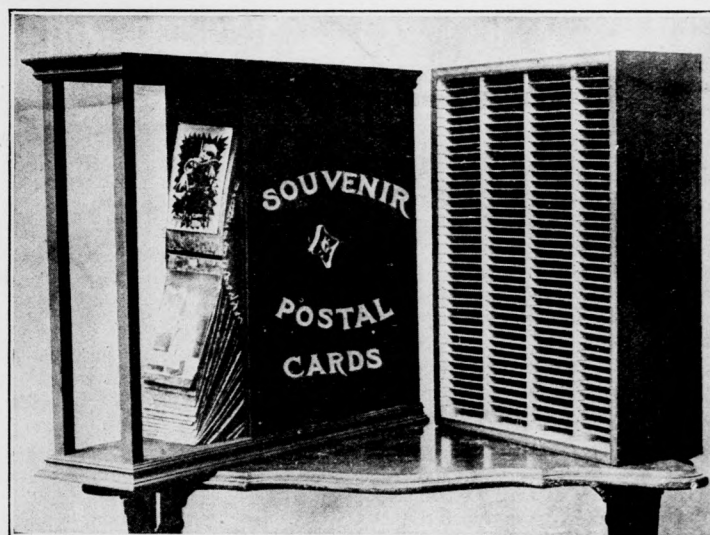
This does not mean simply in the shop or the factory or the office. The work that is performed in those places is perforce largely a matter of common knowledge both to the bosses and to the fellow workmen. But the work that is done out of office hours, the life that is lived away from the place of business—those are the things that count with the older men.

There is in the employ of a packing firm a man who until five years ago was engaged in an industry absolutely foreign to the packing trade. He knew and pretended to know nothing about the business that is carried on at the stockyards. But in the business which he followed he was an exceptionally careful man. He was on the job early and he stayed late. Although not a slave to his business, he gave his principal thought to it and he had worked himself about as far forward as his business would allow him. He was getting about as much salary as he could in his particular line.

It was at this juncture that one of the packers who had watched his work while seeming not to do so sent for him and engaged him at a salary greatly in advance of that which he had been receiving.

"I want you," the packer said, "although I'll have to pay you a good salary while you are nothing but a student of my business. The reason that I want you is that while you were engaged in your other work nothing distracted you from your business. You gave good service for every dollar you received. I wouldn't have known that if I hadn't watched you."

Other business men are examples of the same system of watching which is done. Dwight Brown.



Holds 200 kinds of cards in glass case. Customer selects the card by number. Cabinet contains surplus stock with numbers corresponding. No soiled stock. No time lost in waiting on a customer. Ask HAZELTINE & PERKINS DRUG CO., Grand Rapids
Or write to T. H. Paulson, Maker, Bloomington, Mich.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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E. A. STOWE, Editor.

Wednesday, December 5, 1906

THE TRANSIENT MERCHANT.

One of the most perplexing problems with which retail merchants everywhere have to contend is as to what may be done legally to protect themselves from the transient merchant, so called. The first and most difficult phase of the question is the evolution of a legally fair determination and specification as to what constitutes a transient merchant. Assuming that such a definition has been created and accepted as legal, then comes the problem of proving that a certain seller of goods is or is not a transient merchant and, having decided, for the sake of the argument, that some specified person is a transient merchant, how far we can go legally in imposing a license fee that will act as an incentive to abandoning this field for some other more attractive.

Under constitutional rights any person may go anywhere in this country and buy and sell according to his resources. To help toward paying the expense of police and fire protection, to aid in maintaining good streets, sidewalks and sewers, any person who sells goods, either of his own creation or those made by others, is required to pay a license. He could not do business to advantage without the existence of such conveniences and protection, and it is only fair that he should bear a portion of the expense. He pays rent for his salesroom, he pays for his advertising, he pays for his board and lodging and the transportation of his goods and himself. These taxes are paid to individuals, firms and corporations; the license fee is paid to the individual city, village and state. Under the law, while a man or woman or newspaper might charge an exorbitant price for rent or board and lodging or for advertisements, a city or village may not impose an excessive and prohibitive tax for enjoyment of the facilities it provides. The railroads, also, are prohibited from charging unwarrantable rates of fare.

Take it all in all, the transient merchant nuisance is a hard nut to crack. Nuisance is used advisedly. It is a nuisance, as a rule. It is an impudent outrage upon permanently located merchants in nine cases out of ten and, seemingly, there is no adequate resource. Good headway has

been made in preventing the advertisement of bogus sales—fire sales, sheriff's sales, bankrupt sales, and the like, but, as yet there is no way to prevent other fake sales. The omnipresent Syrian peddlers with their laces; the graceless scamps who peddle mercerized fabrics for real linens; the unscrupulous peddlers of "smuggled" silks, satins, wool goods, and so on, are required to pay a license and those who are taken in by the lies they tell and sell pay the loss that is made. Such things do not seriously affect the trade of legitimate merchants. Indeed, there are many good merchants who have been brought to the belief that such experiences on the part of unfortunate patrons work ultimately to the permanent benefit of the regularly established merchants:

It is the chap who rents a vacant store for a month and puts in a stock of cheap, fancy stuff; of sweat shop clothing, shoddy shoes, of bogus jewelry, shelf worn books or any other line that is undesirable, and by "barkers" and liberal newspaper advertising, imposes successfully upon a public. He hurts the regular trade. He pays no taxes beyond rent and a nominal license fee; he has no personal interest in or pride for the town; he does not employ resident citizens; he has no reputation to protect and in no sense is worthy of patronage or respect.

Under our constitution, apparently, we, as a perfectly free people, can not prevent such swindling; but is that a fact? What are the chief reliances of such transient merchants? The daily and weekly newspapers come first and the bill poster afterward. These two forces are supported, chiefly, by the merchants in the town where they are located. Supposing the merchants of Grand Rapids should formally contract with each other that, under no circumstances, would they bestow advertising patronage upon the newspaper or the bill poster who publishes or posts the advertisements of the fake transient merchants. To make the contract binding let each party to it deposit a forfeit to be divided pro rata among those who faithfully held to the agreement, the forfeit thus distributed to come from the one who failed to keep his promise.

Could the parties to such a contract be sued and convicted of conspiracy? Yes, unless they could prove that those charged with being unreliable and disreputable as merchants were as charged; and so, as in all phases of the general subject, the matter comes directly home to those who are injured. Their only resource is the possession of evidence which will convict the persons complained of as being dishonest, unreliable and unworthy. With such evidence available and with some person ready to make complaint and fight the cases, the transient merchant puzzle may be unraveled.

To open your heart to your brother is the best way to lift your heart to your Father.

Show your faith in your prayers by your follow up system.

AID FOR WATERWAYS.

For time out of mind the Mississippi River has seen a great deal of freight and passenger traffic. The former has fallen off perceptibly and the latter stopped almost altogether in recent years. This is because the railroads running parallel with this great waterway can carry people more quickly and cheaply and they have also put their freight rates down to a point where they actually compete with water transportation. There is still, however, a goodly number of boats and room for many more. One of the results of Secretary Root's visit and speeches in the Middle West is a very decided revival of interest in the Mississippi River as a possible channel of a big freight business. It is possible for one concern to control all the railroads between Chicago and the Gulf of Mexico, but the ocean, bays, lakes and rivers are public property and any man who can buy or build a boat can run it thereon and so in water transportation there can be no monopoly.

Chicago and all the Middle West see great advantages in a waterway which should connect the Great Lakes with the Gulf of Mexico and so run freight around to Panama and South America. The importance of such a project is enhanced by the active interest recently aroused in building up a trade with South America. The Federal Government has spent large sums of money in making the mouth of the Mississippi safe for navigation. If the mouth of that great river is to be connected with Chicago, it would be necessary to deepen the upper part of the river channel to a uniform depth of say 15 feet, in order to accommodate boats of any considerable tonnage. Then the river channel must be connected with the lakes by a canal yet to be dug, and that, too, must have a depth of 15 feet and considerable width. It is said there are no engineering problems of any importance connected with the project and that it is simply a matter of time and money. That done, a boat could go from any point on the Great Lakes to the Gulf of Mexico and, for that matter, to South America.

The proposition referred to has met with very general favor in the Middle West. The newspapers of the country lying either side of the Mississippi River and so on through Illinois to Chicago and the Northwest think exceedingly well of the scheme. Their approval and their comment are all based on the supposition that the Federal Government will pay the bill. They expect that the cost of deepening the Mississippi channel and of digging the canal to connect the river with the lakes will be paid out of the National Treasury. It is realized all along the route that such an enterprise if consummated would be of very large value to all that section of the country, helping materially to develop the United States trade with Central and South America.

PREACHERS AND PREACHING.

The attributes, characteristics and qualifications which must be combined in the person of a successful preacher of the gospel and pastor of a church

in these days are nothing if not extensive. The ideal clergyman would be as pious as the pope, as eloquent as Ingersoll, as polished as Lord Chesterfield, as energetic as Roosevelt, and so on through a long list of virtues and accomplishments, and would be expected to work for whatever salary any church saw fit to give, and unhappily some of them do not see fit to be exceptionally generous. In turn the pews criticize the pulpit because sometimes the sermons are not good enough and do not serve to bring out a multitude of saints and sinners to fill the seats, and as well, the contribution box. It is not often that greatness of several sorts is combined in one person. The man who has the executive ability, the exercise of which is necessary to an efficient church organization, may be unable to write like Ruskin or speak with tongues of fire, and yet his church may be exceptionally prosperous. The truth about it is that the prosperity of the church depends quite as much on the church as on the preacher.

Those who find fault with their minister, of whatever denomination and in whatever locality, will do well to read that verse which speaks about the beam in thine own eye before getting unduly busy about the mote in thy brother's eye. All the members of the church can do their share to make it a powerful influence for good in the community, and if they do so they will think the preaching is good and it will be better. There is just now a good deal of discussion in the periodicals about sermons and sermonizing. The tendency is toward fewer sermons. It is not exceedingly long ago that in Oneida County three preaching services a day were not uncommon and now nowhere are there more than two. The present outlook is that the number will be reduced to one, and perhaps as the quantity is lessened the quality will be increased. Mr. Benson, the son of the Archbishop of Canterbury, has recently written an article in which he says the overproduction of sermons is responsible for the low general average of their excellence. The Bishop of Bristol thinks that a minister who can not write a good sermon himself should read a good one that some other man has written. The best suggestion which Mr. Benson makes is that more sermons should deal with "ordinary moral questions." There is a great deal of miscellaneous and gratuitous advice given to clergymen, and the most of it is given by people who could not do half as well themselves. Much of the work is left to the pastor because he is paid for it, but those of his parishioners who are really anxious to meet him in heaven will do well to do a little work themselves, for service of that sort can not be done by proxy.

Whatever is gained at the cost of character gets on the wrong side of the ledger.

Large ideas of spirituality can not take the place of definite ideas of right.

MICHIGAN'S MISTAKE.

Surveyor Took Wrong Terminal in Running Line.

Very few people in Michigan know that over 600 square miles of valuable land in Northern Wisconsin south and west of the Michigan boundary rightfully belongs to this State. This, however, is a fact and it is due to an error made in the first survey of the State line by Captain Cram of the Topographical Engineers in 1840-41. The history of the error and the survey has been recently dwelt upon at length by George H. Cannon, of Washington village, in an elaborate article in the Michigan Tradesman.

The instructions given the chief engineer by Congress were to run the Montreal river, which runs into Lake Superior, to the headwaters of the Menominee river, which flows into Green Bay, Lake Michigan.

Capt. Cram, in triangulating the country about the headwaters of the Montreal river, selected as the source of that river a point where a small stream entered from the east, called the Balsam, but how he happened to select this point is unknown, because the main stream originates in a lake, now called Twin lake, six miles south.

As the lake itself is over two miles long the terminus of the boundary should have been at the head of this lake, over eight miles farther south.

Since this mistake is now well established and the specifications included in the congressional appropriation beyond doubt, the question arises, "Will this error be corrected, as it should be?" Although the land affected clearly belongs to Michigan, Wisconsin has had control of it so long that it would undoubtedly offer strong resistance to any attempt to change the line.

The construction of the boundary was a difficult feat, as the country was wild, thickly covered with timber, and inhabited by Indians. The history of the three expeditions into the region reads like romance.

At the time Capt. Cram made his first exploring trip into the peninsula all surveying work done by the topographical engineers was under supervision of the war department. It was necessary to establish the line before Wisconsin, which was a territory at that time, could be admitted as a state. The first appropriation made by Congress for the work was \$3,000 in 1838. The following year Capt. Cram received instructions from Col. J. J. Albert, chief of engineers, to proceed with the work, and the following year the expedition set out.

From Green Bay Capt. Cram and his parties ascended the Menominee in canoes, determining the main channel as they went, for the river was to form a natural part of the line. After two weeks' travelling into the interior the party arrived at Lake Brule via the Brule river, which was barely navigable.

Here the party landed and struck across the country to a body of water called Lake Desert, where active work was to be started. The specifications in the Congressional bill stated that the line must run through Desert lake. Searching the country

by Indian trails and waterways, a lake answering the description was discovered. Before lines could be measured definitely the directional location of the headwaters of the Montreal river had to be located, and an expedition was sent overland fifty miles to find the river. Trouble with the Indians was narrowly avoided by judicious handling on Capt. Cram's part, but his promises of presents nearly caused serious trouble to Department Surveyor W. A. Burt, who subsequently finished the line.

Autumn prevented further work at this time, but in the spring of 1841 Capt. Cram and his men were back on the ground. Much of the same region to the westward was explored and surveyed, but little of actual value was obtained other than a better knowledge of the region. The line had not yet been run, but its terminals were located.

This was the condition of affairs when Department Surveyor W. A. Burt took charge of the work. He was sent with an expedition of 30 men to establish the line where Cram had marked the general location. The party started from Detroit in 1847 in the steamer Sam Ward and landed at L'Anse, at the head of Keweenaw bay. Selecting the white settlement at this place as their base of supplies the party started overland with pack horses toward Lake Desert, fifty miles in a straight line. After many days' strenuous toil over the heavily wooded plateau, Burt and his ten men arrived at the lake, where they established another base and began to locate Capt. Cram's landmarks and throw out directional lines both east and west. The first objective point was Lake Brule, which was understood to be fifteen miles in a southeasterly direction. This was located and sufficient data taken so that the correct line could be placed.

At this time the Indians whom Cram told would be given presents by every party that went through the region discovered the camp and arrived early on the morning of the second day for the expected presents. The party had nothing but a few days' rations that had been carried at great labor from Lake Superior, but in order to keep peace these were divided and the Indians left, satisfied, and caused no further trouble. But the party faced starvation later because of the division of supplies.

Burt selected Lake Brule as his starting place, a point at one end of the lake as near the main channel as could be determined, and the direction of the line was taken. This was found to be N. 59 degrees, 35 W., with variations of the magnetic needle from 6.55 E. to 7.20 E. The surface of the country traversed was rolling, and broken with lakes and swamps. Taking the same starting point, a post was set on the west side of Lake Desert from which a random line was run fifty miles to the Montreal river. The entire route was very tortuous, passing over rolling timbered country, sixteen lakes and many small streams. At length the point designated by Capt. Cram was reached and the construction of the real

line was then made possible. At this time the food ran short and the men were on short rations, but working diligently in an effort to finish the work before cold weather prevented. When the last morsel disappeared the men were facing starvation, but on the same day a warning gun far off sounded a notice of the relief party.

The next day the job was finished and the boundary officially placed. Much of the success of the expedition was due to the solar compass invented by Mr. Burt, with which the line was traced. The route was marked plainly with mounds, blazed trees and marked timbers set in the ground. The final report rendered the department by Mr. Burt is full of interesting data on this part of the work, as well as other experiences in the region. For this great task Mr. Burt received but \$1,000, a very small sum in view of the magnitude of the task.

Geo. H. Cannon.

Don't Have the Loafers Around.

Now that the chilly days are here and soon winter will be with us, the store loafer is beginning to make himself conspicuous, making himself comfortable by the warm stove or by standing over the furnace register in order to absorb the heat. Not only this, but the loafer is usually a "very intelligent" sort of genius and is always ready to monopolize the conversation in the store, no matter what the subject might be. He is, as a rule, a user of the weed and can expectorate liberally, once in a while being able to strike the cuspidor. Now, it might be a very good idea to start a campaign on these loafers early in the season this year. They draw no business to your store, and their own purchases would not bring enough cash to your store to pay a man to shovel the snow off the walk this winter. Give the loafers to understand that your store is a place for business and not for loungers. Tell them to move along and get something to do. They take up the time of your clerks when the latter should be applying themselves in some other direction. By getting rid of the store loafer you get a better class of trade, better pay, better dealings and better satisfaction all around. The best trade always avoids the store filled with loafers.—Trade Exhibit.

The Steel King's Sage Sayings.

Wealth lessens rather than increases human happiness. Millionaires who laugh are rare.

To educate the people is the foundation of all true progress. They'll do the rest themselves.

I never was miserable. I don't see how any man can be if he does what he feels to be right.

"To save and to serve, not to maim and destroy"—that will be the text of the hero by and by.

There is no heritage like being born poor. The leaders and teachers of this nation came from the poor.

The only sure way to keep "the submerged tenth" from drowning is to teach them to swim for themselves.

Old age should be spent not in "making mickle mair," but in making good use of what has been acquired.

I believe in true democracy. When the people are really interested in anything their voice will be heard at the polls.

I think I am the greatest optimist ever born. Were I to choose a motto it should be: "All is well since all grows better."

I would rather be grandson to one who could teach me to make shoes than the descendant of thirty worthless dukes.

If you stand near a good thing, plunge well into it. Fear is old womanish; it has kept untold millions from making fortunes.

I do not believe in the socialistic idea of municipal ownership, but a proper municipal ownership is as certain as that I am alive.

This republic is immortal. No matter what trouble it goes through it will weather it without having its foundations shaken.

I object to the term philanthropist when applied to myself. I have always understood it to mean a man with more money than brains.

Poverty develops us. It makes us work our hardest. It brings out the best in us. But bravery must go hand in hand with adversity, else we are doomed.

I never worry about whether or no I am to be forgotten after death. I'll put my wealth to the best use as I see it, and time will tell whether I have exercised a wise discretion.

Andrew Carnegie.

Lumbermen, Attention

Our Goods are Right in Your Line

We want you to know that we have succeeded in perfecting a granite coated prepared roofing which we positively guarantee. You should carry it in stock. Please write us for samples and prices.

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

LOCAL ORGANIZATION.

What It Can Accomplish For Any City.*

No more striking tribute to the value in a community of a Business Men's Association or Chamber of Commerce, or whatever you wish to call it, has ever appeared in print than is contained in an article in the Outlook from the pen of Frederick C. Howe. The title of the article is "Cleveland's Education Through its Chamber of Commerce." He would, indeed, be a hopeless cynic who, after reading this remarkable narrative told so well by Mr. Howe, should rise from its perusal with a mind not wholly converted to the Business Men's Association idea, especially as it is carried out in Cleveland.

I wish that every one present might read Mr. Howe's article, and to this end I should like to see our own organization give instructions to have several thousand copies of it printed and scattered broadcast.

Mr. Howe opens with the assertion that critics of the American city have entirely overlooked one big element in their appraisal of our municipal life in their failure to observe that large field of activity which is voluntary and which lies outside of the politically chosen agencies.

This element includes the Business Men's Association, the colleges, the libraries, the private schools and hospitals, playgrounds, humane societies and other activities which, with propriety, might be, and in some cases are, under municipal control.

These must be borne in mind, says Mr. Howe, in any fair estimate of the real achievements of our cities. They are as much a part of our common life as are the activities whose efficiency we so generally condemn. For, after all, the measure of a city's self is what it does for itself, and how well it does it, not so much the forms which it employs. The extent of a city's self-consciousness, how much it thinks of itself, is to be found not alone in the character of its Common Council, or the efficiency of its police, fire, health or street departments. It is to be found as well in the non-political activities, which, especially in an American city, go a long way to redeem its political failures.

In other countries the things these agencies do are either not done at all or are under municipal control. In Glasgow and Berlin the town hall is the clearing-house of all these semi-official activities. The common council is the natural repository of these functions. As yet the American city is not sufficiently well organized to do this. Some day it will be, and the nearer we can bring Battle Creek in this respect to the condition of the European cities I have mentioned, the greater will be the happiness and contentment of our citizens. We are sadly lacking, in a big city sense, when we speak of the city in which we live. We have not the same municipal consciousness that centuries of existence have given to the German or the Englishman. To them the city

is a little republic. To us the city is a place where we happen to be; it is an industrial accident in which men struggle for a living and occasionally vote for the officials. I am glad to see, though, that the American city gives promise of redeeming itself, and to my mind the best thing this Association can do is to aid in this work of redemption. It is in the creation of a sense of a city, a feeling of unity and dependence, of common obligation and purpose, that this Association should stand for.

We should emulate the example of the Cleveland Chamber of Commerce, which is a veritable Chamber of Citizenship. It is a clearing house of city affairs. It has stamped a sense of civic obligation upon Cleveland. It has taken her manufacturers, her workmen, her merchants, her bankers, her professional men out of their offices and their workshops, with their narrow industrial outlook, and compelled them to think in a social way. It has created a sense of obligation to one another and to the municipality and has to a large extent counteracted the purely selfish aims of cliques and parties.

This should be our work, and with your help we can, in a comparatively short time, have not only the members of this Association, but a majority of our citizens, talk, not so much of dollars and wages and bank clearances, freight rates, cost of production, selling price and business for their personal profit—all of which are important—but they will also talk of street cleaning, parks, schools, cheap light, heat and transportation for the people, public baths, health protection, etc. We can, in a word, create a civic sense among our business men and our citizens generally, the majority of whom take but little interest in municipal affairs.

What can be done by united action was shown recently in the water controversy.

Both in the State Legislature and in the Common Council this Association should be quick to protest against any legislation of which it disapproves and equally urgent in its advocacy of any measures which it believes to be in the interests of the city. In this connection I should like to see a committee appointed by the President of this Association, to investigate the franchise under which the Michigan United Railways are operating in this city. We should not allow recommendations which we make to the Common Council to be pigeonholed, as was the case with the itinerant vendors' ordinance, our suggestions in relation to building permits, and the anti-stall saloon ordinance.

If time permitted I could enumerate a number of things along this and other lines which the Association could take hold of with advantage. A crying need at present is more hospital accommodations. I know personally of a number of cases where sick persons are in the most urgent need of hospital treatment, but it can not be obtained. The Nichols' Hospital has been turning people away for months and should have an addition built forthwith. Some one

will say, Was not this Association established for commercial purposes? Yes, but I hold that its civic functions are of equal importance, and while we should be watchful of commercial opportunities and advantages, yet because this Association is a clearing house of municipal matters will, I know from personal experience, appeal to prospective newcomers very strongly. If we can have a city which commands the service of its people because it serves its people in countless ways, they will love and work for it and we then have something to offer to those who are looking our way which far outweighs the tempting offers of bonus-giving cities; and the kind of manufacturers whom we want are quick to see that this is so. The great desideration with manufacturers to-day is a place where they can carry on their work in peace.

It has lately been found by actual investigation that less than 10 per cent. of the manufacturers in the city of Chicago are satisfied with the conditions under which they have to work, and the same is true to a greater or lesser extent in most of our large cities. The field of operations in which a Business Men's Association can work is large, but the competition is keen and only those Associations which are properly organized and thoroughly equipped can attain a large measure of success.

I will be glad to see the day come in Battle Creek when our people will talk politics, not parties, and when we will vote so independently that the man will lose caste who prides himself on voting a straight ticket; when we shall know neither clique nor party where the best interests of the city are concerned.

The slogan of this Association should be the Greater Battle Creek—great not only in material prosperity, but in those things which make for contentment, happiness and sane living.

Get Ready for Holiday Trade.

Get a good early start on the Christmas trade. Put your goods on exhibition as soon as you can. Right after Thanksgiving is late enough and as a rule it is soon enough. Displaying the goods has more to do with selling them, if they are holiday goods, than in the case of any other sort of stock. Don't be afraid to put the prices on them. The notion that because they are to be used for presents they ought not to be exhibited with the prices is entirely a fallacy. Prices will sell more goods at Christmas time than at any other. Arrange your holiday stock in the most attractive manner possible; keep it looking full and fresh right up to the last minute—that is, as full and fresh as you can. A little effort will go a long way towards preventing the holiday stock from looking like thirty cents during the last few days, which are the best days of its sale. Keep the windows well arranged and the stock in such shape that people will most easily see what you have. Never mind if some of the staple goods have to be covered up at this time. Christmas comes but once a year.

Good Advice for the Retailer.

We have been interested in this problem for some years, and have been making arrangements for devoting an entire department in our agency to this work, that is, to the work of giving the retailer an advertising service which would be within his means, and which would satisfactorily meet the mail order competition.

We have been more or less successful and are building up a big clientele from the State of Massachusetts to the western part of Iowa, and from the State of Minnesota to the State of Texas.

We fully agree with you in the sentiment which you have expressed in your article, but if you knew how slow about 75 to 80 per cent. of the retail merchants are to accept the facts which you have stated and which we are hammering into them as hard as we can, we know it would surprise you.

For instance, we know of several meetings of retail associations that have been held recently, where this matter was the main subject under discussion, and strange as it may seem they have not only failed to see the only way in which they can meet this competition, but they have very foolishly, and to their detriment, requested legislatures and courts to see if something could not be done through the law to have these houses put out of business.

We believe that there are three things necessary to place the local retailers on an equal plane with the mail order house.

First, they must buy right, securing only the best goods and discounting their bills, then sell at a very low margin of profit and for cash as far as possible. They must sell fast, and in order to do that they must advertise and do it liberally.

From our observation these are the three things in a nutshell that the retailer must do before he can have a fighting chance. But, before he does any of these three things, he must stop knocking and attend to his own business, giving it his entire time and attention, as he can not expect to succeed unless he does this.

At any rate every knock that he gives the mail order houses is a boost for them, and the less said about them the less people will think about them, provided they are given something else to think about in the way of information about goods and prices carried in the local stores.

We can almost imagine some of the managers of these big mail order houses smiling at the really infantile action of some of the local retailers in their efforts to have the mail order houses put out of business.

We believe, however, that this foolishness on their part is coming to an end, and they will eventually see the right method to adopt and will go at it and accomplish something.—A. D. Schiek in Printers' Ink.

It is easy to get weight of words in a sermon if you leave out the leaven of wisdom.

Faith in God is nothing without fellowship with man.

*Address delivered at annual banquet Battle Creek Business Men's Association by John I. Gibson.

Don't Use Soap Unless It's Antiseptic

The day of buying soaps for their nice look and sweet perfume is past. People want to know just what is *in* the soap they use. And it must be more than a cleanser—it must be antiseptic or it's *not safe*.

BUCHAN'S Toilet Soaps

are the only real *antiseptic* soaps in the world. They contain the best and only antiseptic that can be kept in union with soap—100 per cent. pure, odorless carbolic (Phenol Absolut).

Buchan's Soaps not only cleanse but *purify*—insure not only cleanliness but *health*.

Our standard for over 40 years has been

PURITY

Not an atom of impure or adulterated material enters into the composition of our soaps.

BUCHAN'S SOAPS CORPORATION
Flatiron Building, New York City

MEAT MARKET

Packing Companies Should Not Lose Diseased Cattle.

Now that the country has a Meat Inspection Law, a new National Pure Food Law about to go into operation and most of the states have passed inspection or pure food laws, and hundreds of cities have passed ordinances of various kinds telling people what they shall eat and what they shall not eat, one would think that the meat question would be settled, but such is not the case. Senator Beveridge, of Indiana, who secured some popularity of a kind that will not last, has announced his intention to reopen the whole question when Congress meets next month. There are many other politicians in various parts of the country who, during the campaign just ended, have publicly announced their intention of legislating all the money possible out of the pockets of the packers. While these agitators have given no good reason for any acts of this kind, they know that such talk and such promises are of value as a "vote getter" among certain classes of our citizens. From men of this class there is some danger that the meat industry will be further maligned during the coming session of the National Legislature, and that the result will be further injury to our foreign trade. Certain it is that the demagogues, who talk to the galleries and to the newspapers, will rehash all that has been said in the past ten or twelve months. Many of these demagogues will invent new stories and these new stories must grow in volume and in falseness as the waves of slander grow larger and larger and the crests get farther distant from the initial point. All of this, as has been said, will further tend to shift the meat trade from the United States to Argentina and Australia and other meat-producing countries.

But when the demagogues bring up the meat question in Congress next month, there is some evidence that goes to show that these men will not have everything their own way. There will be some honest men in the National Legislature who will view the question on its merits. There will be those who will know that the meat men have been wronged, and that legislation is needed to correct certain evils that the present law has brought upon the industry. The President is striving with all his might to secure the return of our foreign trade in canned meats and, although he is failing to accomplish much, still his influence will be on the side of justice. Secretary Wilson, of the Agricultural Department, has learned much about the meat business in the past few months, and as he becomes better informed there seems to be little doubt that he can be counted among the friends of the meat industry.

There is, however, a problem in the meat industry that needs the atten-

tion of the Congress of the United States, the President, the Secretary of Agriculture and of the packers themselves. This is the question of having cattle inspected before they are weighed or become the property of the packers. Under the present law cattle are shipped to the packers, weighed and then inspected. If the cattle are found diseased or unfit for food the packers must pay for them just the same, and the only return that they get from such condemned cattle is the value of the hides and of such by-products as grease, etc. Under the present method there are no means of knowing where any particular cow, or steer, or hog comes from and no means of tracing the source of the disease; nor is there any authority to interfere with the shipping of cattle from a diseased district. If there were any means of doing this, the packers would not buy cattle from such a district. A law, therefore, should be passed at the coming session of Congress providing a means by which it may be ascertained where cattle come from and thus know whether a large number of cattle from any particular district are diseased. This much at least should be done; but cattle have contagious and infectious diseases just as men have, and it should be a violation of law to ship cattle with contagious or infectious diseases with wholesome or sound cattle. It should also be a violation of law to ship cattle in cars that have transported diseased cattle, or in cars that are infected in any way with disease germs. At the great centers where cattle are shipped competent inspectors should be stationed, and no steer, cow, bull, hog, calf or sheep should be allowed to be loaded upon a car if that steer, cow, etc., were unfit for human food at the time they were offered for transportation; nor should any cattle be allowed to be loaded into a car that was not free from every sort of disease germs.

It might be well also to pass stringent laws governing the transportation of live stock, whether that live stock was for food or for breeding purposes. In the present methods of transporting there is more or less cruelty and many of the methods are of a kind that tend to produce diseases in cattle that are being transported. Cattle are subject to fevers and many of the cattle that are transported by the present methods are more or less feverish when they arrive at their destination. Along these lines there is much work for President Michael Ryan and his committees representing the National Association. If all the evils mentioned were made impossible by law, there would be a great saving all along the line in the meat business, and it would become possible for districts containing large numbers of diseased cattle to wipe out the disease and to breed a finer and more wholesome grade of cattle. These cattle would then command a better price, there would be fewer losses and healthy animals grow larger and fatten more readily than those that are diseased.—Butchers' Advocate.

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.

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.

New Outlet for American Cheese in Spain.

Consul General B. D. Ridgely, of Barcelona, draws the attention of cheese exporters to the possibility of a new market for American cheese, opened under the terms of the new commercial treaty with Spain, by which the lowest scale of tariff is applied to merchandise from the United States. Available statistics—which are not considered reliable, being below the actual figures—show that not quite 2,000 tons of cheese are imported by Spain annually, the value ranging between \$800,000 and \$900,000. Regarding the various markets, varieties of cheese largely used and existing duty, the Consul General says:

"The principal consumption in Spain consists of the common round Dutch cheeses. These are sold here wholesale at 27c and 36c per kilogram (2 1-5 lbs.) delivered at the grocer's. Every Thursday evening a carload of about 500 cases, weighing 30 kilograms each or more, of these Dutch cheeses leaves Amsterdam and reaches Barcelona the following Thursday in time to be delivered to the trade on Friday morning. Barcelona, with the entire provinces of Catalonia and Valencia as far as Alcoy, takes 650 tons of Dutch cheeses annually. Carthagena and Alicante are also markets for these cheese owing to the large number of miners in the surrounding district. Dutch cheese is retailed at 23c per pound of 12 ozs. Next in importance comes the Gruyere variety, ranging in price (wholesale) from 36c to 50c and even 55c per kilogram. The best qualities are imported from Switzerland, but an imitation Gruyere of inferior quality is imported from France at the cheapest price.

"Barcelona consumes about 60 tons of Gruyere in a year and Madrid about double that quantity. It is retailed at 32c per pound of 12 ozs. There are, of course, very many other kinds of cheese sold, such as Roquefort, Brie, Pommel, Cheshirt, Stilton, etc., and there is hardly a variety which during the cool season can not be bought in Barcelona. Asked whether American cheese were imported, the largest dealer here replied that none have been imported direct. They come from England and are sold as Cheshire, but there is little demand for this sort. If any American cheese manufacturer would like to try the Spanish market it might be worth while to communicate with certain Barcelona firms (addresses on file at Bureau of Manufactures).

"In addition to the customs duty of 25 centimos per kilogram (about 2c per pound) cheese pays at Barcelona an octroi tax of 12½ centimos per kilogram or about 1c per pound. Thus intending American exporters

would have to take into consideration customs duties and taxes, equal all told to about 3c per pound, and freight charges to Mediterranean ports of about \$7 per ton, roughly speaking.

"The nominal cost of transporting cheese by either of the two steamship lines having regular monthly sailings from New York to Barcelona and other ports of the Spanish Mediterranean littoral would be from \$6 to \$8 per ton.

"My opinion is that if a fairly good quality of American creamery cheese can be delivered here in fresh condition, and if it can be sold cheaper than the Holland and Swiss cheese above referred to, there is every reason to believe that a considerable market can be developed in Spain."

The Meat Market Window.

There are perhaps few lines of business that present less opportunity for a window display than that of the meat market window; yet there are hundreds of butchers throughout the United States that are using the windows to good advantage. No one, of course, wants to buy meat that has been in a window for a long time, but there is no necessity for the meat to be displayed for any length of time. There are many ways in which a window can be fixed with little expense to make a display of a variety of cuts and joints that would attract the attention of customers, and at the same time make the customers feel that the meat has not been damaged in the least by being in the window.

One of the first requisites for such a display is a clean window, closed in the back. A second requisite, especially in mild or warm weather, is a nice, clean piece of ice. After these two things are provided for there are many other things that can be done to add to the attractiveness of the window. Neatness in every respect is always a factor. Clean white cards, nicely and plainly marked, telling the prices of the various cuts displayed, is an essential. The other trimmings of the window will depend largely upon the artistic taste of the owner of the market, and upon the amount of money that he may desire to expend in making the display. The more striking the sides and background, the more readily it will attract the attention of those whose attention is sought.

One of the great advantages of a window display for a meat market will consist in frequent changes as to arrangement of the display. You must avoid similarity of display or people may think the window has not been rearranged in several days, and that the same meat has been in the window all the time. Catchy, short sentences would also be useful

in such a display. Good-sized mirrors might also be used to great advantage if so arranged that the passer-by would see scores of pieces of meat for every one in the window.

An excellent idea in the display window is to occasionally show some real bargains both in quality and in price. A customer will come many times to a meat market if he gets a real bargain occasionally.—Butchers' Advocate.

Making Neutral Lard.

Take the leaf lard and hang it in a cold place; allow it to hang for twenty-four hours, so that all the animal heat is taken out. In hanging gerat care must be taken not to allow the leaf to overlap, as it will prevent the animal heat from leaving it. The pieces must be hung up smooth and not allowed to touch one another. The leaf, after being thoroughly cooled, so that no more animal heat remains in it, is taken and hashed and melted at a low temperature not over 160 degrees Fahrenheit. Then it is treated in about the same manner as when making oleomargarine. It is then allowed to settle and is run into another jacket tank. It now being freed from all fibres and tissues, it is heated to 200 degrees Fahrenheit. From this jacket it is run into small tanks of strong brine, holding about 500 pounds. It is allowed to remain in this water for twelve hours. A small percentage of nitric acid has been added to this water to deodorize the lard. The next day the plug is pulled out and the water let off; then fresh water is

added and the stock well stirred and washed, so as to wash out of it all the acid water. It is generally allowed to remain in fresh water over night, always keeping the water cold. Wet neutral is drained and packed, and sold with a certain amount "off," for the placing of the wet neutral in a jacket and heating it very slowly, not over 110 degrees Fahrenheit, causes it to absorb water. An allowance is made for the water. Dry neutral is made by allowing it to settle, the water is drawn off, and the stock is drawn into tierces for shipment. Always draw the neutral for shipment when it is as cold as possible; never do so when it is hot or warm.

Idle words are by no means idle after they are uttered.

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

You Don't Have to Worry

about your money—or the price you will get—when you ship your small lots of fancy fresh eggs to us.

Never mind how the market goes—if you can ship us fancy fresh stock—we can use them at pleasing prices—in our Candling Dept.

We Want Your Business

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
Established 1865. We honor sight drafts after exchange of references.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

QUALITY IS REMEMBERED

Long After Price is Forgotten

We Have Both

Volk Stamp and Stencil Co.

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

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

MILLERS AND SHIPPERS OF

Established 1883
WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples
GRAND RAPIDS, MICH.

Fine Feed Corn Meal
MOLASSES FEED

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet 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—The market, so far as fleeced goods are concerned, is now well under order and practically sold up, with the exception of its reservation for duplicates. By this are meant the standard lines, of which a few of the best known have been in a satisfactory position for some time; the sub-standard lines, however, are still a long way from being sold up. All prices hold firm in these lines, there being no occasion for the reverse to be the case. Manufacturers are in a very independent position in this respect. Men's ribbed goods are also drawing into a very satisfactory position. Yarns are a large factor in some cases in these latter. One large mill that has not covered on yarns beyond a certain period will be in a position to spin its own yarns before then. These goods are now selling steadily at \$3.62½, buyers refusing to pay more for them unless more elaborate trimmings are used. So for this reason sellers find a larger percentage of profit in selling at \$3.62½ than they would by advancing 12½c, when the extra cost of the trimmings would be just twice that amount. No doubt, when the season is further advanced, an increase in price will be asked and obtained. When the price on fleeced goods was made \$3.75, a prominent factor in the yarn market gave it as his opinion that most of the goods would not be delivered at that price. However, the contracts are made and have gone through, and no doubt the manufacturers will live up to them.

Hosiery—The hosiery situation develops slowly, the balance of the fleeced lines still remaining under cover. Other lines that have been opened report a good business, although not of the volume that was hoped for. Certain makes of 108-needle goods and 84-needle goods are enjoying a good business. The statement from men returning from the road is that orders in this respect are up to those of last year. The general talk of the trade, however, is to the effect that it is just a little early to get the best results. Those lines of fleeced goods that have not opened up are undoubtedly purposely holding back for a more opportune moment. Buyers are anxious that they should be opened as soon as possible, looking, to be sure, to their own welfare rather than anything else. The question of the deliveries of this year is fresh in the minds of buyers, and in almost every case they have demonstrated a disposition to get in as soon as possible, no matter what they were buying. No doubt, when these lines of fleeced goods are opened they will be at prices that show up somewhat better than did those of the early openings. Certain lines of wool and worsted goods have received their regular patronage and report business as good, while, on the other hand, some have not. Western trips

in this connection have been productive of better results than have Eastern and Southern trips. The early part of the coming month will undoubtedly see more activity. It is generally understood, however, that hosiery met with much the same reception that underwear did last season.

Dress Goods—The dress goods market is also in that transitional state between its initial and duplicating seasons. While the initial business is completed, comparatively speaking, there are still a few unimportant lines to be opened. Worsted fabrics are very satisfactorily placed, having gone rapidly under order from the first. There is very small doubt as to whether or not it will be a fancy season. The market, however, for the present is somewhat quiet. A fair amount of duplicates has been received, but the approach of the holiday season precludes the possibility of any very great amount of business in this direction, nor is much anticipated until it shall have passed. Foreign houses have had a very good year, voiles having sold the best, perhaps, of all of their fabrics.

Cloth Plaids—Continue in popularity and are one of the best sold fabrics in the market, to say the least. Taken as a whole, even at the present time, when nobody knows what the verdict as given by the duplicates is going to be, the dress goods market is in a very good position. While in all probability no greater amount of business has been transacted this year than formerly, still it has been somewhat differently

New I. O. O. F. Temple

Just Completed at Boyne City, Mich.



The Best Business Chance In Michigan

Owing to the necessity of enlarging my Petoskey business, and Boyne City branch growing beyond my capacity to handle both, I offer this excellent House Furnishing Business for sale. If you are looking for something good, write to

G. Dale Gardner,
Petoskey, Mich.

We are Taking Orders Now For Spring Hosiery And Underwear

Our traveling men have their full line of samples and will be pleased to show them to you. By placing your orders now for these goods you will save money, as the outlook is a sharp advance in price on all grades of Hosiery and Underwear.

MEN'S and BOYS' BALBRIGGAN UNDERWEAR: A full range of sizes and qualities at "Right Prices."

WOMEN'S and MISSES' KNIT VESTS, WOMEN'S KNIT CORSET COVERS: All sizes and qualities in plain and fancy lace yoke effects.

WOMEN'S UNION SUITS, WOMEN'S and MISSES' KNIT PANTS: Assorted qualities, colors and sizes and "Rockbottom Prices."

MEN'S COTTON MIXED SOCKS, MEN'S HALF HOSE: A full line of plain and fancy styles from 75c to \$2.25 per dozen.

WOMEN'S HOSIERY: The largest and best line ever shown, in plain and fancy effects. Colors, black, white, tan and grey. **Special values now.**

CHILDREN'S HOSIERY: All qualities, in plain and lace effects. Prices from 75c to \$2.25 per round.

INFANTS' HOSIERY: Plain weaves and lace effects, in colors black, white, pink and blue. Special good values at 75c per dozen up.

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

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.

placed in a few instances. The drift is toward better materials, for the present at least, which is a fact throughout every department of the dry goods business. The outlook is very encouraging for a large duplicate business. While nobody really knows what is going to go, as it were, the expression of sentiment from the outset has been pronounced enough to preclude the possibility of misgivings about the future.

Brown Sheetings—They are, as stated before, in a very much improved condition. The activity has become so accentuated that sellers realize more fully that should the foreigners enter the market, it would be almost impossible to supply them, and prices would soar out of all reason. At least one Southern mill now running on print cloths is sold six months ahead. Others have gone in for finer goods, while those which have not are so handicapped by the shortage of help that at best, in some instances, not more than three-fifths of the loomage is available. Some mills that failed to cover on cotton when it was low are now bidding unsuccessfully for spots. The reason given for being in this position is that they are too near the cotton growing country to realize the conditions that prevail. It is unnecessary to say that these do not care to see prices advance in either case, as their percentage of profit is greater when cotton is down.

Bleached Sheetings—Grow more and more scarce every day. At present, as has been the case for some time past, they are in a strong position, with a marked advancing tendency. It avails nothing that they advance, however, when the machinery is fully engaged. All spot goods which are available, and these are not many, bring the full market quotations, which, in every instance, show decided strength. All of the leading houses are in the same position, the lines being practically withdrawn that have been at value for about a month or six weeks.

Gray Goods—Are in a very strong position. Advances in spots have been noted during the week, owing in a large measure to the threatened shortage of staple cotton used in the construction of fine goods. The belief is now prevalent that there will not be enough for this year's requirements. Then, too, the threatened strike "down East" had the effect of influencing some buying among those who were afraid of being left out in the cold, so to speak. The general opinion held around the market was to the effect that it was more or less of a "hold up," since the mills were in such a position regarding deliveries and volume of business that they could not help themselves. The fact that it was settled is proof that they are not short of cotton. Had it gone into effect in Fall River, the whole of New England would soon have become involved, and an acute market situation would have been precipitated.

You determine the blessings you will receive by the size of the door at which your benefits go out.

Many Battle Creek Concerns To Expand.

Battle Creek, Dec. 4—There has been no time within the past few years when this city's industries were so rushed as they are now. Not only are the largest ones, the food factories, thresher works, pump institutions, etc., going at full capacity, but the smaller ones are crowded and many enlargements are announced for the spring.

Among these will be the addition of more buildings to the Battle Creek Brewing plant. The company is doubling its capacity, in pursuance with the increasing business. Of course, the largest building operations will be the construction of the Grand Trunk car shops, costing several millions, and the American Cereal Co.'s plant.

Work on the foundations of the immense car shops continues as the weather is not cold enough to prevent working in cement. A drop of ten degrees in temperature will close operations for the winter. The carpenters are keeping up with their end of the work. Three civil engineers, Messrs. Eastman, Hyde and Jensen, are constantly on the spot, so wide is the scope of operations.

The Hygienic Food Co. is completing one of the largest ovens in Michigan to add to its large factory on McCamly street, doubling the capacity. The Toasted Corn Flakes Co. is refitting the old Norka Oats building, four stories high, for its auxiliary factory, the main factory on Bartlett street being worked to the limit.

The carton factories are also rushed, quite naturally. The Record Printing & Box Co., which nearly failed a year ago, is working night and day and using three presses at Gage's and the Ellis Publishing Co.'s constantly.

The Battle Creek Cement Brick Co. has in the past season turned out over a quarter million of cement blocks, which is a decidedly good record for this new building material. Two of the new shop buildings of the Union Steam Pump Co. here were built of these bricks.

Edward D. Strain will erect a wholesale bakery on Monroe street, south, having bought property heretofore used by Manley Judson as a residence. A fine building will be erected.

Taylor Brothers' candy factory, the largest in Michigan, has introduced the piece work system in all departments employing women. This means a raise in wages from 20 to 30 per cent.

They Follow the Leader.

"If seven sheep were on one side of the fence and one of them jumped over to the other side, how many were left?" propounded the teacher to the primary class.

Pauline's observations of animal life had not been in vain, despite her tender years. "There wouldn't be none left," she replied, knowingly. "If one jumped over, they'd all follow."

It is better to put warm clothes on a few folks than to talk about celestial garments for many.



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—

Boas, Scarfs and Muffs.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

"Red Seal Shoes"

"Red Seal" is the seal of shoe quality for women. All leathers. Twelve styles. Blucher cut, lace or button, for house or street wear. Retails for \$2.50 and \$3.00.

MICHIGAN SHOE CO., - - DETROIT

A Bank Book for Christmas

The plan adopted by many people of giving a Blue Savings Book as a Christmas present has become

A DELIGHTFUL CUSTOM

Such a gift is always acceptable, forms the habit of saving and provides for future needs.

\$1 or more opens an account at

The Old National Bank

No. 1 Canal Street

ASSETS SEVEN MILLIONS



Why It Sells

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

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

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

Because its quality is guaranteed.

\$2.50 per case.

\$2.40 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

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

RANK GRAFT.

Raffles Are an Easy Way To Gather Coin.

One of the most annoying of small grafts is the raffle, as conducted for gain. It is bad enough to be held up 25 cents or 50 cents for a ticket which entitles you to a chance on a rug or a clock, when you reasonably are sure that the proceeds will go to charity, but no man likes to be fooled out of his small change by a cheap grafter, even if the grafter happens to need the money.

A story is told of two printers who lived for a month on a cheap silver watch which they raffled off almost daily, until they had "worked" nearly all the printing offices of any size in town. These typographical grafters are unworthy of the noble craft to which they belong. They pretended to be jobless on account of last year's strike, and unable to live with their families on the money furnished by the union.

During the noon hour, or about closing or opening time, one of the men would saunter into a composing room and put up a hard luck story. He had an old silverine watch that he wanted to raffle off, if he could sell twenty tickets at 25 cents each. He usually managed to sell the tickets.

About the time the drawing was to take place the confederate entered and cheerfully took a chance and won the watch without any difficulty. Thus, they had the watch and the \$5 also. They would split the money, and on the first convenient occasion the raffle would be repeated at another place, and by some trick known only to themselves the drawing was manipulated so that the confederate always won the watch.

A South Side woman recently had 500 raffle tickets printed, to be sold at 10 cents each, the drawing to be on Thanksgiving Day, for a "grand parlor clock," the proceeds to be for the benefit of a "poor widow." As the woman herself happens to be a poor grass widow, and as the place of the drawing could not be learned, neither could there be obtained a sight of the clock, it is not difficult to guess the final destination of \$50 for which the tickets will be sold.

At many saloons and cigar stores there is a continuous raffle in progress for a "fine gold watch." It is well for those who buy chances to inspect the time piece with a critical eye. One of these watches was submitted to a jeweler by the man who won it. "It's what we call an auction watch," said the expert. "It is worth about 87 cents wholesale. The case is gilded, and the works are of less value than the movement of a 69 cent alarm clock. It may keep time until the brass begins to show through the plate, and it may not."

One of the attractive forms of the raffle ticket game is valuing the tickets at from one cent up to as high as desired. The man who buys a chance draws a little envelope containing his number. If he is lucky and secures a small number he is encouraged to try again. This is a sort of double gamble, and many men can not re-

sist the temptation to speculate upon the chances simply in order to have the fun of drawing the little envelopes.

Of course, many of the raffles are for cases of genuine charity, and it is an easy way to raise a fund for some worthy object. Many a person who would not accept an outright gift, even in case of sickness or death, will permit friends to raffle off a piano or a bicycle for a good round price in order to obtain a fund to tide him over an emergency. To buy tickets for this kind of a raffle is praiseworthy.

But sharpers are not above getting money by the same means. If a strange man, or a doubtful looking woman, wants to sell you a chance for the benefit of "an old soldier," or a "little orphan girl," or a "striker out of work," it might pay you to investigate.

But here is where the easy money comes in for the sharper. It is too much trouble to investigate, and the tender hearted person would sooner give up the 10, 25 or 50 cents to an unworthy grafter than to take chances of refusing to aid a case of genuine need.

Then, too, there is what might be called a sort of legitimate raffle business. Of course, the raffle is a lottery under the law, and, therefore, is a criminal transaction. But in many cases goods of known value but slow sales are disposed of through raffles, and the drawings conducted honestly. A North Side man disposed of an automobile in this way. It had been a good "wagon" in its day, although the type was old. He wanted to get a new one, and as the makers would not allow him anything in exchange for the old, he sold raffle tickets to the amount of \$500, and the winner got a real bargain—the losers paying the bill.

A group of young men who wanted to build themselves a little club house in the Fox Lake region resorted to a raffle that was almost a downright steal. They had the printer make them tickets and each one went among his friends and organized a "suit club," selling chances for a \$30 tailor made suit. Of course those who invested understood that the suit probably would be worth about \$18, but they were satisfied to help build the club house on that basis, and besides they thought they had a fair chance to get the suit.

It was learned afterward by accident that there were twenty "series" of tickets sold by these young men, and instead of each series standing for a suit, only one drawing was held and only a single suit made for the entire twenty series of tickets. In other words, they sold \$500 worth of tickets for a \$30 suit of clothes. They built their club house, however, and laughed at the man who kicked because he thought he did not get a square deal for the half dozen tickets he bought. They thought it was a good joke.

P. G. Harnett.

The people whose sensibilities are all on top of the skin always are pushing into the thick of trouble.

SELF-CONTROL.

One of the Most Important Lessons To Be Learned.

One of the most important lessons to be learned by him or her who would succeed in business is that of acquiring and maintaining emotional control of the face and manner. An expressive countenance carries its own charm, and it is not necessary to emulate the impassive calm of the priest, lawyer, or physician who hides professional secrets and non-professional opinions behind features devoid of life or movement. But many times the fate of an enterprise or plan depends upon the preserving of a certain secrecy in regard to details and intentions. It is a wise rule never to allow eyes and features to convey messages the mind would keep back.

"I got all I wanted from him!" triumphantly explained a lawyer, concluding a battle of wits in which a resolutely silent antagonist had held him long at bay. "O, no; he didn't answer my question. But his eyes gleamed when I made a certain remark."

It is said that no man can lie with his hands open unless so consciously inured to deception that this course has become second nature. Another ingenious lawyer, noticing the carelessness held hands of the witness whom he sought to entrap close sharply upon the making of a certain statement, dramatically branded this statement as a falsehood and secured a surprised admission of the fact. A sudden pallor, a convulsive movement, a flicker of eyelashes—these are the emotional straws that frequently show the course of important winds.

"I like to talk to that girl," recently observed a keen student of human nature, referring to a young woman of marked reticence, but most expressive face. "To converse with and watch her is almost as interesting as to look on while my married sister talks to her own 2 year old shaver. 'Here you go up, up, up!' she says, and the baby face mirrors the idea suggested. 'Here you go down, down, down!' and the reverse effect becomes apparent. Miss B—'s eyes, mouth, and changing color are almost as innocently eloquent of her inmost thoughts."

"Yes," rejoined a kind and thoughtful listener, "but some one ought to tell Miss B—how frankly and completely she shares those inmost thoughts with whoever happens to be present. Now, I was not near enough to hear your late talk, nor did I neglect my work to study her play of facial expression. But casual, intermittent glances told me that you successively made remarks that pleased, provoked, mollified, distressed, reassured, and charmed her. Not a single word that she said reached me, but I knew quite well the state of her emotions each time I looked up."

"What under the sun were you saying to that girl?" queried a department head of his surprised subordinate, not long since. "Making love?"

"Why, of course not," was the

amazed answer, a wondering glance following the quiet young woman who, with moist eyes, flushing countenance, and radiant smile, had left the subordinate's desk just as the superior officer drew near it. "She merely asked after a fellow worker who has been dangerously ill and in trouble, and I told her of the firm's offer to pay her doctor's bill and hold her job until she was able to resume work."

"I didn't know you'd ever been guilty of those particular peccadilloes," teasingly remarked a merry girl to the classmate who, with her, had attended a rather reproving lecture given by the school principal. "But you fessed up unmistakably with that becoming red flag in each cheek."

"Mercy me!" was the other girl's astonished ejaculation. "You're quite off the track, dearie. I only was being thankful I'd never made mistakes of that order, and resolving I never would."

In the social arena emotional control is no less desirable. The leader of society, as of armies, knows how to keep out of eyes and manner all it is not deemed best to say.

"Don't act or try to deceive by your looks and manner," is a wise old business man's advice to his less experienced fellows. "nor is it a good plan to cultivate a total lack of natural, spontaneous expression. But learn to control eyes, tone, and bearing as you do your tongue, and to govern all parts of your nature. Then you'll never wreck your nerves and chances and play into the hands of antagonist or assailant by 'going all to pieces' at a critical moment, nor will you inadvertently advertise temporary failure, insufficient success, or premature triumph to all who may care or happen to observe you. And the self-training thus secured will serve well in more ways than one."

John Coleman.

Unconscious Irony.

A New England man says that one night last winter when the thermometer fell below zero, his wife expressed her concern for the new Swedish maid who had an unheated room.

"Elza," said she to the girl, remembering the good old custom of her youth, "as it is bitterly cold tonight, you'd better take a flat-iron to bed with you."

"Yes, m'm," said Elza, in mild and expressionless assent.

In the morning the girl was asked how she passed the night. With a sigh she replied:

"Wall, m'm, I gat the irron most varm before morning."

Apt Answer.

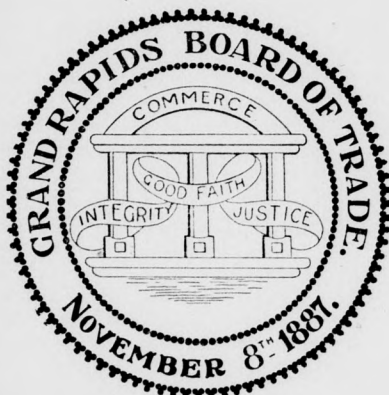
A Baltimore man interested in the education of the young recently visited a kindergarten in that city. After the first exercises, the visitor was asked to put a few questions to the pupils. To a boy of 5 the caller said: "Have you ever seen a lion's skin?"

"Yes, sir," came in ringing tones from the youngster.

"And where?" asked the visitor, impressed with the child's earnestness.

"On the lion," answered the boy.

The best work of all is work for all.



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.

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

HOT WATER—STEAM AND BATH HEATERS.

Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.

The Dettenthaler Market.

MATTRESSES AND SPRINGS

H. B. Feather Co.

MEATS AND PROVISIONS.

The Dettenthaler Market.

MUSIC AND MUSICAL INSTRUMENTS

Julius A. J. Friedrich

OILS

Standard Oil Co.

PAINTS, OILS AND GLASS

Goble Bros.
V. C. Glass & Paint Co.
Walter French Glass Co.
Heystek & Canfield Co.
Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.

SADDLERY HARDWARE

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

PLUMBING AND HEATING SUPPLIES

Ferguson Supply Co. Ltd.

READY ROOFING AND ROOFING MATERIAL

H. M. Reynolds Roofing Co.

SAFES

Tradesman Company

SEEDS AND POULTRY SUPPLIES

A. J. Brown Seed Co.

SHOES, RUBBERS AND FINDINGS

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

SHOW CASES AND STORE FIXTURES

Grand Rapids Fixture Co.

STOVES AND RANGES

Wormnest Stove & Range Co.

TINNERS' AND ROOFERS' SUPPLIES

Wm. Brummeler & Sons

W. C. Hopson & Co.

WHOLESALE TOBACCO AND CIGARS

The Woodhouse Co.

UNDERTAKERS' SUPPLIES

Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

WAGON MAKERS

Harrison Wagon Co.

WALL FINISH

Alabastine Co.

Anti-Kalsomine Co.

WALL PAPER

Heystek & Canfield Co.

WHOLESALE FRUITS

Vinkemulder & Company

WHOLESALE MILLINERY.

Corl, Knott & Co., Ltd.

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.

NEW MOTTOES.

Railway Employee Sees Things in New Light.

William Woggles was a railroad clerk—just a plain, ordinary employee of a mammoth corporation. Every morning Billy climbed up a high four legged stool and every noon he climbed down to go to lunch. He made another ascent of the rungs of the stool when he got back from eating and descended at 5:30. Of course Woggles had ambition some day to sit in the chair of a chief clerk or even a higher railroad official; but he was content to plug. And he had been "plugging" for five years. The end of the fifth year found him getting \$80 per month.

"Little Billy Woggles" was known to his brethren as a decent kind of a chap. Although William believed in putting a few dollars in the bank every month, and the habit had enabled him to get together a sum of money which would have made some of his "down and out" brethren gasp with astonishment, Woggles was not a Pharisee. In times more sad he had known what it was to be in grievous want of a "five spot," and he generally had at least \$50 out in loans on which he was paid no interest save in good will.

Of late years William had fallen into the habit of reading. He had been studying biography and the stories of men who had made their way in life. Of one thing he was convinced, that without initiative and originality no man could go far. He also had formed the belief that it paid a man to stay where he was. So he surveyed the field bounded by the four walls of the big office in which he worked and diligently sought means to display initiative and originality in his work.

Intense application to his work and repeated efforts to increase the output of labor of his department had made Woggles pay particular attention to the monthly statement of the earnings and expenses of a subsidiary line, as they affected his department. The auditing of the figures of the branch line necessitated twenty men working on them for well over a week.

It was not easy for Woggles to think out a scheme which would enable his department to save the labor of sixteen men for ten days—representing a saving to the road of \$400 per month. Yet this was what William did.

When he had perfected his plan and drawn up the necessary papers so that everything would go like clockwork under the new scheme, Woggles felt something of the joy experienced by every inventor. When he went for a quiet smoke at night down some dreary looking streets on the west side, William forgot his surroundings and saw a long vista of happiness in front of him. There would be the benediction of the vice president of the line. Woggles knew how pleased he would be. Billy surely thought he would be advanced to \$125 per month. Still if they only gave him \$100—an increase of \$20 per month—he could get married.

On the night before he submitted his plan Woggles confidentially took the Girl into his confidence, and so impressive was his statement that the innovation would mean a substantial increase that she told him—in a shy manner—of a certain quiet street where she had seen a nice small flat to rent.

But Woggles made the mistake of many inventors and men with new ideas. He counted his chickens before they were hatched. It never occurred to him that the head of his department might not like a mere clerk to make a decided improvement; so in the simplicity of his heart, Billy showed the scheme to the chief who was over him.

Had Woggles been more sophisticated and alert he would have noticed the manner in which the head said he would "consider the idea" was not cordial. And you could have bought Billy for 30 cents when he was told later than on examination the head of the department had found the ideas contained in the papers were similar to some he already had in his mind.

Two weeks later a set of papers, printed in the identical manner Woggles had indicated they should be printed, and new instructions to the department as to how the expenses and earnings of the subsidiary line should be handled in the future were given to several men in the department.

The ideas of Woggles—patient, plodding, hopeful, ambitious railroad clerk—died the day he saw the child of his brain stolen from him in such a high handed manner. A different spirit took possession of him henceforth.

Just three days after his scheme was exploited by another William might have been seen walking into the office of the manager of a large corporation selling specialties through men on the road. But it was a different William to the one of a month before. His stride was more defiant. His manner was bold, and his attitude extremely self-assertive—for Woggles.

What he said to the manager of the specialty house to get him to grant a three months' contract selling goods, no one knows. But William did get it. And he made good for his new employers.

Woggles has lost a large amount of faith in the advice contained in many books telling men how to succeed. Also incidentally he has lost a fair amount of confidence in human nature. He has taken down the sign which formerly hung over his little writing desk at home. "Everything comes to him who waits," and also another motto of which he was fond, "Merit tells."

In their place he has hung up two axioms—written in his own bold, legible handwriting—which read, "God helps those who help themselves," and "If you would have a faithful servant and one that you like, serve yourself."

William Britt.

Mistakes are only funny when they don't hurt.

THE TIMBER CRUISER.

Why He Works So Hard for His Money.

The timber cruiser is the autocrat of the woods. He is the king of woodmen. He lives well, feels well and does well financially. He never has to take a vacation to get away from the grind of the office. He never has brain fog. His liver is always in order, and his conscience is clear. At night he sleeps without disturbing dreams. But he has to work harder than most men think it possible for man to work.

The timber cruiser business is to estimate the amount of timber contained on areas of land. He can walk through the woods and tell within 10 per cent., frequently within 5, of the amount of lumber the standing trees would make. He can tell you, besides the boards, how many piles there are in your stretch of woods, and how many railroad ties can be had from it. He does all this for \$5 a day and his expenses, counting time from the moment he leaves the lumber company's office for the woods.

The accomplishment of the cruiser appears more wonderful on closer inspection. He works hard and fast, "looking" one quarter section every day, and frequently two. Manifestly it would be impossible for him to count the trees or measure them.

Packing enough to last generally for several weeks, the cruiser and his compass man start for the piece of woods they are to estimate. The compass man is an apprentice, and his is a hard apprenticeship, but he, too, is well paid. He gets \$3 a day and expenses.

Arriving at the neighborhood, the cruiser and compass man first find a section corner. This may take them but a few moments, if a farmer can tell them where to look. It may take hours, or perhaps even days. The cruiser has a blue print map, with the sections and quarter sections marked on it, together with some streams, and perhaps a few roads. This gives him the general lay of the land.

The cruiser and compass man find their way through the woods by means of a compass which the compass man carries. On arriving at the corner the compass man takes a sight at some distant tree which lies in the direction he wishes to go and walks straight toward it, never taking his eye off the tree. He may fall over windfalls, tumble down gullies and tear his clothes in going through the dense brush, but he never loses sight of the tree!

How does he know when he has gone far enough? By the number of steps. He figures by tallies, sixteen tallies making a mile, and generally counts 130 to 140 steps to a tally, and so expert do these woodmen become that they can "tie up" at the end of a mile of walking through the woods, uphill and down, within a few paces of the place the map shows them the corner mark should be.

In estimating the timber the woodmen regularly go through each forty acres twice. The compass man walks ahead, the cruiser following and observing the timber. At each tally the

compass man paces off twenty-five paces and measures perhaps half a dozen trees. A circle with a radius of twenty-five paces is figured as an acre, and the cruiser, by taking the average circumference of the trees in this area, and counting the trees, can gain an idea of the amount of timber on this single unit. He regularly estimates the height of the timber, and this is important, as it varies arbitrarily. Log scales enable him to figure out how much timber there will be, say, in a tree 3 feet through and 150 feet high.

The end of the day finds the cruiser and the compass man tired and hungry, but their work is not finished. While the compass man prepares supper the cruiser makes his elaborate compilations. He figures the amount of timber on each forty acres and makes rough sketches to illustrate where the timber is good, where it is sparse and where it is burned off. The sketches he embellishes with topographical outlines, for the lay of the land is important. If there is a gully or a river by which the logs may be brought out, they are much more valuable than if they must be hauled over a hill.

At the end of perhaps a month, in which they have traveled possibly several hundred miles, mostly on foot, the cruiser and his compass man come back to town and report what they have found. One is paid \$150, the other \$90, and it is almost clear profit, for a good cruiser seldom has to wait more than a day or two between jobs.

The cruiser is tremendously important to his company, for on his reports hang sales involving hundreds of thousands of dollars. He must be absolutely honest and must be able to keep his information to himself, otherwise no one will hire him, no matter how skillful he may be.

It takes some men years to learn estimating, others become skillful in a few months. A knowledge of standing timber is essential to every lumberman, and there are many millionaires who started in the woods.

W. E. Brindley.

Frisky and Risky.

An agent of a life insurance company one day received a call from a venerable but sprightly old chap who wanted to take out a policy, but his response to the first question put him was sufficient to spoil his chances.

"How old are you?" was the question.

"Eighty-five," said the veteran.

Whereupon the manager, with a laugh, observed:

"Why, my dear sir, no insurance company would take such a risk!"

"Suppose I had been 50?" suggested the old chap.

"In that case, of course—"

"Well," triumphantly interjected the elderly gentleman, "I've been reading the table of vital statistics issued by your office, and I find that twice as many people die at the age of 50 as at the age of 85. So, sir, you must admit that I'm a good risk."

A little warm cheer does more than a lot of cold cash.

Send Us Your Orders on

Holiday Goods

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

Large Fall Catalog

Copy for the asking—to dealers only

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

Prices are Right and Goods Guaranteed

No time to lose. Send for Catalog at once.



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

METROPOLITAN METHODS.

They Would Not Go In a Country Village.

It pays to be independent—if you can make it pay. As a national condition independence is a great and glorious thing. As an individual virtue it is not all that it is cracked up to be.

I've had my little experience at being independent and since I could not make it pay, I am now looking for a chance to start in afresh in some field where my experience will be of use to me.

It was last winter that the drug business began to grow dull in Klipnooky and caused me to cast about for means to start it up a little. All the trade journals said there ought to be no dull days; that every season has its special needs and that the man who advertises hard and makes good window displays is bound to get trade all the while.

That sounded first rate. I thought it all over carefully and then bounced the sort of half-registered clerk I had and secured right from New York a fresh, up-to-date, licensed man who claimed to be posted on all sorts of advertising and business-making schemes.

As soon as this wonder arrived on the spot I put the advertising and windows into his hands and told him to go ahead and get business.

Well, he went ahead all right. He doubled our advertising space in the papers and cleaned the store and inaugurated a system of washing windows every week, with a new display each time.

Klipnooky is a small place—only fifteen hundred inhabitants—a very quiet, rural, lecture-course loving community. There is a great excess of old maids in the town and they may safely be said to run the social portion of the village life. Such a population requires different treatment in an advertising way from the metropolitan public. I realize that now better than I did.

The new clerk was Walter Wardell and he was a hustler and no mistake. For three weeks he kept our advertising space screaming about our own preparations; then he broke into the sundry department. I remember now that his last advertisements and displays before taking up the sundries were devoted to our own imitation of Mother-in-Law Redham's famous (or infamous) compound. We claimed that we could make weak women well as fast as ever the late mother-in-law could—and I guess we didn't lie about it any either. After the imitation Redham advertising came a big bargain sale of toilet paper, with both windows full of the goods and our newspaper advertisements telling the virtues of the brand of which we carried most in stock.

I was surprised that so few people responded to the vigorous advertising, and during the time of the display I regretted to see a goodly number of our customers entering the Oak Tree Pharmacy across the way, the other drug store in town.

Although the only extra sales of

toilet paper were to a few men for their offices, yet I really gave the matter but little thought because I realized that advertising can not be expected to be immediately profitable.

After the toilet paper came a suspensory bandage window and a mailing of booklets about those goods. Then we exhibited trusses and abdominal supporters and surgeon's supplies in the way of—well, numberless instruments useful only to the medical fraternity.

We planned a big rubber goods sale and I bought a lot of extra stock to make it a success. We spread fountain syringes around the store in all the available places and showed them in the windows in great profusion. The display as such was a wonderful success, but all this time business kept getting more slack and I kept seeing more of the women who had traded with me going to my competitor's. The situation was becoming embarrassing, for I had hired a high-priced man and invested in extra goods and instead of business picking up it had dropped off half.

One day I sat at my desk, wondering how long it would be before I would have to discharge the clerk and get along alone, when a bunch of half a dozen women came in—mostly maiden ladies of dubious age—and one, who happened to be married, asked for Mr. Truspot.

I got up and went forward at once and found the party all blushing furiously and glancing at one another and trying to look at ease and failing sadly.

I said: "Good morning, ladies. What can I have the pleasure of doing for you?"

The one married member of the group, who seemed to be the unwilling spokeswoman, coughed and stammered and coughed again and finally managed to say that they were a committee from the Klipnooky Modesty Club.

I said I was pleased to see them and regretted that I could not give them seats in my office, but that I was not fortunate enough to have an office. Then I suggested that they tell their errand and explained that I had not before been aware of the club's existence—unfortunately.

The leader spoke once more, or rather tried to speak, and after failing two or three times managed to say:

"Well, Mr. Tuspot, we—er—that is, we came to—er—for the purpose of—to say that—that we would—all like to get some soda water."

I was somewhat surprised, but motioned them to the fountain and served them, talking meanwhile of the pleasant weather and similar things until at last they departed with averted eyes and dark glances from one to another, and particularly at the spokeswoman.

I went back to my desk and sat down. Walter came around and said: "Now, what do you call that? The Klipnooky Modesty Club! Well, I'll be jiggered!"

Only he didn't say "jiggered."

"You may search me," I answered. "Something seems to be doing, but

I don't know what. It certainly isn't business."

We gave up trying to guess the mystery and had nearly forgotten the visit of the club when a week or so later there came in one day a half-dozen men looking more sheepish than a flock of sheep. The leader and spokesman was the husband of the speaker of the previous aggregation. The rest were also husbands of greater or less degree of henpeckedness. The speaker said:

"Can we see you for a few minutes, Mr. Tuspot?"

I replied that I knew of nothing to prevent.

"Well," said he, "we represent the Klipnooky Modesty Club."

"I've heard of it," said I.

"Yes," he continued, "doubtless; it is a very powerful lever for good in the community. We are not members, as only ladies are admitted to membership. We were sent here by our wives."

"You have that look," I could not refrain from remarking.

"Be that as it may, Mr. Tuspot," the speaker went on, "we wish to call your attention to the fact that for the past seven or eight weeks you have been continually and repeatedly offending the club by persistently drawing attention in the public press to various commodities which you offer for sale in an indecently public manner."

"Indeed!" I interrupted.

"Yes," he went on, "and furthermore you persist in arranging window displays which bring the blush

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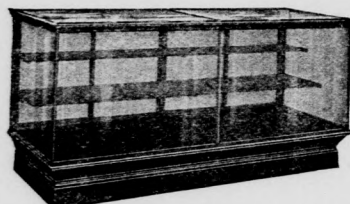
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Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices—avail yourself of this chance to get your cases promptly.

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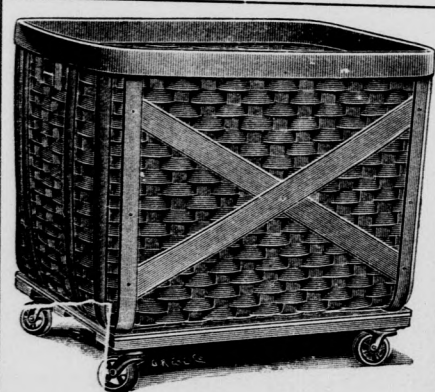


Our new narrowtop rail "Crackerjack"
Case No. 42.

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.

of shame to the faces of the innocent and pure-minded young girls who must pass them daily. In short, sir, you are constituting yourself a public nuisance and a defamer of—"

Here I could contain myself no longer and I burst out with, "Gentlemen, or perhaps I should say 'ladies,' I beg to say that you are meddling with what concerns you in no way whatever, and I invite you to leave this store at once, immediately, right away, now. There is the door. Get out!"

The leader turned to his associates and said, "Friends, you have heard the ultimatum of this nasty-minded person. We will leave him."

"Yes," said I, "you will leave him. You would hardly be able to take him with you, under any circumstances."

They went out, and Walter and I scarcely knew whether to laugh or to swear.

We at last saw our situation and knew why business was leaving us instead of picking up. The sum and substance of it was that metropolitan methods would not go in a country village. That was the gist of the matter, but did we admit it to one another? No, not even to ourselves. We were mad. We said that the Modesty Club was a colossal aggregation of freaks and that we did not want their business anyway. No bunch of that sort could dictate how our store should be run.

For the next two weeks we continued our plans with no change except that we went to greater extremes than before—endeavoring to show the Modesty Club that we had not been frightened a bit, but in spite of our use of printer's ink, business grew beautifully less and less until we had to acknowledge ourselves beaten to a standstill—at least the business came to a standstill. We were the victims of a business boycott. —Frank Farrington in Practical Drug-gist.

Strange Fads of Great Men and Others.

While with most people fads of various kinds are short lived the idiosyncrasies which have to do with personal and financial economies are more often than not to last a lifetime. It is known by the intimate friends of one of the most prominent statesmen in Washington that he has a distinct aversion to wasting water, and those who do not know of this peculiarity notice the fact that he always pours out water in a gingerly fashion, which is because it is a lifelong habit with him to put into his glass only what he is going to consume. The servants are astonished to see the master of the house when he is about keep a careful eye on the hydrants, turning them off where the water is left running, and he even has been known to direct that large quantities of water, which would have gone ordinarily out by way of the sewage, be thrown upon the ground.

Among the bachelors who live at downtown restaurants in Chicago there is a man, a good liver, not always so well off as he now is, who, appreciating his present position, is afraid that familiarity with luxury

may make him, in time, oblivious of its advantages. Once every week, therefore, he goes without his choice evening dinner, and takes that meal instead at a restaurant where neither the food nor the cooking is of the best.

One of the strangest plans of retrenchment I have ever known has been followed for the last ten years by a woman who had given large sums in charity. She was remonstrated with by her lawyer, who pointed out the fact that she was giving away just six times as much as she really could afford and that bankruptcy stared her in the face. After that she adopted the system of only giving to every sixth beggar whom she encountered. For all those years she had carried a small book, in which, whenever invited to bestow a coin, she puts down a cross. To every sixth applicant she subscribes, crosses out the previous five penciled records, and begins over again. Ingenuity might hit upon a similar plan, but she has "got in the way of" this one.

Shopkeepers are full of instances of this kind. A man who makes shoes to order has a customer who has retained a habit from the years when shoes were not all made "rights" and "lefts" of changing his shoes from one foot to the other, and he now pays extra to have his shoes made from interchangeable lasts not only because it "saves trouble," but because he considers it economy, as "it makes the soles wear evenly."

One hatter has a customer whose habit it is to wear his headgear as often as not back to front. He says this is "convenient," for "you can just pop your hat on your head at any time." For twenty years, therefore, he has had his hats made specially soft so as to accommodate themselves to this process.

So far from saving trouble from their peculiarities I have known of people who would go to endless trouble in the pursuit of their small habits. For instance, there is a hale and hearty old gentleman who has nearly all his life taken a glass of hot water between meals. His doctor assures him that, so sound has he always been, this "digestive" precaution has not been necessary. Still it is adhered to, and recently, at the age of 80, making a long railway journey, the old gentleman had a spirit lamp to heat the water for his accustomed draft.

This is nothing, however, to the case of a rich English spinster, who believes that everybody, "even servants," should walk four miles every day. To support her theory she gives each one of her eight servants an hour off each day to do the four miles in. The last result of her peculiar form of philanthropy was that the men servants had rented a small room around the corner where various drinks, games, and refreshments were indulged in during the time which they were supposed to spend in out of doors exercise. George Clarke.

Letting your light shine does not mean turning a searchlight on your neighbor's weak spots.

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.



Heavy Harvest of Orders in Little Men's Wear.

Despite the slow approach of winter trade moves steadily, the weather of the fortnight having done much to improve it. November business has already given gains to retailers which would enable them to close the month now ahead of a year ago; the month's business should exceed all former records and give considerable impetus to December selling.

While some of the big trading days of the month were balmy in their mildness, business has grown apace, and although it is admitted colder weather would have been preferred, business has been so good that the trade is forced to declare the weather right, inasmuch as it has been of a kind to bring people out, and being out they have shopped and bought clothing.

Overcoats have been moving pretty freely, although not with the celerity that cold weather would have brought, yet well compensated for in the extraordinary volume of business done on suits. The augmented sales of high-priced garments and suits is so much greater than in former seasons that the cash receipts, as well as the quantity of merchandise handled, tell a gratifying story of very healthy trade conditions prevailing in general.

Dealers are already enthusiastic over the rapid and clean way in which their stocks are being depleted. Some who were apprehensive in September of being caught in December with more than safe quantities of stock, and through the timidity occasioned by that slow month's business failed to anticipate a good October and November, are now fearful of having too little clothing for the activity of the Christmas month. Now these people report a depleted market and deplore the inability to get immediate stock.

Many of the clothing manufacturers claim that their factories are now chockful of orders for immediate delivery, and yet atop of this "chuck-a-block" condition the fortnight was a busy order-taking period for them.

Some days the selling rooms were so besieged by buyers that the home selling forces had their pent-up energies taxed. It is said that in some places buyers were so insistent about getting immediate stock that they "were grabbing up everything in sight." Of course, it is not a strain on the mind to imagine buyers who failed to make timely anticipation of November and December needs eager to take whatever was available for filling-in, rather than await the tedious processes of manufacturing, with the shops engaged on "rush" work.

Now, it is said, there will be some scrambling for overcoats and reefers once the dealers feel the effect of cold weather and learn that the manufacturers were just as chary about making overcoat stocks as retailers were slow to anticipate requirements. The latter know now from the sales made that reefers and three-quarter lengths of shapely design are good property, and duplicates are beginning to come in as a result of knowing what will sell, as much as from the fact that stocks on the tables are just about sufficient for a normal demand.

The weather of the past week has given life to fur-trimmed, frog-front overcoats for little fellows, and their sale is the forerunner of something doing in all-fur garments, of which there is a goodly variety this season.

Clothing orders for spring are so much larger in size and greater in number than for any previous spring season that manufacturers begin to question their ability to take care of much supplementary business. They say that their customers are placing so much heavier business that the size of the orders would indicate the anticipating of the full season's wants. Many, at least, hope this to be the case, as they doubt being able to fill duplicates on top of the business already booked, and which will keep the workshops busy until the end of April.

When clothing manufacturers found orders coming in at a lively rate they forthwith increased their yardage orders, augmenting the work for the mills to an extent that has caused many of them to withdraw their lines and declare their capacity not only wholly engaged but oversold. Some doubt is now expressed of the mills being able to deliver all the goods

ordered. There are manufacturers who say they are well covered in yardage for spring, and this may be a fact, in so far as it relates to the quantity of piece goods engaged for delivery. The question of doubt, however, hinges on whether they will get all they have bought.

Road men have done a remarkable business on blue serges, finished and unfinished; gray worsteds have been inordinately good sellers in all patterns and mixtures, and cassimeres, too, have shown material improvement. Woolens are getting an inning, and to a degree that makes the new season more of a mixed woolen and worsted one than its predecessor was. The cottonade character of much of the so-called "mercerized" worsteds helps wool goods to a place in the running for spring.—Apparel Gazette.

Successful Attempt To Entrap a Witness.

Daniel O'Connell, the famous Irish attorney, was once defending a prisoner indicted for murder. The principal witness against the defendant swore that the prisoner's hat had been found near the place of the murder. The hat was then produced in court, and the witness swore positively that it was the same one that was found, and that it belonged to the prisoner.

"By virtue of your oath, are you positive that this is the same hat?"

"Yes."

"Did you examine it carefully before you swore that it was the prisoner's?"

"Yes."

"Now, let me see," said O'Connell, as he took up the hat and began carefully to examine the inside of it. He paused with a curious expression on his face, and then spelled aloud, 'J-a-m-e-s.' Now, do you mean to say that that name was in the hat when you found it?" he asked, turning to the witness.

"I do."

"Did you see it there?"

"I did."

"And this is the same hat?"

"Yes."

"Now, my lord," said the lawyer, turning to the Judge, "there's an end to this case. There is no name whatever within this hat."

The prisoner was instantly acquitted.

Farming by Mail Is New.

Farming by mail is one of the late novelties. The plan is to have the agricultural department of the state universities arrange for a four years' correspondence course, each year taking up its special phase of agricultural work, the correspondence to be based on text books supplied by monthly bulletins and practical experiments. On the practical side the student is to set aside one acre upon which he can demonstrate and observe, keeping accurate account of results upon this acre and reporting to the university. An annual meeting at the state farms is contemplated. The plan is to be without charge beyond a small enrollment fee as evidence of good faith.



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
817-819 BROADWAY

MINNEAPOLIS
512 BOSTON BLOCK

Time To Brace Up for Holiday Trade.

Right on the edge of a holiday rush is the time when a clerk needs to brace up to the work of him and to take hold of every possibility of business with the firmest grip he knows. I know that after a good fall trade a clerk rather dreads the onrush of work that comes with the last of November and the first three weeks of December. No matter how apparently great is the need for handling things with the keenest of appreciation for possibilities of business, there is an inclination to lag a little because of an unusual tax upon mind and body in dealing with the business of the preceding few weeks, but that is one of the things a clerk has to train himself to overcome.

The extras are the things that most clerks are inclined to kick about. Yet a good many of the things you call extras are not extras at all but business that ought to be known as regular because it always comes at certain times of the year. The clerk who growls and kicks because he has to remain a little longer than usual in order to put up stock, has to wait upon customers after the regular closing time, has to get down to business a little earlier in the morning in order to get his goods in shape to handle, has to do a little porter work, has to sell underwear when he is supposed to sell clothing, has to sell corsets and gloves instead of hosiery, or something else of a similar nature, hasn't anything like the right grasp of the things ahead of him and the calls of business.

What the boss may do seems to have little to do with what are the clerk's duties. The average clerk contends that he is "hired" to do thus and so, and it is not his business to do anything different or to work overtime or to do a good many things which the exigencies of business demand of business people. On the one hand he wants to be considered a sort of machine of which certain things are expected at certain times, yet he is bitterly resentful if he is typified as a machine by any one else. The clerk with such ideas has not a full grasp of the meaning of the work that is expected of him.

The gaining of business knowledge may depend largely upon the doing of certain things with the goods to be sold at times when there are custom-

ers to be waited upon, but it also depends upon a score of other doings that are not directly connected with the selling of so many yards of cloth at a certain price and the taking of the pay for the same. A business man has more duties than merely taking care of the goods he has for sale, and the business clerk is the one who realizes that situation and is not only willing to co-operate and take a large share of what many of you are pleased to term "outside" work, but also gets along in the business race faster than you who are kicking at an excess of duties at a time when every business balanced mind expects such excess.

The brightest people who begin clerking are not always the ones who make the best people for business. By that I mean that a young man or woman who may be mentally acute and quick does not necessarily make the best clerk, although the equipment of nature is entirely in his or her favor. The one who is willing to work and get a strong hold on the business is the one who succeeds the best, no matter whether originally considered more than ordinary in mental equipment. I know people who are keen of brain who have progressed far less in the world than others who are naturally not so keen but have worked hard and plodded wherever and whenever work was presented to be done.

We once had a clerk whose first days of work in the store nearly induced his discharge because of supposed incompetence and what seemed, at times, to be ingrained impudence. He came to us from a small store in a smaller town and we took him because he was recommended as strictly honest and willing to work. We were in sore straits for help and were glad to get him in the midst of a heavy spring season. Most of our goods were unfamiliar to him, and the first week of his employment tried us greatly, possibly because we had so much on our hands that we really couldn't instruct him very much. He seemed not only partially stupid but also sometimes impudent because he crowded close when others were waiting on customers and listened attentively to everything that was said. His personal appearance and country manners were a little against him.

At the end of the first week we

held a conference as to whether we should keep him and decided that we would try him to the end of the month, largely because we were short-handed. He had a key to the store and was expected to sweep out and get ready for business in the morning. After the first two days we discovered that he did his work promptly and well, according to instructions. After the first week he began to wait upon customers for domestics with fairly good success. Before the month was over he was tackling customers anywhere in the store and was rapidly becoming familiar with the stock. What he saw and heard and what he learned about our business he remembered and kept for use. He was out to learn business and not merely for his pay, and we could plainly see it.

Our opinion of him changed for his good in less than a fortnight, and when he asked us one evening in the third week if he couldn't come back and work after the store closed, we began to think we had a prize. His subsequent actions did not belie his first efforts. He remained with us six years. At the end of the first six months we voluntarily raised his pay a dollar a week; at the end of the year he asked for another dollar, and we gave it without question; and before the third year was over he was getting twelve dollars, the highest wages we paid to any of our clerks at that time and in that town. When he came he was really a bumpkin of the most ordinary sort, but he was dead in earnest and was not only willing to work and honest but wanted to learn the business. He distanced three other clerks who appeared, at first, to be far his superiors, mentally and in manners.

That is the thing you clerks want to keep in your minds at this time of the year. To merely show goods and

take money within certain hours is not the thing that is entirely expected of you. Your employers want you to learn the business, for on that basis of conduct alone are you going to be worthy of your hire. They want people who are willing and ready to take hold of whatever comes along with little thought of the weariness resulting from the extra work the business of the present demands. It is necessary to be willing to work and to be honest—no business man wants any other kind of helpers on his hands—but that is not enough. You will have to be up and doing to learn the business in its entirety—get deeply interested in it and want it to go right as truly as though it were your personal property.

The clerk who takes that kind of personal interest is the one who is needed for the next four weeks. The clerk who fears that his inclination and willingness to do all that is in any way possible during heavy trade is going to call upon him extra burdens simply because he is willing is not the right kind of clerk. You can't look behind the scenes and you never know what actuates the boss in turning over to you tasks that sometimes seem to belong more appropriately to others. The moment you begin to attribute wrong motives to them that moment you lose your interest in the learning of business for business' sake and begin to backslide in the direction of the people who object to doing anything in a store that is out of a certain schedule prepared by themselves.

Dig into this holiday business for all you are worth; get dead tired and weary of body and mind; and be sure you'll be none the loser in the final reckoning.—Drygoodsman.

Little frets call for large virtues.

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.

Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich.



Troubles Which Result from Meddling with Other's Affairs.

The other day a cultured woman of rather sentimental tendencies asked me what I thought was the greatest art in the world.

"The art of letting other people alone," I answered, and then I said, "and it's the least understood."

She stared, then smiled, as if she thought I intended to be funny, but I was never more deadly in earnest in my life. I have suffered, you have suffered, the whole wide world has groaned under a martyrdom at the hands of those who would not let us alone, but who insisted on regulating our lives according to their own notions and without the slightest regard for any prejudice we might have in the opposite direction.

I am loath to confess it, but these well-meaning persecutors are generally women. Men are so busy trying to make both ends meet in their own business that they have scant leisure to meddle in the affairs of their neighbors. A shoe merchant may do business for twenty years next door to an insurance agent without attempting to show him how to write out a policy or conduct his office. A woman on the other hand, can never see others do anything differently from the way she does it without burning with a frantic desire to correct them and set them right. If Mrs. A's own children wear flannel she can no more help worrying over the B. children having on cotton than she can help breathing. Every woman in her heart believes that she is the only human being who possesses the real secret of economy, the true religion and an infallible gift of managing, and being so perfectly convinced of the correctness of her point of view, it seems to her actually criminal to let you alone and permit you to do your own way instead of hers.

As a matter of fact the passion for reforming is inherent in the sex and we can't help it. We were born that way. In its violent and insane form it makes dear, sweet, refined, angelic girls throw themselves away on disgusting, drunken brutes, whom they marry, expecting to reform them and lift them out of the gutter into respectability. No woman escapes the fascination of the idea entirely, and the very first thing a girl thinks of after she gets engaged is what a perfectly delightful time she is going to have reforming her husband just as soon as she gets him. Sometimes it's his politics and religion that she means to have him change, sometimes it's merely the shape of his collar or the cut of his hair, but she's always bent on reforming something. If there could be a perfect man he would have to live and die a bachelor. There isn't a woman living whom he would in-

terest, because there would be nothing to change about him.

Men seldom suffer from this peculiar mania. When a man first falls in love with a girl he thinks that everything about her is absolutely perfect, and by the time he gets over that to a degree and gets a sober second view of her, he is too wise to understand the job. He has found out that there is nothing mutual in a woman's idea of reform, and that she most emphatically objects to the process being tried on her, and he lets it alone. Women seldom learn that, and so we are continually treated to the spectacle of women who have waged an unsuccessful war against their husbands' smoking for twenty years and who are still hammering away at the same reform, instead of letting them smoke in peace. It is doubtful if tobacco is harmful. Certainly it can't be as bad morally, physically or mentally as a perpetual argument on the subject. Only fancy what we should think of a man who was forever harping on the injurious effects of chocolate creams, or nibbling between meals of ice cream soda! Our own especial vices are the only ones that never need reforming.

There isn't much doubt that the great domestic problem is going to be solved when women make up their minds to let their husbands alone a little more—to take them as they are, faults and virtues included, and indissolubly mixed. Many a man must have sighed for single blessedness when he found out that his wife had apparently married him to correct his pronunciation and his table manners and to interfere with all his old ways and habits. A young benedict was telling me not long ago a funny story about his

experience along this line. "When we were first married," he said, "Mary began to develop her reform ideas. First thing, of course, she began on my smoking. 'Why, I didn't know you objected to smoking,' I said. You never used to. In fact, you used to say you liked a good cigar.' 'Well, I didn't object,' she replied, 'but I didn't feel responsible for you then.' Then she remembered two or three of my other pet weaknesses that she thought it her duty to police, and I began to get scared. Finally I said: 'Look here, my dear, I see you are right, and it's our duty to climb up to a high level and stay there, but I don't feel equal to going myself. What is sauce for the—I mean if it's your duty to help me, it's equally my duty to assist you, and I don't intend to shirk it. So I will mention a few little faults of yours that must be given up. Of course, I have noticed them before, but I should never have spoken of them if you hadn't set me the example.' She winced, but I went on: 'Now,' I said, 'there's high-heeled shoes—' 'Why, I thought you said I had the prettiest foot in—' she began in dismay. 'So I did,' I returned, 'but this is no time for pampering vanity. We must give up all such weaknesses now. Then there's corsets, you must discard them.' 'What!' she cried, 'and go about with a waist like a washwoman's! Not if I know it.' 'They must go,' I continued firmly, 'and frizzes.' 'And look like a fright!' she exclaimed. 'Do away with them all,' I went on sternly. 'You start the reform procession and I will follow.' Well, that ended it, and she has let me alone ever since about my faults. She wasn't so keen about reforms when there was a

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PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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

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

prospect of having to join in the game herself."

The virtue of letting alone is equally applicable to children. What modern children suffer from is altogether too much attention. We are so afraid that they will hurt themselves that we keep them padded up in cotton and wool as long as we can and thus deprive them of the great lessons experience teaches and finally, when they will bear coddling and leading strings no longer, and they do make a break for liberty, we sit down and bemoan their lack of filial reverence and gratitude. Every mother starts out with a delusion that her children are simply like so much blanc mange that she can mold into any sort of curlicues she pleases. Her ideal of a perfectly satisfactory family is one where the mother picks out the husbands for the girls when they get grown and selects the professions for the boys, and places them into them whether they are misfits or not, as if that kind of wishy-washy people ever amounted to anything in the world. Our theory of doing the best we can for our children is always to be doing something. We never think that the very highest best—if one may use the phrase—is to let them alone, and let them find out for themselves what they are and what they want to be. It is a piece of monstrous vanity, anyway, to want one's children to be just like one's self.

The art of letting alone never seems so admirable and so unattainable as when we deplore its absence in our associates. Nothing else is so fatal a barrier to friendship. It is not possible to be on terms of any sort of intimacy with one woman in a hundred without her trying to, more or less, supervise your entire affairs. It isn't enough for a woman to be satisfied with her own superlative dressmaker and infallible doctor. She is miserable until she foists them on every one of her friends, and then when she falls out with those paragons she expects you to change with her. All sorts of reasons have been given for the scarcity of friendship between women. The real explanation is right here in a nutshell. Just as soon as your neighbor gets beyond the call-on-your-day state she simply can't stand by, hands-off, and see you manage your children and husband in your own way. "Do you let your Bobby eat chicken salad and fried oysters?" she demands in an awful voice. "My children were raised on health foods until they were 6 years old," or she asks in tones that simply reek with disappointment if your husband isn't very often late for dinner, and then adds, "I always insist on promptness at meals." Of course, you feel like telling her that is isn't any of her business, but you don't. You just let her go, because no friendship is worth buying at the price of your liberty to do as you please, unvexed.

This inability of women to let another person alone also affords the explanation of why women are so loath to take another woman into their homes. Not long ago I was discussing the case of a gentlewoman

who was in sore need of a home. She was gentle, refined, cultured, but with no knowledge of any business by which she could make a living. "I should think," I took occasion to say, "that such a woman would be a perfect godsend to any mother, especially a woman who went out much in society and who had little children she was unwilling to leave entirely to the care of servants." "So she would," exclaimed my friend, "if she could only be induced to let other people alone, but she couldn't be in any one's house, to save her life, two hours without wanting to reconstruct it. Once she paid me a visit, and at dinner she almost had a fit because we had wine on the table. She raised a perfect storm every time we went to the theater because she happened to disapprove of that. She lectured my husband about belonging to clubs and the children about reading what she called trash and kept everything in a perfect ferment by doing what she considered her duty. I never was so glad of anything in my life as when I saw her depart. Nobody on earth would live with her if they could help it." And there it is, and there are millions like her.

It sounds like a joke, but it's the sober truth that a woman has to reach the very highest pinnacle of unselfishness and generosity before she is willing to let others do their own way, and be happy after their own taste, instead of hers, but how charming and delightful, how perfect and incomparable she is in every relation of life when she does master the art of letting others alone.

Dorothy Dix.

Thinks They Are Degenerating.

Old man Worry insists that the world is gradually going to the bad. He says that the boys nowadays are no account and want to get along without work and have plenty of money to spend. The old man says that when he was a boy he had to get out at 4 o'clock in the morning, winter and summer, and do an hour's work before breakfast and that he had to work till dark every evening and that if he went to town he had to walk and never had over twenty-five cents in the way of spending money at one time in his pocket before he was twenty-one. Now every boy, if he lives in the country, has to have a horse and buggy of his own and doesn't want to get up before 6 and wants to quit work at 6 in the evening. Furthermore he says that the boys all want to dress like dudes and spend more for clothes in one year than he used to spend in ten. Old man Cheerful, who lives next door to old man Worry, says that he has known the old man since he was a boy and that the average boy now is a good deal better than old man Worry was when he was a boy. He says that the old man's father was a skinflint who worshipped a dollar and taught his boys to do the same thing. If he happened to lose a ten cent piece he would fuss and fret about it for a month so that there was no living with him in any sort of comfort. Old man Cheerful

says that old man Worry's father was so close that he couldn't be honest and that he trained his boys the same way. When he sold hay in town if he could work in a lot of dirt or rotten hay in the load he would do it and sell the dirt and rotten hay for good hay. When the Worries brought eggs to town they would work in a few rotten ones if they could and consider it good business. Old man Worry never really had a good time in his life and was always too mean to enjoy himself. Old man Cheerful says that his boys have a lot of fun and that he is glad of it and that they know more than he did when he was their age and have more sense. Furthermore they come and consult him about business matters and are strong, manly fellows who can play ball or kick a goal as well as anybody and that is glad of it. He says that old man Worry's soul has shrunk up so that it will be overlooked entirely at the final gathering in all probability and never get into either heaven or the other place. Furthermore old man Cheerful insists that people generally are better and kinder and have more sense than the people did when he was a boy.—Merchants' Journal.

Self-Esteem.

During a display of winter hats a certain milliner placed in her window the following placard:

"If you wish a hat becoming to you, you must be coming to me."

His strength is but weakness who forgets the weak.

Alabastine

The Sanitary Wall Coating

Dealers handle Alabastine

Because it is advertised, in demand, yields a good profit, and is easy to sell.

Property Owners Use Alabastine

Because it is a durable, sanitary and beautiful wall coating, easy to apply, mixed with cold water, and with full directions on every package.

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Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

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Sell

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YEAST

FOAM

It is a Little Thing,

But Pays You

A Big Profit

LOST HIS JOB.

He Didn't Amount To Anything as a Man.

Everybody agreed that Donaldson was a wonder.

This is a remarkable sort of a statement to make about a man. It is all the more remarkable when the man is young; and when only one of a 600 man office pay roll and the "everybody" concerned are his fellow workers and rivals for the favors of the firm it is a startling thing to say. The man of whom all men hold high opinions is little commoner than the proverbial hen's teeth. It never has been recorded that there has been a hen possessed of teeth. There is one case on record of a man of whom all men spoke most highly; the man was Donaldson.

The things they said of him were exactly such as any ambitious young man would like to have said of him by his associates and superiors. That is, they said that he possessed all the qualities necessary to great success.

"First of all," said they, "he has a grasp on the detail of his end of the office work that is simply phenomenal."

To have a phenomenal grasp on the detail of your end of the office is a fine thing. In other words, you are familiar with the work that you are supposed to be familiar with. Most people, especially most young office men, do not have a phenomenal grasp on the detail of their job. Hence the man who has is well on the way to fame and promotion without the aid of any other eccentricities. People begin to look up the man with the phenomenal grasp. No, dear reader, not "look up to." They look him up, and—they ask him questions. They come to his desk and say, "Now, maybe you can tell me something about this," or "Say, old man, help me out in this mixup, will you?"

When the Man Way Up comes to face something that he isn't well posted on he says to the dummy who runs his errands, "Here, take this down to Mr. Blank and find out what it means." Or if the dummy himself is to face something new to him the boss says, "Oh, go down and see Blank; he'll put you right. It might be a good idea for you to try to get on to his system, too."

In this way Blank gets to be well known in the office. "Take it to Blank" becomes a slogan for the stumbling and ignorant.

"Blank will fix you up on that." Ah, young man with the ingrowing ambition, when they begin to say that about you in the place where you are trying to clamber over the necks of others and reach the top, the time has arrived for you to let the creases go from between your eyes; to loose the tensivity of your lips, to quit talking to yourself in your sleep, and to let up a little all around. For then, while you have by no means arrived, you may know that at last you have set your foot firmly on those rungs of the ladder where the weary, toilsome hand over hand climbing ceases and where the boosting system begins to get in its work. It may be long until you win the ultimate reward of such reputa-

tion, but you are on the easy road at last. Stay on it long enough and you are sure to reach the end.

Even so did Donaldson.

What the end may be depends entirely upon the way in which said reputation was acquired. If it was acquired honestly, the knowledge that you know more than anybody in the office about things important to the office's prosecution of the day's business, then certainly the end will be one of salary and honor. You will find that the head of the office can not afford to have near the bottom of his pay roll a man who knows much more than his fellows. You will find that a man with a reputation for extensive knowledge in the affairs of the firm soon will be needed in a higher position than the one you occupy; that soon after that there will be a vacancy in another and still higher position, and that after that—well, it all depends on how high positions run in the establishment with which you are connected. For they will need you at the top.

On the other hand, reputation may be simply a reputation and not the "real thing." "Real thing" in business argot stands for substantially the same as "character" does in the English language. "Reputation," the copy books tell us, "is what we seem; character is what we are." The difference is plain enough to be visible to anybody with eyes. While a person of character necessarily will have a reputation, it is not at all positive that a person of good reputation will be possessed of good character. In fact, there are plenty of people who have reputations, and nothing else.

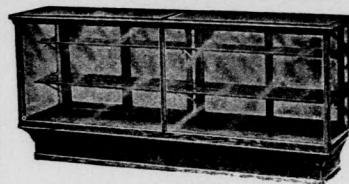
Now, Donaldson—but, as the real story writers say, the tale progresses too rapidly.

He began as an ordinary stenographer in the auditing department. The auditing department in Going & Co.'s office is just without the portals of the throneroom which is labeled "President's Office." This is as it should be. The accumulation representing the total work of the rest of the office filters through the auditing department in one way or another. He is the ears and the eyes, the best senses of the firm. If he isn't, there is something wrong somewhere. At Going's his department was all that such a department should be. Hence the opportunity to learn something about the principles upon which Going & Co.'s business was run was nowhere so great as in the department of the auditor.

It is sad, but a fact, nevertheless, that young stenographers, even such stenographers as break into the auditor's department, have a habit of sadly neglecting the opportunities to learn something worth while. Not that they can not learn. Their familiarity with the batting average of their favorite short stop, the condition of the track at Latonia, and the whereabouts of the best poker game in their vicinity prove conclusively that they are not deficient in the ability to learn. In addition to this, many of them know to the smallest detail how a dry Martini cocktail is compounded. But about the underlying principles of the work which

passes through their hands few of them know more than is absolutely necessary to the satisfactory fulfillment of their duties. This is not much, so a man like Donaldson becomes all the more noteworthy.

Donaldson, as has been intimated, was the Man Who Knew. He hadn't been taking the head's dictation for more than eight months before it became evident that here was a man with the keen insight, the quick comprehension, and the broad capacity that gives a man a big grasp on the things around him. He demonstrated this one fine day when the office was tearing itself to pieces over the problem of whether or not Belgrave & Sons, of St. Paul, were in a position to handle a \$20,000 order of perishable provisions. No one knew;



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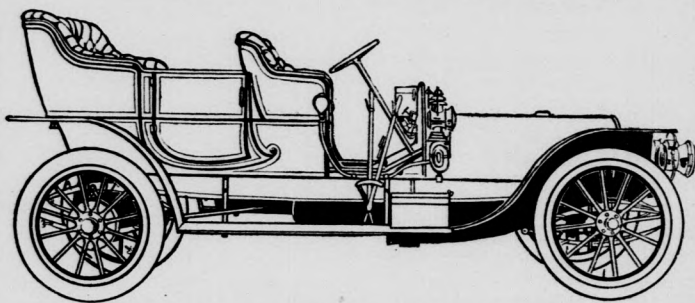
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Type H Six Cylinder Touring Car \$4000.00

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

no one present that day was expected to know. Old Hanson, the chief book-keeper, knew, but he was just at that time undergoing an operation for appendicitis, and could not be reached. So, when Donaldson came to the fore with statistics, and proved that Belgrave & Sons were capable of handling orders up to \$50,000, the office sat down and called him blessed.

"How in the devil did he know, I wonder," said the head of the car route department to the chief auditor.

"Oh, he's full of such tricks," was the answer. "Sort of a freak for knowing things like that."

Next time it was something concerning the proper invoicing of a certain peculiar foreign shipment.

"Do we insure it or don't we?" was the vexatious problem. It could be settled positively only by a Liverpool cable and reply. While the head of the export department was searching through the code book for the words he wanted Donaldson came to the fore. Going & Co. insured the shipment to the sea, where the foreign firm's agents took out the Lloyd's policy. Donaldson said this calmly and proceeded to hunt up old papers to prove that it was so.

"Well, how in — did he come to know anything about this department?" demanded the head of the exports. "That Karey's job; how is Donaldson up on it?"

"He knows something about every department; that fellow does," said a man from the auditing department. "He's the real Johnny at the rat hole."

Next it was in the auditing department itself. Something came up that puzzled even the boss. Donaldson was not puzzled. It was all plain to him. He told the boss and the boss gasped.

"Aside from Colson, who is on his vacation, I don't know of anybody who could have any chance to get next to those facts," he said. "Still Donaldson knows it, and it's that much more to his credit."

Now these are only examples. It was like this every once in awhile, Donaldson stepping into the breach with information that was badly needed, until people began to go to him for information. So he had his reputation.

Then Old Hanson retired. A week later somebody came to Donaldson and asked him something concerning Belgrave & Sons.

"You're the fellow who put us right on this last time," said the man. "Help us out now."

Strange as it may seem, Donaldson didn't happen to be able to do it.

"I'm sure I don't know just what I'd do in that case," he said. The man went away mad. "What's the matter with Donaldson?" he asked. "I thought he knew all about these people?"

A month later Karey went out of the export department. A month after that another man came to Donaldson. He wished to know something about insurance on export stuff. Donaldson looked over his papers and said he was sorry but he didn't happen to know anything about that phase of the matter.

"Huh!" said the man, "Donaldson isn't up quite as well as he used to be."

"Why?" said his boss.

"Didn't know anything about this thing, and he used to know all about it."

"Well," said the boss, "see Karey. Oh, Karey's gone, isn't he? Well, leave it here and I'll look it up myself."

Another man to leave the firm at this time was Colson.

"Here, Donaldson, you sort of help this new man on Colson's job, will you? See that he keeps things straightened out. Help him on the things that he isn't up on."

Two weeks later the new man came to the head and asked to be enlightened regarding a certain matter.

"Take it to Donaldson," said the head.

"But Donaldson doesn't know," said the man.

"What?"

"Donaldson doesn't know."

The head took the paper and went to Donaldson. "How about this? Don't you know how to take this thing up?"

"I'm afraid not," said Donaldson. "I thought you understood all about Colson's work."

"So did I," was the reply. "But that's something new to me."

"It's regular work."

Donaldson made no reply and the head went away and mused.

"Funny he doesn't know about that," he said. "If he knows Colson's work he should know this easily."

It was just then that the head of the export department came in.

"Say, your phenomenal young man, Donaldson, is falling off in his grasp on things, isn't he?" said the export man. "I thought he was the fellow that knew everything. Here I've sent to him four times in the last two weeks to get some help on the stuff that Karey used to handle, and he hasn't known a thing."

The man who wanted to know about Belgrave & Sons came in a minute later. His remarks tallied with the export man's.

"Say," said the auditing chief, "I'm going to look into this."

Then it was that the phenom was exploded. What the chief discovered was that it was not Donaldson who knew all about so many things, but Hanson, and Karey, and Colson, and several others. Donaldson had a system. He bought luncheon for the three named whenever he wished to find out something about their work.

Then he played the part of the human sponge, asking questions, letting the other fellow do all the talking, and in this way soaking up a certain amount of superficial information regarding the departments in which they were employed. Thus, when questions came up regarding the work of the men concerned he always had a chance to appear in the role of a modern Solomon.

But, alas, for the ambitions of Donaldson! The three men left. Then he was thrown on his own resources and this was bad for Donaldson. He quickly fell back to his level of mediocrity, and then he was found out.

The boss said when he discharged him that he wasn't letting him go because he was a poor stenographer. As a stenographer he was satisfactory enough. But that was all. He didn't amount to anything as a man. He was, in everyday English, a fourflush. He would find his money waiting for him at the cashier's cage.

Allan Wilson.

Tune the Old Dog Died On.

Champ Clark relates the experience of a Western politician who was making a house-to-house canvass some years ago.

This politician had come to a prosperous looking farm house at a cross-road, when he observed a comely young woman standing at the gate. Pulling up his horse, the candidate for the people's favor gracefully lifted his hat in salute to the young woman, and politely asked:

"No doubt, madam, your estimable husband is at home?"

"Yes," responded the woman.

"Might I have the pleasure of seeing him?" suavely enquired the politician.

"He's down in the pasture a-buryin' the dog," came from the individual at the gate.

"I am very sorry, indeed, to learn of the death of your dog," came in sympathizing tone from the candidate. "What killed him?"

"He wore hisself out a-barkin' at candidates," said the woman.

Many a woman never listens to her husband until he begins to talk in his sleep.

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stringent Pure Food Laws
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guaranteed in every respect.

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The Worden Grocer Co.

offers to the retail grocery
trade—such trade as may
fully appreciate the advantages of carrying goods of
superior intrinsic value—

The Quaker Brand COFFEES AND SPICES

These goods are perfect
in quality and condition.

Grand Rapids, Mich.

NATIONAL BANKS.

Interesting Facts by Controller of the Currency.

There are two kinds of paper money—money issued by National banks and money issued by the Government. There are three kinds of Government money, however: Gold certificates, representing gold metal stored in the vaults of the United States; silver certificates, representing silver metal in the vaults of the United States, and treasury notes, which are the old greenbacks of the civil war period.

Private banks, savings banks and trust companies are operated under charters given to them by the states, and are responsible alone to the states. The Government in Washington only renews for the right to establish a bank the word "national" appears in the name of a bank that bank is licensed by the United States, is subject to the laws of the United States, and is open to the supervision of the officers of the United States.

At least five reputable men must apply to the Controller of the Currency for the right to establish a bank, to sell stock, to choose a name, and so on. Their characters and their antecedents are carefully investigated. It is not necessary that they shall be men of wealth, nor are they even obliged to buy the shares of the bank, although it is best for them to do so. Some conspicuous person in their State, a judge or a well known and trustworthy member of Congress, must vouch for them. Once a jailbird of good address and ability started a chain of shell banks in the Southwest as a cover for his swindling operations. Since then we have scrutinized closely every one who applies to us for a charter.

The money which a National bank issues is manufactured in Washington, at the Bureau of Engraving and Printing, and shipped to the bank for which it is intended. Each bank note is signed by the President and Cashier, after which it may be put in circulation as the lawful money of the Nation. Behind the money are the bonds of the Government. For instance: If the circulation of a bank is to be \$100,000, the bank must go into market and buy United States bonds to that amount. The bonds are deposited in the National Treasury and can not be withdrawn so long as the bank continues its money in circulation. The currency, therefore, of a National bank is as safe as human wisdom can make it. A bank of that kind may be stolen bodily and carried away, safes, building and officers, but its own money, out among the people, is as sound as the Government itself.

National banks may pay interest on savings deposits, but they rarely do so. They are, in fact, the commercial banks of the country, doing business with manufacturers, merchants and others who are active depositors and borrowers, who take \$10,000 to the bank one day and check out \$9,000 the next day.

They can loan on collateral security, which means bonds and shares of stock, and on commercial paper, or,

more accurately speaking, on promissory notes, which are signed by the borrowers and also by indorsers, if the banks demand additional names in the way of security.

Loans may not be made on real estate—houses, lots, buildings, farms, etc.—but the restriction is frequently evaded. Under the law a National bank may take real estate security for "a debt previously contracted." Thus a man desires to erect a factory. He borrows money on his note to pay for the building. That is "a debt contracted." Then, by an arrangement with the bank, he puts a mortgage on the completed building, gives it to the bank, and thereby secures the obligation "previously" assumed. We constantly are running down such evasions of the plain spirit of the statute.

A loan no greater than 10 per cent. of the capital, and unimpaired, or actual, surplus of a National bank can be made to any individual, any partnership, or any corporation; and in no case, regardless of the size of the surplus, shall the loan exceed 30 per cent. of the capital. There is a National bank in Pittsburg with a capital of \$800,000 and a surplus of \$7,000,000. Under the law it can lend no more than \$240,000, which is 30 per cent. of its capital, to any borrower on earth. The Pennsylvania Railroad, the Standard Oil Company, John D. Rockefeller, or Andrew Carnegie could get no more. The Chemical Bank of New York, whose capital stock is \$300,000, but whose surplus, nearly \$8,000,000, makes its \$100 shares worth \$4,100 apiece in the market, can lend but \$90,000 to a single borrower.

There are 6,137 National banks in the country, which is an increase of 380 during the year, the new banks being principally in Texas, Oklahoma, Indian Territory, Minnesota, Illinois and Pennsylvania. The total circulation of all the banks in the country, in round numbers, is \$524,000,000. These are impressive figures, but more interesting, I think, is the sum of their loans. The active business men of the country have borrowed from the National banks alone \$4,300,000,000, which is almost five times greater than the bonded debt of the Nation, and we have just got through with a foreign war. You can not stalk upon the stage of human affairs and be entertaining with a mouthful of dismal figures, but every American should know that the banking power of the United States, which includes capital, circulation, deposits and surplus, is \$15,000,000,000, against \$19,000,000,000 for all the rest of the world.

The examiners are empowered to count the cash, look at every book, scrutinize all the commercial paper, and see the collateral which has been left with the banks as security for loans. Nothing properly can be kept from them. If they find conditions which ought not to exist they report the facts to me. Prompt action is then taken in this office. Nowadays when I call a bank back to the law or when any vital matter is at issue I require that the answer of the bank shall be signed by each of the directors. The signatures of the President,

Cashier and one or two of the Directors will not do. My purpose in every case is to compel an acknowledgment from all the directors that they have read my admonitions and that they intend to put their bank in order. With due modesty I think that is one of the best things I have done during my service in this office.

But while our examiners have the right to the fullest information obtainable concerning National banks, they can not search the hearts of mankind nor can they detect a forged signature to a note. Several years ago two bankers, father and son, clasped in one another's arms, drowned themselves in a lake out in the Northwest. The father of one of these men and the grandfather of the other left a legacy of concealed debt and dishonor to his son when he died. The son took up the burden in silence and carried it for years. Finally he brought his own son into the family shame and trouble—he had to, I suppose—and the two struggled, not without some degree of heroism, with the dreadful inheritance which was to end their lives.

After their bodies, linked together in the embrace of love and disgrace, were found an examination was made into the affairs of their bank. The vault was filled with forged paper. The father, having an office elsewhere and twelve or fifteen kinds of ink, had been the criminal. I recall this case, which was pathetic in some of its aspects, to show that, so far as human ingenuity has gone, it affords scant protection against forgery when two

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The Admitted and Undisputed

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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

or more officers of a small bank have entered on a conspiracy in crime.

"Practically there is but one cause for the failure of National banks—loans made to the officers of broken banks. Forgeries, thefts and all the crimes which are common in banks begin right there. Let me tell you a story. One of the finest men in the world, so all who knew anything about him said, put \$50,000 of his own money into a bank out West and became its President. He was young, immensely popular, capable and honest. Persons whom he knew, men of millions, were going into amalgamated copper when it was 20 or 30 points above par. They said that Standard Oil was to be duplicated in red metal, and all that sort of thing. Owners of railroads and factories, they were no cheap prophets. The young banker telegraphed an order to a broker in New York. Just at that time \$2,700 of money due to him was sent West from that city by mail. Amalgamated went down a few points. The broker called for his margin. The banker, his money in a letter coming to him as fast as steam could carry it, took \$2,700 of the bank's funds, which would be replaced, he thought, within forty-eight hours. More margins next day. More the day following. There is no use to dwell on the story. The shortage amounted to \$190,000. A number of the Directors were in Europe. One of those who were at home fairly flew to Washington. 'For God's sake,' he said, 'give us time to save the bank. We will meet the embezzlement, and no depositor shall lose a cent.' I could have filled the atmosphere out that way with lightning and all kinds of trouble, but I waited. The bank was saved, but the door of the penitentiary closed behind its ruined President.

Now the point is this: Passing over the fate of the young man and gladly admitting he was honest at the beginning—the point is that he was "it" in that bank, the head and front of everything, and could loan himself money by one process or another outside of the knowledge and permission of his Directors. They were busy men in their own affairs. That is the common moral and business infirmity of directors in general. I go so far as to say that no officer can rob a bank unless his directors are either his dupes or confederates. The only way to stop crime is to make its commission impossible. Government supervision of banks, through its Controller of the Currency and his examiners, can only detect a wrong act after it has been done. The directors of banks must be the forces of prevention. They alone are to blame when a bank is looted by its trusted officers. I say this without any qualification whatever.

Not long ago I got after a man in Texas. He was the bank, the cottonseed company, and the cotton baling concern of his town. The capital of his bank was \$50,000, his surplus \$40,000 and his deposits \$150,000. He had loaned himself, under these conditions, something like \$125,000. There were directors in the bank, of course.

The man came storming to Washington after his receipt of my letter. "That money," he said, "couldn't be safer. Why, my dear sir it's in cotton, and the cotton is right across the street in a warehouse, where I can see it every hour of the day. Besides, it is insured. Government bonds couldn't possibly be better." Nevertheless, he went home and fixed matters. His bank was sound and really not threatened, but it was not doing business inside of the law and his directors were criminally negligent in their duty.

There is a dominant man in nearly every bank in this country. When he is honest and a genius no one suffers. Even so, he needs supervision, and having common sense and integrity, he does not object to it. Sometimes the dominant man is a director with many allied and hazardous interests. Again, he may be the President with factories or real estate on his mind and hands. Possibly he is the cashier who thinks he sees a short cut to wealth through a broker's office. No matter what he is, whether he has visions in dreams or revelations by word of mouth, he would be almost harmless if his directors checked him up in person and put truth and vigilance on his track. And the Supreme Court of the United States makes the directors of all banks responsible for the acts of their officers.

It would increase the security of state banks, including trust companies, to have a system of direct supervision and examination by fearless and honest public officials. The dread of inspection is a wholesome power for good. I fancy the examiners of National banks accomplish more by the silent influence of their presence than in any other way.

The bank officer who expects "to put it back" is a greater criminal and more dangerous than the man who takes it with a dark lantern and dynamite. The police know the robbers who carry jimmies. Unfortunately there is no directory of the other fellows. William Barret Ridgely.

Celtic Wit Always on Tap.

A fat Irishwoman, bearing a number of bundles, entered a crowded street car. The only semblance of a seat she could find was a small space at the right of a smartly dressed youth. Into this space, sufficient only for an individual of ordinary size, the fleshy Irishwoman squeezed herself, much to the annoyance of the youth.

After a moment or so the Irishwoman produced a cheese sandwich, which she proceeded to devour with every evidence of relish.

At this the youth gave her a look of ineffable disgust and drew the skirts of his frock coat closer to him.

"I suppose, me lad," good naturedly said the woman, "that ye'd prayfer-r to have a gentleman sittin' next to ye."

"I certainly would!" snapped the youngster.

"So would I," calmly responded the fat person.

Some men think they are industrious because they always pick up the iron of trouble while it is hot.

The Surgical Butcher.

A Kalamazoo lady had given her butcher her daily order over the telephone, and later in the day decided to change it a little and countermanded an order she had given for some liver.

Ringling up her butcher she said: "You remember that I gave you an order for a pound of liver a while ago?"

"Yes," was the reply.

"Well, I find that I do not need it, and you need not send it.

Before she could put down the receiver she heard the butcher say to some one in the shop: "Cut out Mrs. Blank's liver. She says she can get along without it."

Revenge gives birth to remorse.

Sherwood Hall Co., Ltd.

Jobbers of

Carriage and Wagon Material

Blacksmith and Horseshoers' Tools and Supplies. Largest and most complete stock in Western Michigan. Our prices are reasonable.

24 North Ionia St.
Grand Rapids, Mich.

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

Too Valuable to Miss

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

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

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

ARBUCKLE BROTHERS
NEW YORK

These Vouchers are Only Redeemable
From a Retail Grocer

WEALTH AND FAME.

They Hover Around the Door of Opportunity.

What a thing luck is!

Take, for example, the case of Cortelyou, who has just been made Secretary of the Treasury.

Seven or eight years ago there was a young clerk in the Postoffice Department at Washington who was known to his superiors as a bright fellow and a good stenographer. But he had attracted no special attention, and it was by merest chance that he was assigned to do some work at the White House. The President receives about a thousand letters a day—frequently twice that number, when some question exciting widespread popular interest is being discussed among the people—and the business of answering them, under the general direction of the Secretary, occupies the attention of a number of typewriters and shorthand experts. It so happened that there was an extra press of this kind of work, and a hurry call for an additional clerk was phoned to the Postoffice Department. In picking a man to fill the order the choice fell upon George B. Cortelyou.

Now, there is every reason to suppose that if it had not been for this lucky accident Cortelyou would have remained in the Postoffice Department and that—promotions from the ranks being rare—he would to-day be laboring there as a humble clerk at a salary of \$30 or possibly \$35 a week. But here was his opportunity and he made the most of it. Toiling early and late, he made himself so useful to J. Addison Porter, the President's Secretary, that soon he was advanced to the place of Assistant Secretary, and, when Mr. Porter died of overwork, he succeeded quite naturally to the position. Mr. Roosevelt, coming to the White House, retained him, and, later on, gave him a portfolio in the Cabinet. He has held three Cabinet jobs (as Secretary of the Treasury he is next in rank to the Premier) and by many astute politicians he is esteemed a formidable candidate for the Presidency.

When Lyman J. Gage was only a banker and had not yet had any Cabinet aspirations he was acquainted with a young reporter who used to come to see him to get financial news. In the course of time it so fell out that Mr. Gage was invited to be Secretary of the Treasury and the reporter, whose name was Frank Vanderlip, asked him for the job of Private Secretary.

It was a modest position, paying only \$40 a week, and the financier told him that he would do better to stay in Chicago. If Vanderlip had accepted the advice he would doubtless be a reporter still, but, as it happened, he chose the other alternative, telling Mr. Gage that he felt there were opportunities in Washington of which in some way he would be able to take advantage.

So he got the job, and made himself so useful in Washington that, by and by, when the place of First Assistant Secretary of the Treasury fell vacant, Mr. Gage gave him the position. His pay was more than dou-

bled by the promotion, but this was a matter of small importance, relatively. The First Assistant Secretary is brought into close relations with the great financiers of the country, incidentally to business that has to be transacted, and he is so situated as to be able to bestow or withhold favors which may be worth millions of dollars to them—without varying from the line of strictest right doing, be it understood. Thus he came to be on friendly terms with the most powerful of the moneyed men, and not long afterwards he was translated from Washington to New York, where, as Vice-President of the Rockefeller Bank, he draws a salary of \$75,000 a year.

Now, when Vanderlip ceased to be Private Secretary to Mr. Gage, he was succeeded in that position by a bright young clerk in the department, named Milton Ailes. Ordinarily a Government clerkship is death and burial to a man's ambition, because there is little or no chance to rise, but once in a long while luck, as in Ailes' case, finds the way. Ailes made himself indispensable to Mr. Gage, and when Vanderlip dropped out he was made First Assistant Secretary. Another case of golden opportunity—as was shown a few months later, when Ailes was made Vice-President of the Riggs Bank in Washington, which represents the Rockefeller interests at the National capital.

All of which goes to show that one of the best ways to invite opportunity is to follow the fortunes of men who have already achieved success. Mere hard work and cleverness will not create the golden chance, but there is such a thing as exercising judgment in deciding where to look for it.

As an illustration of pure luck no case could be more remarkable than that of Leonard Wood, who, a little over eight years ago, was an assistant surgeon in the United States Army. He would be to-day a full surgeon, drawing perhaps \$250 a month, and with small hope of further promotion, if it had not been for the breaking out of the war with Spain. But it so happened that Mr. McKinley had employed him as his family physician; and Mr. McKinley, who was the most amiable of men, loved to bestow kindness upon those associated with him. Thus he made his office telegrapher a lieutenant colonel in the regular service, and created his doorkeeper a major. It is not surprising that, under the circumstances, he should have given the agreeable young doctor the command of a regiment.

What followed is familiar history: Wood, while accomplishing nothing extraordinary, proved himself efficient, and with bewildering rapidity orders were issued from the White House giving him promotion after promotion. He was made brigadier general and then major general of volunteers. As soon as the war was over he was created a brigadier in the permanent military establishment; and then something happened. Mr. McKinley was murdered. What a misfortune, truly, for Wood! But mark what followed: Mr. McKinley was succeeded by the closest and most

intimate friend Wood had in the world, Theodore Roosevelt, who promptly proceeded to make him a major general in the regular army, thus promoting him, from first to last, over the heads of 600 officers who had ranked him in the line. Thanks to which the erstwhile regimental doctor to-day enjoys the certain prospect of becoming within a short time the generalissimo of all the forces!

Luck! Why, there's nothing like it to help a man on in the world. Take, for another instance, Robert J. Wynne, who, three or four years ago, was correspondent in Washington for a New York newspaper. He had been a poor boy, a widow's son, and as a youngster in Philadelphia had earned a living by running errands at \$5 a week. But he was smart and in-

dustrious, and he learned to be a telegrapher, afterward drifting into journalism. When Mr. Roosevelt made him First Assistant Postmaster General everybody was surprised, but thought it a first rate appointment.

He found graft rampant in the Postoffice Department and, being an honest man and fearless, did much to help in stamping it out. But it was "all in the day's work," and nobody could have been more astonished than Wynne when he suddenly was appointed to a place in the Cabinet. It was to be only for three months, until Cortelyou was ready to take hold of the job, but at the end of that time—to cap the extraordinary climax—the President, accepting his resignation with one hand, bestowed upon him with the other the most

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 Required to Sell It
Good Grease Makes Trade
Cheap Grease Kills Trade



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

lucrative office in the gift of the Government, the place of consul general at London, acting in which capacity he is now drawing a salary of \$35,000 a year, including fees!

It pays to be the friend of presidents.

Thirty odd years ago a young man was working on the New York Sun as a reporter. He was capable, and made fair wages—\$25 a week. After awhile he drifted to Albany, as a correspondent, and his business brought him into contact with a man, himself at that time comparatively obscure, who afterwards became governor of the State. He eventually was appointed private secretary to this governor, who found him so useful that, when he was elected to the presidency of the United States, he took his clerical factotum with him to the White House.

This was young Daniel Lamont's opportunity, and he made the most of it. At that period the position of private secretary to the President was not considered of much importance, and the pay attached to it was only \$40 a week; but the young man from Albany soon made it apparent that he was the power behind the throne, and influential congressmen were so anxious for his good will that they raised his salary to five thousand dollars a year. Since then his successors in that office have been called secretary, and have held, to all intents and purposes, membership in the Cabinet. But Lamont died the other day leaving an estate of nearly eleven millions of dollars!

It has been said—and the statement may scarce be contradicted—that no man in a lifetime can make a million dollars. By which it is meant that in the short span of productive existence allotted to an individual it is not possible for him to earn or create that amount of value. What, then, shall be thought of the achievement of Daniel Lamont, who, starting with practically nothing, in not more than twenty-five years accumulated \$11,000,000? Against his honesty there was never even a whisper; but he knew how to take advantage of an opportunity, which in his case was certainly golden. It opened to him the floodgate of wealth, which poured in upon him in such a tide that he could not spend the income of his money.

"Charlie" Schwab was an employe in Carnegie's steel works at Braddock, Pa., when the great ironmaster heard him play Scotch airs on the organ, and, inspired with interest in him thereby, started him on the path which led to a salary of \$1,000,000 a year and the presidency of the steel trust.

Senator William A. Clark, of Montana, was selling flour, potatoes and shoes in a mining camp at Butte, when a couple of swindlers sold him a gold mine which, although it proved to contain no gold, accidentally was discovered to be one of the richest copper deposits in the world. He took 30,000,000 pounds of copper out of it inside of two years, and the money thus acquired became the nucleus of one of the greatest fortunes in existence. Clark's income to-day is said to be \$1,000,000 a month.

John W. Gates, the "wire king," of whom it has been said that he "thinks in millions," owes his fortune primarily to an accidental meeting with Isaac Ellwood, the inventor of barbed wire, who was pleased with him and took him into partnership.

The most noteworthy of all examples illustrating the influence and value of luck, however, is afforded by Theodore Roosevelt himself. His case, indeed, shows in a most striking way how success in life must depend largely upon the accident or opportunity.

To-day everybody recognizes the fact that Roosevelt is a really great man. He was a great man nine years ago, but at that period nobody had discovered the fact. He was liked, and even admired. When he spoke in public—as he did whenever he had a chance—he always had something interesting to say. But all his ability and energy could not obtain for him anything better than second rate places in the public employment. Harrison appointed him a civil service commissioner; he was made police commissioner in New York City; and afterwards McKinley gave him a job as assistant secretary of the navy. But there was no special prospect of further advancement for him; and there is not any reason in the world for supposing that, if it had not been for the accident of the war with Spain, he ever would have risen higher than the position which he occupied in January, 1898.

Mrs. Roosevelt urged him not to go to the war. Wifelike, she was afraid he might be killed. It was not incumbent upon him to go, inasmuch as he was doing useful service in Washington. But he said to her: "I must go. Such an opportunity comes to a man only once in a lifetime, and I must take advantage of it." He went, and the world knows what came of it. The campaign of Santiago, as he says himself, was a little one, but a generation had passed since the nation had had a war, and on his return he was welcomed as a hero. His newly acquired military reputation made him governor of New York, and hardly had he been translated from the governorship to the vice-presidency when Mr. McKinley was assassinated, so that he fell heir to the great office of Chief Executive.

Yes, indeed, opportunity is a wonderful thing, and it comes not always to those who seek it worthily. Who can doubt that many a great man, for lack of it, goes to his grave inadequately esteemed—that many a man dies poor who might have been a multi-millionaire if only the golden chance had fallen in his way? Brain and industry are winning cards, but he who does not fully appreciate the potency of luck fails to realize the conditions governing the multitudinous hazards of the game of life.

Rene Bache.

Ugh! the Waters of Mecca!

Holy water is not of necessity pure water. A recent sample of the sacred water of the Zeus Zeus well at Mecca shows a rusty colored sediment, which proves to be hydroxide. The water obtained by Sir Richard Burton at the risk of his life was sealed

up in tin bottles of a peculiar shape, but in that case the only insoluble matter was in the form of beautiful silken crystals containing tin derived from the interior of the flask, and there was no iron present. The residue, when heated, gave off a sickening odor and turned black. It contained about ninety times as much free ammonia as is present in ordinary water, and he remarks that to call it polluted water would be mere euphemism. This is not surprising when it is remembered that for generations this water has been poured over myriads of pilgrims, who drank what they could while it rained down on them and back through a grating into the well. Hence the water has become little better than sewage effluent. That brought home by Burton was extremely bitter. He tried to make his fellow pilgrims drink more of their dose of Epsom salts, while he mocked at their scanty and irreverent potations. The water is permanently dangerous in itself apart from the share it is known to have from time to time in spreading diseases, like cholera.

He Was a Food Inspector.

"What is all that row in your house, Tommy?" asked the neighbor of the small boy.

"Why, ma's canning fruit," explained Tommy, with an appreciative glance toward the window from which poured the sound of angry voices, "and pa's a food inspector, you know, and he's trying to tell her how she ought to do her work."

A Mine of Wealth

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

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

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

3. It is a profitable investment for the stockholders.

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

Hastings Industrial Co.
Chicago, Ill.

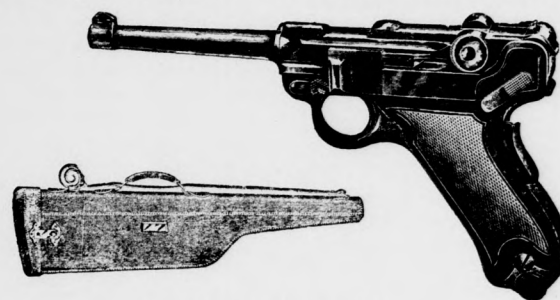


Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

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.**



Timely Talks on Shoe Advertising.

Do you keep a record of your advertising? The wide-awake merchant knows just what advertisements are pulling in business. Knowing this the advertiser should have a fair idea of the kind of advertising to use. The average daily business is not a mystery to the merchant. His books tell the story, if the cash register doesn't. When you use a page advertisement in a paper that reaches your customers you should be able to note an almost immediate response along the line of the articles quoted. If the increase doesn't come there is either something wrong with your advertising, the medium or the selection of goods for the advertisement. We frequently find some of our friends advertising blankets in the warm August weather and summer silks in mid-winter. In order to sell goods you will have to push what the people want. We have from time to time appealed to you to be seasonable in your advertising.

Unseasonable advertising is not so much due to lack of knowledge of the right things to push to the front as it is to carelessness in permitting old copy to run into the senile age when it does nothing but advertise the lack of business acumen on the part of the merchant.

If you can not find time to change your advertising, there is just one other thing to do—cut it out and save the money that it would cost you to run it.

When an advertisement is not delivering the goods make a change. If you have been neglecting some important feature, like the quoting of prices, try the effect with prices properly quoted.

Then there are times when bargains are necessary to revive interest—the between seasons. Then is the time to bring attractive little things to the front. There are scores of things that appeal to the ladies every day in the year, except perhaps immediately after the holidays, when there is but little money for notions. The merchant should not forget the drawing power of the little things—even the 5 and 10 cent goods, that sell like sixty and always draw a crowd.—Shoe Trade Journal.

Some Methods of Attracting Trade.

An excellent method of attracting trade, especially for school shoes, is to have a supply of buttons printed with a good picture of the school or schools the children attend. These should be placed in a conspicuous place in the window and attention called to the fact that they will be distributed to customers of the store. The same idea might be extended to picture cards or to small photos of the school or group of pupils and teachers. As these are slightly more expensive than the buttons a certain definite amount may be required as a purchase before the photos are distributed.

One merchant advertises to keep all kid gloves sold by them repaired free of charge.

Another offers a pair of heavy canvas football pads to be given free of charge with each purchase of one dollar and over.

A third offer was a year's subscription to a popular ladies' journal free with every pair of ladies' shoes sold on certain specified days.

A popular offer with boys was a fine nickel watch with every purchase amounting to \$7.50 or over. This was advertised to be a good timekeeper, in a substantial case, and something which every boy should have to teach him punctuality.

A Kansas City merchant offered a pair of shoes free to each of the first twenty persons discovering the correct number of phonetically spelled words in the firm's advertisements beginning in two of the local papers on a certain date and ending at another specified time. The choice was offered of any pair of shoes in the store.

A free kinetoscope entertainment was held out by another merchant as an inducement to customers. This was described as a marvelous picture show to be held every day during an entire week, four entertainments to be given daily.

Wooden Shoe Fixtures.

It is said that in many places wooden shoe fixtures are fast taking the place of the metal fixtures in exclusive shoe, clothing, haberdashery and millinery shops. The shoe man started the run, and is still in the lead. In advertising a dealer selects his best article and makes it the most prominent thing in his display, and for this very reason should a shoe dealer in a country town be the first in his town to equip his windows with wooden shoe stands and fixtures. The consumer is a lover of progressiveness. The merchant who starts the wooden fixture craze (not a fad) in his town will get the credit for the utmost progressiveness.

Wooden fixtures are more attractive—they are taking the place of the metal fixture as the mission style of furniture is taking the place of the upholstered pieces of our grandmothers. Wood fixtures are easier to keep clean and the mission style in furniture is apt to contain less vermin, too. There must be a reason nowadays for every change made in the fixture line. There are many good reasons to explain why dealers are taking to the wooden shoe fixture. Wood lamps, wood backgrounds, wood fixtures, wooden and mission settees are all the go now. Then there is an economical side to it, too. They do not cost any more, and they last longer and look more progressive.

Perfect Legal Proof.

"John, I've lost our marriage certificate."

"Oh, never mind; any of those receipted millinery bills will prove the ceremony."

People who take trouble by the forelock never get more than a hind-sight of happiness.

How Office Boy Became Member of Firm.

"What we want here, and will have if money can get them, is men who will work for the interest of the firm. And another thing, young man, is—obey orders. When you become one of the force you are to subjugate personal affairs, fancies, fads, and all that sort of thing. Do you comprehend?"

Billy Pangborn thought he did, and immediately responded by saying:

"Yes, sir."

"That's a good starter for a young man. All right; I'll test you. Outside in the gutter is a brick. Go out, take up that brick and smash it through this plate glass. Hurry up, get lively and obey orders."

But Billy hesitated. He twiddled his cap from one hand to the other and stepped from crack to crack in front of him. Perhaps he is about to lose the job after all; perhaps he is on a wild goose chase and is only posing as a monkey in the estimation of the well fed, well groomed head of the firm who is piercing him with a pair of light blue eyes. Did the man really mean it, or was it only a test given in mere sport?

"I said we wanted men who would work for the interest of the firm and obey orders. Go take that brick and smash it through this window. Why don't you obey orders?"

"I—I am sorry I came to bother you. I—I heard you wanted a boy, and—"

"We do want a boy—one who will obey orders. I like your looks."

"Thank you—"

"But you don't move quick enough to please me. I guess you will not fill the bill, after all."

"Hire me and try me. What do you pay, sir?"

"Five a week."

"I'll take the job—"

"Umph! But I haven't hired you yet, boy. However, I like your looks, as I said before. Consider yourself hired—"

"Thank you. Now I am drawing \$5 a week. Now I am obeying orders, and—"

Billy cut short his remark, slipped through the doorway, took up the brick, and began to get busy.

"Here, you young rascal! Drop that brick and come in here and earn your wages," cried Jones. "Now go back there in the shipping room and tell the man with a blue jumper to put you to work."

"Thank you, sir."

"I—I wonder if he would have smashed the brick through the window, after all? No telling what fool boys will do," muttered Jones in an undertone after Billy disappeared.

Billy worked so efficiently for the interest of the firm that he became the junior member after due time. He dropped—or rather the good fellows he worked with dropped for him—the name of Billy after he was called to the front.

One thing that always had bothered Jones during the years while Billy was crawling to the top was this: "Wonder if that little rat would have dared to smash the brick through the window?"

And he only found out yesterday,

and yesterday was William Pangborn's wedding day. And the fair bride was Milly Jones, the daughter of the senior member of the firm.

Jones stepped from the library and went into the hall. Luck was with him, for the new bridegroom was approaching him. He beckoned to the fine young fellow, led him into the library, shut the door, and said quizzically:

"See here, William, I want to find out one thing: it has fretted and bothered me for a long time—"

"I—I am in a bit of a hurry, Mr. —"

"Call me Dad, just the same as the others. Mine are all girls, you know. You're my son now—"

"Thank you. You have always been kind to me since the first day we met. I must be going—Milly—"

"Yes, she's awaiting; I know that. You'll soon be away enjoying the honeymoon—and my blessings go with you, son. But you've got to clear up one mystery before you go. Now, honestly, William, tell me the truth—would—would you have smashed the brick through the window years ago?"

"What makes you ask such a funny question? I was obeying orders, if you will recollect—"

"Never mind that. Tell me candidly—would you?"

"I—well, since you ask me—"

"Come, William," came a voice from the hall.

"Tell me, William—would you?"

"I will tell you the truth. No, not if you had doubled my wages I would not have done such a fool piece of business. I didn't think it was necessary to do that—because it was not for the interest of—"

And away the new bridegroom darted with his fair bride, followed by the good wishes of all. And Jones waved a fat hand after the carriage and muttered:

"That girl gets what she deserves—and Billy gets his, too."

Horace Seymour Keller.

Good Example Set by Galveston.

At the November meeting of the Grand Rapids Board of Trade Charles W. Garfield remarked:

"While in Galveston, Texas, last Wednesday, I noticed neat and substantial receptacles for refuse located at numerous places along the chief business streets, and these receptacles bore the legend: 'These cans are for the convenience and use of the public as receptacles for waste papers, fruit peelings and the like. Please use them. Five dollars reward will be paid by the city for information of anyone who deposits filth in or otherwise abuses these cans.' And, again, as I walked along I saw placards prominently placed, announcing: 'The Humane Society will pay \$25 reward for evidence convicting any person of abusing children or animals. Please notify any city policeman.'"

"These announcements explain the presence of a very clean city and, better still, they prove that the Humane Society and the Civic Association of that city are receiving the hearty and effective co-operation of the civil authorities of Galveston."

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 Shoe Dealer
Who Isn't Married

has several things to learn about women buyers. You'll learn that they compare the wear and price with their neighbors, and when a woman customer says, "I want a pair of shoes that will wear better than this pair and Mrs. So-and-So's boys always wear their shoes longer than the shoes I get here," it's your cue to sell her just what she wants:

Hard-Pan Shoes for Boys

She has good reasons for buying carefully—perhaps a half dozen reasons why, all the way from two to ten years old—and it is up to you to keep a better line of boys' shoes than any of your competitors if you want to shoe that family.

The Hard-Pan line is yours for a postal if the other fellow has not got ahead.

Our Name on the Strap of Every Pair

HEROLD-BERTSCH SHOE CO.
 Makers of Shoes
 GRAND RAPIDS, MICH



Celebrated "Snow" Shoe

We have been made the Michigan distributors of the celebrated "Snow" Shoe, and have purchased the entire stock which the C. E. Smith Shoe Co., of Detroit (the former distributors who are retiring from business), had on hand, so that we might be able to fill orders at once and without delay while more are coming through the works.

There is no shoe in this country that has so favorable a reputation as "snappy, up-to-date" goods, together with the fact that this manufacturer is the only one who **guarantees** his Patent Leather Shoes against cracking.

Those who have purchased of the C. E. Smith Shoe Co. can re-order of us, using same stock numbers, and while the present stock lasts you will receive old prices.

Do not forget that we are the Michigan distributors of the celebrated "Snow" Shoe.


Waldron, Alderton & Melze
 Saginaw, Mich.

A SIGN of the TIMES



and the significance of it is that it appears only on the **highest grade of Rubber Footwear made.**

Wherever you find it it's a guarantee of excellence **and we stand back of it.**

When in doubt play safe and look for the "Sign of the cross." 



It's an anti-trust sign, too.

Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

Some Attractive Trade Pulling Advertisements.

People who have things to sell are interested as perhaps never before in the subject of advertising. Shoe manufacturers and retailers are quite as much interested as other people. Publicity marksmanship is an accomplishment most eagerly sought and highly prized. Everybody yearns for new light on advertising.

The needfulness of advertising has called forth a multitude of counselors. Some of these advisers have said things at great length, but the probability is they haven't said the last word on the subject. Substantial progress has assuredly been made in the last ten years. A good many principles of a general character have been discovered and stated. Many excellent advertisements are being produced, as any one who has an eye to advertisement merit may see for himself. Yet modern advertising is practically a new field. It's not only a new field, it's a big field—big enough for everybody who has negotiable ideas—and an exceedingly profitable field for any one who has commodities that he would like to exchange for coin.

The show merchant who adds to other needful business qualities the ability to write convincing, fetching, out of the ordinary advertisements is the man who is going to do the bulk of the shoe business in any community. Of course it isn't every one who can do that sort of thing, for the production of good copy is an art, and like all other arts presupposes the "artistic temperament." Many a good and capable shoe merchant who has felt himself to be lame in that direction, or who, because of the bulk of other duties, feels that he can not wisely devote the necessary time to it, has wisely turned the matter over to another. But the successful shoe merchant of to-day never makes the mistake of depreciating the trade-getting power of printer's ink.

The plain truth of the matter is that people expect the merchant to print things about his commodities. They demand it. You can deplore the situation to your heart's content; you can scream yourself hoarse telling the dear public that it makes this demand to its own hurt; and that in the end the customer and none other must pay for all this expenditure of ink and paper—but all your chiding of the public will not change the public one whit. So you'd just as well save your breath to cool soup with and console yourself by the reflection that the money comes out of the public's pocket anyway.

The public expects you to talk about your shoes, and to talk about them in an enthusiastic and entertaining way. They look over the printed page just to see what you are going to say next, and how you are going to say it. If your appeal is trite or commonplace, they are disappointed in you, but if your advertisement has the charm of novelty—the charm of "otherness"—about it, it has something of the effect of a personal compliment.

In getting up your advertisement the motive to which you appeal is an important consideration. These

motives are many and various; cupidity, desire for style, comfort, serviceability, etc. Perhaps the motive most overworked at present is cupidity. The public has been told so often just how and where it can get something for nothing it is not to be wondered at that it has lost as a drawing feature much of its original force. Aside from this consideration there are much more serious objections of an ethical nature to be urged against it. There are plenty of legitimate motives—and really more potent motives—to appeal to. And these are sufficient for anybody's needs.

Take stylefulness for example. People want style in footwear, and there is no reason why they shouldn't have it if they want it. They are willing to pay for style. Don't expect anything else. First of all, then, qualify to meet the requirements of style. Learn the new lasts. Study the newest effects. Get the goods. Then speak with the authority of facts back of you. In stressing the style-feature of your footwear you will require a line of snappy, up-to-date cuts, which your manufacturer can probably supply you with. One or two of these in conjunction with a suitable heading will be sufficient to call attention to your statement. Let the statement be varied. Below I give two or three examples showing how the style element may be emphasized.

"Stylefulness in shoes is a tricky and variant factor. To-day it's here; to-morrow it's somewhere else. This is why people who want Just the Thing in footwear like to deal with the man who knows.

"We know! We make it our business to know the latest and snappiest lasts; then, knowing that we know what to get, we get what we know you'll like—if you know style. If you are from Missouri all the better.

"The foundation of style in a shoe is unity—a consistent and forceful development of an idea. Every line must count.

"That's why the really modish shoe isn't just every shoe.

"Now we assume you want artistic merit in addition to intrinsic goodness in the shoes you buy. That's the reason we get the really correct thing, although it may not yield quite the same margin of profit as some other shoes. If you are interested in stylishness—although you may not be in the market for shoes just yet—drop in and see the kind that illustrate.

"The finishing touch that completes or mars the effect of an otherwise well dressed man or woman—is the shoe. Tasteful dressers know this. That's the reason they demand something distinct yet harmonious when it comes to footwear. If you have a penchant for propriety and stylefulness in the shoe you wear, we would just like you to look over a new bunch of our fashion-setters. They combine wearability with tastefulness."

Forcefulness is gained in the construction of an advertisement by appealing to a single motive. To diversify your appeal weakens your proposition. Be sure of your motive then go ahead. Select some definite (and important) feature in the

Mayer

HONORBILT SHOES

(CUSTOM MADE)



This is the line of Men's fine shoes that has made necessary the erection of a large new factory to supply the demand.

Write for the agency.

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

make-up of your shoes, and ring all manner of changes upon it.

To illustrate this point: In every city there are scores of people troubled more or less seriously with "flat-foot" or "broken-down" arches. Hundreds of people who are not actually troubled with it stand in awe of it. Defective shoemaking is undoubtedly responsible for the majority of these cases. Enlighten the public on this fact. You will confer a real benefit—and what is more to the point from your point of view, boost your business by so doing. Get a line of shoes especially strong in the instep—a good, solid, all-leather instep with plenty of steel in it—and then proceed to call attention to that feature of your shoes.

You might start off by saying something like this:

"Of all the ills that beset suffering humanity, a 'Broken-Down Arch' is not far from the limit. When it once becomes chronic it is incurable. Then the succeeding years are filled with suffering as excruciating as it is expensive. Isn't it the part of wisdom to guard against such a calamity by wearing a properly-built shoe—one that will hold the arch of the instep to its normal curve?"

"In addition to more obvious good qualities, such as style, finish and leather-value, O. K. Smith sees to it that his shoes are built with a strong, reinforced instep. You can't break them down.

"Yet with all their strength, these shoes retain that flexible, easy feeling."

Or again:

"Ever study the anatomy of the human foot? If you wear shoes it'll pay you to do it. The separate bones forming the instep are built after the manner of a march. Sometimes that arch 'breaks down.' Standing, walking, carrying heavy burdens often produce what is called 'flat-foot.' But nine times out of ten faulty shoe-construction is at the bottom of it.

"It usually comes on gradually. For years, it may be, you are afflicted with a 'tired feeling' in the feet. Occasionally acute pains serve to remind you that your feet are in trouble.

"Then's when you should act—if you're ever going to. Get a shoe with a strong, reinforced instep, etc."—Cid McKay in Boot and Shoe Recorder.

Baldness May Be Prevented.

We are just beginning to think about paying more attention to our hair. This is especially the case with men who even yet are far from viewing the matter from a hygienic standpoint. The main reason for the great numbers of bald heads is lack of easily carried out hygienic rules. The present style of hat is a great criminal in this respect. With women the beauty of the coiffure depends upon the condition of the hair. Unless you know how to keep your hair in shape, thick, glossy and shining, you can not hope to have a satisfactory coiffure. Your hair must be well groomed and brushed until it gleams. This is the great secret of good hair.

Snow Storm

It's coming
Prepare for it with

"Glove" (Brand) Rubbers

The best fitting
The neatest looking
The best wearing rubbers made

Hirth-Krause Co.

Grand Rapids, Mich.



The Line of the Least Resistance

toward success in the shoe business lies in selling serviceable, stylish and practical footwear.

The shoes we make are suitable to every purpose shoes are put to. They are durable, fit, look well and wear. They sell at a moderate price and bring a fair profit. We are glad to call with samples any time you say.

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

REEDER'S GRAND RAPIDS

Have a large stock
for immediate
delivery

HOOD RUBBERS



The goods are right
The price is right

They are

NOT

made by a

TRUST



Geo. H. Reeder & Co.

State Agents
Grand Rapids, Mich.

OLD-TIME SIGNS.

They Were Unique and To the Point.

Written for the Tradesman.

"Don't ask for trust." This was one of the old-time signs that assailed the customer on entering the cross-roads store. There were village stores which had such signs as: "We sell for cash," "No tick here," etc. The latter line printed beneath a picture of a clock, which, of course, was tickless.

Such signs did not win approval—in fact, rather repelled even the cash customers. People, no matter how prompt in paying debts, dislike to be reminded that a failure to do so will bring them into disgrace with the powers that be.

In ye olden time the storekeeper was the big man of his neighborhood. He divided with the schoolmaster the honors of head fugler in all social gatherings. He was regarded with a certain degree of awe by the young fry of the countryside. Such things do not apply at the present time, however. Even country bumpkins regard the storekeeper, either in town or country, as their legitimate prey. To beat the storekeeper is regarded as an accomplishment. Cute Jim from Hawbuck got the better of Merchant Tenyard in a deal. The bumpkins from Dodds' Hollow to Hawbuck set up a broad guffaw. And why not? Cute Jim is the wit and delight of every country gathering; and he is "smart"—too smart for the merchant by long odds.

Somehow and somehow, the farmer (by thus speaking I mean the average tiller of the soil) imagines it legitimate business to beat a merchant or a railroad. Why it is would not be easy to explain, unless because the farmer regards these two forces in human endeavor as leagued against him for his exploitation. Of course, the rural genius is far wrong in his estimate of mercantile and railroad motives.

It was the picayunishness of the land tiller that first set the pioneer merchant to tacking up signs of "No trust" and the like. It has gone into local history that some of the early settlers would not pay store bills unless compelled to do so. Some of the more timid merchants, not wishing to offend by word of mouth, would point to one of these "No trust" signs whenever they wished to delicately remind the customer of the change in their business methods.

"Now I tell you what it is," said one prominent farmer, who was as honest as the day, "it comes mighty tough to pay cash always, especially when you haven't the cash. I tell you there are some men you've got to trust."

"Got to trust or bust, eh?" returned the merchant. "Well, of course, there are some men who are all right, but if I trust one the others are offended, and there you are."

"And so you'll trust nobody. You put the honest man on a plane with the rogue."

Such arguments were frequent enough in an early day. No merchant of the time was able to run a cash business long. The old credit system

returned when he found his best customers leaving him.

One merchant in a small city of the New West set up business on a cash basis. He ran that business successfully and retired a few years ago with a comfortable fortune. But that was in a city; no country or village merchant could have won out. Nor would this man have done so had he wavered the least bit in his business methods.

I remember well when Barrington, the millionaire lumberman, entered this store and purchased a small bill of groceries and ordered them sent home. Feeling in his pocket he uttered an exclamation.

"I haven't my wallet with me, Mr. White," he said. "I will pay you this afternoon."

"I am sorry, sir," returned the merchant, "but my rule is 'Strictly cash on purchase of goods.' I can not deviate from that rule."

The face of the rich man flushed with anger. To be refused credit for only a few hours because of his failing to fetch his pocketbook was an insult. He turned to go, got to the door, then faced about, saying:

"Put back your goods, Mr. White. I can find a merchant who isn't afraid to trust me for an hour."

Then the lumberman strode out. A clerk standing near saw the transaction and remarked that his employer had lost a good customer.

"I hope not," said White. "In any event I could not afford to break my rule."

"But Mr. Barrington is a very rich man. He will influence others. For once I think you have made a mistake, Mr. White."

"Most people know my rule by this time. Barrington does and he ought not to have expected me to break it in his favor."

An hour later who should enter the store but the lately-huffy lumberman.

"Where are the packages you did up for me, Mr. White?" he asked brusquely.

The merchant produced them from under the counter.

"Thought I'd return, eh?"

"I thought you might when you had time to think it over," returned the merchant with a pleasant smile.

Paying for the goods, Barrington laid a hand on the arm of the merchant and said gravely, never cracking a smile:

"I knew your rule when I came in here. I was a fool to ask you to change it in my favor. Let me tell you this, old chap, stick to this 'No credit' rule to the end and you'll win out every time."

The lumberman had had time to cool off and reason with himself. He saw the wisdom of the cash merchant's course and was ready to commend him for it.

Others might have been less sensible, but in the main White never had cause to regret his course. As for Barrington he remained a customer of White's up to the day of his death.

Old Thurber, of Rock Creek, kept a pioneer store, the only one in a radius of twenty miles, and he made a wad of money. It was a case of

have-to with the natives. Thurber was a queer chap. Sturdily honest, he exacted honesty in those who dealt with him. Once a man cheated him out of a store bill, be it ever so small, that was the last ounce of stuff he could ever get from that store.

Thurber was some on signs, too. A colored lithograph of a dead dog, with "Poor Trust is dead. Bad Pay killed him," adorned one wall. On another was the picture of a fork over "What you owe," and the like.

Once a woman, one of the settler's wives, came in and asked to be shown some dress goods. Thurber handed down two or three pieces. None of them suited and she called for more until the counter was covered and a long space of shelving bare. When at length she found an article that pleased her she demurred at the price.

"Why," said she, "I can get goods like that for two cents less a yard in Muskegon, Mr. Thurber."

"Go to Muskegon and get it then, mum," growled the old man, snatching piece after piece from the counter and returning them to the shelves while the woman stood dumbfounded.

It was Old Thurber's way. He died a few years ago, very highly respected despite his crusty manners. His sterling honesty and rugged nature won the commendation of a large circle of friends. J. M. M.

Ethics of Transportation.

A Western railway man tells of a road in Arkansas built long ago, a road that had all the weaknesses to which neglected systems are exposed. The ballast was thin, the grades heavy and the ties rotten. Nearly all passengers traveling by this road provided themselves with accident policies, although, as a matter of fact, there was not much danger, as the trains were not given to sprinting, and the regular accidents used to occur without very serious results. Trainmen had by long practice learned when to jump, and the passengers, by following their example, fared just as well.

The fastest train went at the rate—when the wind was not unfavorable—of ten miles an hour, and so was called the Little Rock Express.

One day the Little Rock Express jumped the track and went tearing into a corn field. While the rest of the trainmen were sitting in the shade, waiting for the wreck train, the conductor came up, saying to the engineer:

"Bill, I am afraid you're in for it this time. I miss my guess if you don't get fired for this."

"Ah, g'wan!" exclaimed Bill, "it wasn't my fault; it was the fault of the rotten old road. Besides, we get derailed on an average of three times a week. The superintendent wouldn't know what to think if we kept the track for ten days running."

"That's all right, Bill," rejoined the conductor, "but you're off the wrong way. So long as you keep on the right of way it doesn't matter much; but we have no business in this man's corn field, and you know it."

That prayer rises highest that comes from those who bend lowest in service for others.

Pipe Dream of a Promoter.

The Promoter came in laughing and held up two small sticks of wood before his Secretary.

"What do you think these are for, Simpkins?" he asked.

"I really don't know, sir. They are too large for chop sticks and too small for base ball bats. May I ask what possible use they can be put to?"

"Yes, sir, you may, and I shall be glad to tell you. Here, read this clipping from the Farmer's Own Magazine." And the Colonel produced the following advertisement:

"Potato bugs. Greatest of pests. Get rid of them permanently by sending for our device. It costs but 50 cents and is guaranteed to kill them. The Novelty Company."

The Secretary looked puzzled.

"I see no connection," he said, at length.

"Possibly not, young man, but there is. I answered the advertisement and this is what I got, these two sticks, with a printed slip of paper between them which read: 'Place the bug between the sticks and slap them together. It is sure death for the bug.'"

"How is that for ingenuity? It almost is as good as the man who advertised a safety free for selling a certain amount of bluing. That was during the cycle rage of ten years ago. He did a big business in bluing. Every time any one claimed the premium he sent them a safety pin."

"They both were clever men, sir. These fake mail order schemes are great money makers. The only trouble is the laws and the United States mails. They are bound to get them in time."

"Yes, possibly so," responded Col. Culver. "I have been thinking, on the way to the office this morning, that I would make a little venture in this line myself. Of course, I wouldn't attempt anything against law or order. But I have a little legitimate one up my sleeve. It is bound to succeed. It will satisfy everybody. It is sure to be a money maker. Are you ready for it, young man, are you ready?"

"Yes, sir, and I hope that we may get at it directly, for I feel sure that it will be the best thing of the kind that is possible."

"I agree with you in every particular, and we will get at it as soon as I explain it to you. Listen well, young man."

"You know that there are thousands of schemers in the United States—I may say millions. These men usually are fellows who rely upon others for their ideas; they are sheep; they follow. When a man is the first in the field he is bound to succeed. He need not fear these little fellows. They will follow him up like mosquitoes and ape his business."

"Now, my idea is to take advantage of this common weakness of common schemers. I am going to catch them at their own game. I am going to get them all with the same bait they lay for others. I will make them ashamed of themselves and still leave them satisfied; and, moreover, I will do nothing against the laws, nor will I misuse the mails."

"Kindly take this down in short-hand, Simpkins, and insert it to-day in all the cheap mail order sheets and advertising magazines:

"Mail Order Men: Attention! I have a bona fide business which pays me \$200 per month. Nothing to make, nothing to sell. I guarantee you results. You can do it just as well as I. Five dollars is the price of the secret. Money back if you are not absolutely satisfied.

J. Culver, Inventor, Chicago.

"I flatter myself that this advertisement will bring them to the slaughter. Am I right, young man; am I right?" "On the outside it appears that the advertisement will bring the business. I am sure of that; but will they be satisfied, sir?" answered Simpkins.

"Beyond a doubt, young man, my offer is legitimate. I give them full value for their money. As the returns come in, young man, mail each man a copy of my original advertisement which they answered; with this copy inclose a slip printed as follows:

"One month from to-day I will withdraw the inclosed advertisement. Place your own name on it and insert it in your mail order magazine or other advertising medium which you use. You can see from my success with you what success you will have with others."

Robert C. Brown.

Very Near To a Bath.

Little Lucile was not very fond of her morning bath, and exercised all of her childish ingenuity to escape it whenever she could. Sometimes her mother was too busy to look after all the children, and Lucile was allowed to take her own bath, although a suspicion flourished in the family that this consisted of passing the damp corner of a towel over those portions of her little anatomy that would be visible when she was dressed. On one particular morning, after an extremely quiet session in the bathroom, the little girl emerged looking rather dry.

"Lucile, did you take a bath?" asked her mother.

"Yes, ma'am," replied the youngster, hustling into her clothes.

"Did you get into the tub?" persisted the relentless parent.

Lucile stopped with one little stocking in her hand. Equivocation is one thing and deliberate falsehood another. "Well, mamma," confessed the young diplomat, "I got most in."

New Ten Dollar Counterfeit Bill.

The United States Secret Service announces the discovery of a new counterfeit \$10 "Buffalo" United States note. This counterfeit is apparently a photolithographic production printed on two pieces of paper with silk fiber distributed between them. The face of the note is grayish black. The numbering, seal and the large X (ten) are of good color and workmanship. The check letter and plate number do not appear in the lower right hand corner. The back of the note is dark bluish green. By itself this counterfeit is apt to deceive, but handled with genuine notes the marked difference in color on the back should lead to its immediate detection.

Hardware Price Current

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
No.	Drs. of Powder	Shot	Size Gauge
120	4	1 1/4	10
129	4	1 1/4	9
128	4	1 1/4	8
126	4	1 1/4	7
125	4 1/4	1 1/4	6
154	4 1/4	1 1/4	5
200	3	1	10
208	3 1/4	1 1/4	8
236	3 1/4	1 1/4	6
265	3 1/4	1 1/4	5
264	3 1/4	1 1/4	4
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 85		
AUGURS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS.			
Railroad	15 00		
Garden	33 00		
BOLTS			
Stove	70		
Carriage, new list	70		
Flow	50		
BUCKETS.			
Well, plain	4 50		
BUTTS, CAST.			
Cast Loose, Pin, figured	70		
Wrought, narrow	60		
CHAIN.			
Common, 7/8 in. 5-16 in. 1/2 in. 3/4 in.	4 1/2 c.		
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	6 c.		
BBB, 1 in. 1 1/8 in. 1 1/4 in. 1 3/8 in.	6 c.		
CROWBARS.			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer.	65		
Socket Framing	65		
Socket Corner.	65		
Socket Slicks.	65		
ELBOWS.			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 35		
Adjustable	40 1/2		
EXPENSIVE BITS			
Clark's small, 1 1/8; large, 3/4	40		
Ives' 1, 1 1/8; 2, 3/4; 3, 3/8	25		
FILES—NEW LIST			
New American	70 1/2		
Nicholson's	70		
Heller's Horse Raps	70		
GALVANIZED IRON.			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List	12	13	14
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	30 c		
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	90 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	3 1/4	
MISCELLANEOUS		
Bird Cages	40	
Pumps, Cistern	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	
6 advance	30	
4 advance	45	
3 advance	70	
2 advance	50	
Fine 3 advance	15	
Casing 10 advance	25	
Casing 8 advance	25	
Casing 6 advance	25	
Finish 10 advance	25	
Finish 8 advance	25	
Finish 6 advance	45	
Barrel 1/2 advance	85	
RIVETS.		
Iron and tinned	50	
Copper Rivets and Burs	45	
ROOFING PLATES.		
14x20 IC, Charcoal, Dean	7 50	
14x20 IX, Charcoal, Dean	9 00	
20x28 IC, Charcoal, Dean	15 00	
14x20 IC, Charcoal, Allaway Grade	7 50	
14x20 IX, Charcoal, Allaway Grade	9 00	
20x28 IC, Charcoal, Allaway Grade	15 00	
20x28 IX, Charcoal, Allaway Grade	18 00	
ROPES		
Sisal, 1/2 inch and larger	9 1/2	
SAND PAPER		
List acct. 19, '86	dis.	50
SASH WEIGHTS		
Solid Eyes, per ton	28 00	
SHEET IRON		
Nos. 10 to 14	3 60	
Nos. 15 to 17	3 70	
Nos. 18 to 21	3 90	
Nos. 22 to 24	4 10	
Nos. 25 to 26	4 20	
No. 27	4 30	
All sheets No. 18 and lighter over 30 inches wide, not less than 2-10 extra.		
SHOVELS AND SPADES		
First Grade, Doz	5 50	
Second Grade, Doz	5 00	
SOLDER		
1/2 @ 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	
Onelida Community, Newhouse's	40 1/2	
Onelida 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	2 75	
Barbed Fence, Galvanized	2 45	
Barbed Fence, Painted	2 45	
WIRE GOODS		
Bright	80-10	
Screw Eyes	30-10	
Hooks	30-10	
Gate Hooks and Eyes	30-10	
WRENCHES		
Baxter's Adjustable, Nickled	20	
Coe's Genuine	40	
Coe's Patent Agricultural, Wrought	70-10	

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each.	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

1/2 gal. per doz.	56
1 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

5 lbs. in package, per lb.	3
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross 5 25
Quarts	5 50
1/2 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	3 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx.	10c 50
No. 0 Tub., cases 2 doz. each, bx.	15c 50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.	28
No. 1, 1 1/8 in. wide, per gross or roll.	38
No. 2, 1 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90

Coupon Books

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

Coupon Pass Books

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	5 00



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 1—There was a big slump in speculative coffee during the fore part of the week and it seemed as if the bottom had fallen out. On Friday came some reaction and an advance of from 10 to 15 points over Wednesday took place owing to firmer European reports and smaller receipts at primary points. As to the actual market little is to be noted. There is no great elation over the outlook and at the close neither buyer nor seller seems to manifest much enthusiasm. At the close Rio No. 7 is worth 7½c. The visible supply is large, amounting to 4,087,972 bags, against 3,914,931 bags at the same time last week and 4,610,321 bags at the same time a year ago. There is a fairly satisfactory trade in mild coffees and rates seem well sustained. Good Cucuta, 9½c; Mochas, 17 @18c; Fancy Padang Interior, 18 @20c.

The sugar trade has been in a position that has enabled the refiners to decide on doing no trading Thursday, Friday and Saturday. Jobbers have had a fair run of orders and it is thought that when business resumes on Monday there will be a slight advance to chronicle.

In the tea trade there is nothing doing. Christmas trade is taking all the time and attention, and for the time being the fragrant herb is taking a rest. Holders are confident that after the turn of the year they will have an inning and are very firm in their views.

Rice is meeting with only a moderate demand, as might be expected at this season. Supplies are not large, however, and rates are firmly sustained. Choice to fancy head, 4¾ @ 5½c.

Jobbers report a very moderate trade in spices. The retailer is pretty well stocked up, and from now on to the end of the year quietude will prevail. At the moment cassia is about the strongest thing on the list and pepper also is well sustained. Singapore, 10¾ @ 11c.

Molasses is very strong. It is said that rates this year in New Orleans are fully 10c higher than a year ago, while the output promises to be more than a third less than last year. Molasses will be a luxury before long—as eggs are now. Syrups are steady and about unchanged.

Increasing strength is shown in the canned goods market and the promises are bright for the most profitable year the trade has ever had. It is hard to pick up any decent sized lots of tomatoes at 90c, and even at 92½c there is no avalanche of goods likely to fall. True, orders are usually for small lots and yet buyers are making frequent enquiries as to the outlook, and certainly evince a good deal of interest. Peas are fast going into consumption, as are the cheaper grades of corn. Gallon apples are

scarce and firm. Some N. Y. State packers want \$2.30; Baltimore, \$1.90.

Butter continues very firm and every day adds to the strength of the situation. Extra creamery, 30½c; seconds to firsts, 26@29½c; held stock, 23@27½c; Western factory, 18 @21c; renovated, 19@23½c.

Cheese remains well sustained at the 14c mark, and the chances are that there will be no decline. Most of the late-made stock is running faulty in quality.

Up, up, up go eggs. Nearby 42c, and at retail the 46@48c mark is with us. Finest selected Western, 35c; average best, 33@34c; refrigerator, 22@24c; checks even are worth 15 @18c.

Factory Model of Its Kind.

Bay City, Dec. 4—The World's Star Knitting Works started up its big new four-story plant Saturday, and will begin recruiting its working force up to 350 operatives from now on. The company has installed dining and rest rooms for the operatives and furnishes hot tea and coffee free for luncheons. Individual steel lockers for the employees and lavatories that would be a credit to a modern hotel or residence are other sanitary features.

The company has an independent electrical plant and every one of several hundred machines will be driven by directly connected individual motors, doing away with belting, shafting and gearing. The company is the first in the Saginaw Valley to provide for its employees as it has and the plant is regarded as a model factory.

Twelve years ago the Galbraith brothers and their father began work in an unused upstairs room in their home on the West Side, using a hand knitting machine. For a couple of years their trade was entirely local, but they persevered, expanded from time to time and now own one of the finest plants of its kind in the country.

You are sure to be disappointed in the inventory of your blessings if you count only your gains.

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

VILETTA Famous Bitter-Sweet VILETTA Chocolates

Made by

Straub Bros. & Amiotte

Traverse City, Mich.

You need them in your business.



Putnam's Menthol Cough Drops

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

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

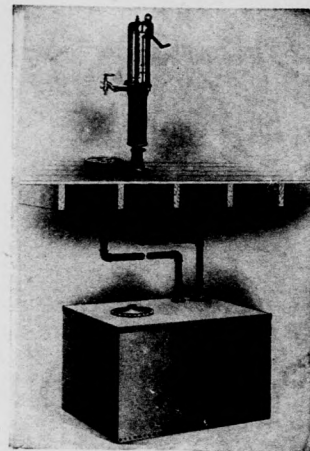
One Full Size Carton Free

when returned to us or your jobber properly endorsed.

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

Bowser Pumps Will Not Gum

The Bowser Pump for linseed oil, turpentine and other heavy oils is made so that the working parts are always immersed in oil, and hence, never being exposed to the air, cannot become gummed or clogged. No matter how heavy the oil, the Bowser will handle it with the greatest ease.



Cut 15
Cellar Outfit for all Paint and Heavy Oils.

The lever shut-off allows no dripping and the Self-Measuring feature makes the use of sticky measures and funnels unnecessary. Thus heavy oils can be handled easily, at the same time keeping the store as clean as if nothing but package goods were sold.

Catalog M completely describes the Bowser. Write for it to-day.

S. F. BOWSER & CO., INC.

Fort Wayne, Indiana

The Growl of the Dealer in Carpets.
Written for the Tradesman.

It's no great fun handling carpets all day long for capricious people to take a squint at and then I have to toss them aside and be told that "somehow that doesn't suit," or "I rather have something darker, or "I don't just like that pattern."

If it were only half a dozen times a day that this happens it wouldn't be so bad, but when the probable number reaches in the neighborhood of fifty life ceases to be the bright dream that the poets and other delusionists would have us believe it.

No, the carpet man's days are not the perpetual round of delight that he perhaps thought they would be when he started at the work. In the first place, the big rolls of carpets are anything but light to lift out of their places in the long rows and give a twist and a fling so they go in just the lines you want them to follow on the floor.

However, much of that is changed now. Ordering is done mostly from yard-and-a-half samples of goods kept in stock by either ourselves or the manufacturers, which to an extent does away with the back-breaking tugging and toting of former days. To-day we can show hundreds of pieces where before we were able to handle but a tithe of these. We still carry many rolls in the sales-room, and they have to be lifted and unrolled for customers, but the number is not near so great as formerly.

We have more sorts of customers than we have rolls and when the former get captious they can make things lively for us as to the latter! Sometimes it looks to us just as if a woman took a fiendish glee in seeing how she can pile the agony on us while she sits calmly by—in the comfortable chair we have provided her—and makes spirited comments on the goods we are straining our muscles over for her delectation.

Then she sweetly informs us that she "can't make up her mind right off but will be in again."

Oh, those be-in-again people! They would try the patience of Job. If Job could have had his choice of suffering with what he had and suffering under the stress of the modern carpet roll, he would have regarded the latter affliction as a case of "jumping out of the frying pan into the fire" and would have exclaimed: "Give, oh, give me back my first distress!"

Poor Job! But he can thank his stars that he wasn't born to fill the role of carpetman in a retail store of the year of our Lord 1906. He can thank his stars he doesn't have to bend his back all day long to this everlasting grind of exhibiting monstrous rolls of board-like stuff.

But about the worst siege we have is when a committee of women come to select a floor-covering for a church or a hall. If for the former they always want more than the usual quantity discount. If you don't let them have what they ask for they consider you a mean old thing, and the chances are they will give you the go-by when they are ready to

buy a carpet—or carpets—for their own homes.

I've been in the carpet department of various stores all my life and know whereof I speak. The life's no puddin'.
R. N.

The Acme of Perfection.

A new milking machine has just been invented and is in successful operation at Dayton, Ohio. It is an electric motor which fastens to the rump of the cow, the electricity being generated by a small dynamo attached to her tail. She switches her tail, the dynamo starts, and by means of a bevel gear and block and tackle the milk is extracted, strained and the pail and strainer hung up to dry. A small phonograph accompanies the outfit and yells "so" every time the cow moves. If she lifts her foot to kick a little dingus slides over a what-not and the phonograph says "damn it." If she continues to kick a hinged arm grabs up the milk stool and "lams" her on the back until she cuts it out.

SALES MEN

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.

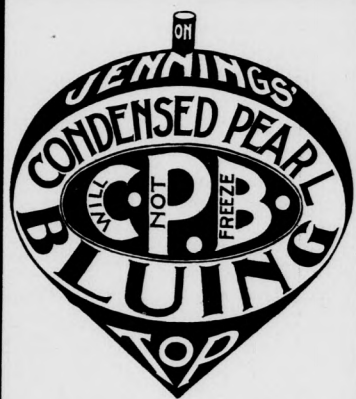
20, 22, 24, 26 N. Div. St., Grand Rapids.

SELL

Mayer Shoes

And Watch

Your Business Grow



Non Freezeable Liquid Bluing

It's Just Right!

A Good Repeater!

Push It Along!

All Jobbers Carry in Stock
Jennings C. P. Bluing

Jennings
Flavoring Extract Co.

Grand Rapids



Deliciously Blended

After the most careful cleaning and roasting Bancroft House Mocha and Java Coffee is put up in sealed cans (1 and 2 lbs.), thus preserving the high qualities of the berry up to the moment of using. This Coffee offers a good profit and a continuous and highly satisfactory trade to the dealer. Its superior merits are widely known and it makes regular customers wherever introduced.

Write us for prices.

The Smart & Fox Company

Wholesale Grocers and Coffee Roasters

Saginaw, Mich.

U. S. Horse Radish Company
Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Time and worry will wrinkle

The foreheads of the fair.

Eat "AS YOU LIKE IT" horse radish,

It's pure and made with care.

"Whoever says little has little to answer for."

Push

Mother's Oats

Why?

Most Profit

That short enough?

Profit is big enough.

The Great Western Cereal Co.
Chicago



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Discourtesy To the Drummer Does Not Pay.

I suppose every traveling man who has been on the road twenty-five years or more has had some experience with customers who have tormented or abused him to such an extent that he refuses to go near them. As a rule the experienced retail merchant of our days is a gentleman from head to foot, who treats a traveling man as he wants to be treated himself. But now and then we find an exception, and such cases are worth recording for the benefit of the new man on the road. In thirty-seven years on the road I have not experienced many such cases. As a rule merchants have treated me with courtesy, but one case I will never forget. If there is a redeeming feature in the case it is that it happened when the fellow was young and inexperienced. I suppose he didn't know any better at the time.

It was on my first trip for a firm that I called on a merchant in a large country town. At intervals I had sold this man a few goods for my old firm; now I wanted to sell him for the new house, although I knew it would be almost as difficult as pulling a tooth.

A traveling man never could get a satisfactory answer from him whether he wanted goods or not. He would put him off from morning until night with an "I will see." He would not tell you whether he would look at your samples or not, and would keep you on the hot iron all day. Even if the store was empty and nothing was doing he would find some excuse to make you come again.

I went into his store early in the morning, and, after receiving the usual reply: "I will see later," finished my business with my other customers. Then he kept me running in and out until late in the afternoon, when I finally succeeded in bringing him into my sample room.

I was nervous from waiting so long, and, when he commenced to criticize everything, as he was accustomed to do, by saying: "That's a poor hat for the money," or "Price is too high," I nearly lost my temper, and felt like telling him to go to the North Pole to buy his goods. But it was my first trip for a new firm, and I was anxious to secure as many customers as possible, so I tried to control my temper and remained pleasant.

After tormenting me for about forty-five minutes he finally selected a small bill. When he had finished I felt as if I had awakened from a nightmare. But I rejoiced too soon.

The worst part of the programme was to follow.

The fellow began to pick up the hats again, selecting one of the best ones, and said I should send him one gratis. This made me feel like taking him by the collar and showing him the sky through the hole which the carpenter had left in the wall of the sample room. But I controlled myself again and said as pleasantly as possible:

"Well, Mr. Tidbit, that is asking too much. On such a small bill of goods we can't afford to throw in a hat, besides, it is the first bill you have bought of this house and it is the first trip I have ever made for it, therefore I can not give away any hats. Wait until you buy the next bill, then we will see."

But all my explaining and arguing went for naught; he turned round to go away. I held him back and selected a nice sample hat of which I had a duplicate, and told him if he insisted on having a hat I would give him this sample. But no. He didn't want a sample. He wanted a new hat from the house or none at all. Then he left the room.

I let him go and began to pack up my samples, brooding over it and thinking what I should do with the man. After ten minutes a boy from his store came with a message telling me I should not fill the order until he wrote for the goods. That just suited me.

I went up to his store, took out my order book, and in the presence of his clerks and customers told him I would cancel the order, hereafter he might buy his hats from the man at the North Pole. I would never come into his store again, and, suiting action to words, tore up the order and left the store.

This incident was the talk of the town for a number of days. I never went near him again, and several traveling men of prominent firms followed my example. He had treated others as he had me, and he lost by his conduct. Of course, there is nothing to do to get the business of such a man, unless one bootlicks, and no salesman can afford to do that.

Another type of customer whose business is not worth going after is the one who wants to return unsold goods. Some time ago one of my customers in a small country town ordered half a dozen stiff hats to sell at \$3. After keeping them eight or nine months he returned them with a letter saying he had no sale for them.

Some of the hats had been displayed in the window and, as the fall styles were now selling, the hats could only be sold among the sample hats at 50 per cent. off.

My firm returned the hats, saying they could not accept any goods after so long a time; that if they educated their customers to such a system they soon would have a second hand shop and would "bust." A letter came back saying the firm need not send their agent to him any more; he would find another hat house.

And the result? I secured a better customer in the same town who sells twice as many goods and who can sell \$3 hats. When a man asks unrea-

sonable things of a house it's just as well to have him off the books as not.

The man who deals squarely with the salesmen with whom he comes in contact is the man who gets a square deal in return, and to the credit of the retail merchants of this country it must be said that the square dealers are in the majority. When a merchant shows a drummer that he has confidence in him and his firm any salesman who is worth his salt—and most of them are—will reward this confidence by the best deals that he has in stock.

One firm that I sold goods to many years used to say, "Look over the stock and tell us what you think we need." I can assure you that this firm was treated exactly as if I were buying goods for myself. I looked over their hats, assorted them, took down sizes, then, in the next town where I laid out my samples, selected the best values and styles and made out the order.

Another instance of mutual confidence: I have a customer in the little town of M. It's only a small country town, but has a big farmers' trade. A few years ago my friend put up one of the finest country stores in the State, an ornament to the town and proof of pluck and energy. I sold him the first bill of goods thirty years ago for my first hat house.

A few years later I changed firms and my friend went with me to the new house. After six years I had to make another change. My new firm had a customer in M. that they refused to give up, consequently my friend could not go with me this time to the new house, because in a small town it would not do to have the same brand of hats in two stores.

After two years the customer of my new firm failed and I was without a customer in M. and had to quit the town. Two years later my firm suddenly received a letter from my old friend, saying:

"Send C. T. out at once; we need hats and we can't get along without him any longer."

I went out at once, and have sold him all his goods ever since, now over twenty years. And why couldn't my friend get along without me? For this reason: Before he went with me into the sample room to select his goods he took down all his hat and cap boxes, and with his help I had to assort the hats, take down all sizes and write down what he needed and what he didn't need. He was so used to this method during the ten years that I sold him that he didn't feel at home with the new man, although he is a splendid fellow and one of the best known hat men in Chicago, and his firm one of the finest concerns in the country.

If there had been none of this mutual understanding between us and he had treated me as a few merchants treat salesmen there would have been only one result—we both would have lost money. But he would have lost the more.

C. T. Wettstein.

The plan of saving the world by new laws is like leading a lame man home by fencing in the road there.

A Creed For Salesmen.

No man can work absolutely alone and make much of an impression on the page of the world's activities and every man who would accomplish anything must work together with others. The day of the man who was wholly "sufficient unto himself" passed away in antediluvian times, and now each man must depend to a great extent upon others for the means of living.

Especially is this true of the salesman. He is of necessity an ambassador, and must carry out the policy and keep within the traditions of his house if he would do the best he is capable of.

If you go out into the business world to represent a reliable house you should fully subscribe to its creed. Unless you have confidence in the wisdom and justice of your employers you should not remain with them.

The man who can not subscribe to such sentiments as the following is in the wrong household:

- I believe in the company.
- I believe in the methods it employs in the conduct of its business.
- I believe in the purpose of its officers to treat all of its employees with fairness, and that they intend to do by others as they expect others to do by them.
- I believe that it is the desire, purpose and plan of its factory management to produce the ——— that will give its user the best possible results.
- I believe that its experience of ——— years fits it to determine those methods of construction which will best accomplish this.
- I believe that it is producing a ——— that is altogether superior to anything produced by any other manufacturer.
- I believe that it will not only continue to do this, but will constantly make improvements as fast as ingenuity and good business management can produce them.
- I believe considering the quality of the goods produced and delivered that the prices of its ——— are fair and reasonable.
- I believe that it is the greatest ——— concern in the world, and is determined to maintain this position.
- There is one right way of doing a thing—and fifty-seven varieties of wrong ways.

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

Quarterly Meeting of K. of G. Directors.

Jackson, Dec. 4.—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held here last Saturday, all the members being present except A. A. Weeks, of Grand Rapids.

The Secretary reported his receipts as follows: Death benefit fund, \$2,628; general fund, \$13.50; promotion fund, \$11; employment and relief fund, \$1.50. The report was accepted.

The Treasurer reported the following balances on hand: Death fund, \$2,316.35; general fund, \$111.30; promotion fund, \$31; employment and relief fund, \$65.52. The report was accepted.

A communication was received from Brother Weeks, advising the Board of the serious illness of our Vice-President and brother, W. D. Barnard, of Manistee, at Charlevoix. Flowers and letters of sympathy and wishes for a speedy recovery were sent our sick brother.

The following bills were reported by committees and allowed by the Board:

Acorn Press, printing \$ 39 00
J. B. Kelly, Treasurer, salary.. 53 08
F. L. Day, Secretary, salary.. 132 70
Office supplies 1 26
Expense of Board meeting ... 50 08

Moved and supported that an order be drawn on the Treasurer for \$3 to pay assessment No. 5 of W. A. VanAlstine. Carried.

Moved and supported that an order be drawn on the Treasurer for \$25 from the relief fund to pay W. A. VanAlstine five weekly payments. Carried.

Moved and supported that the following death claims be allowed and warrants drawn to pay same. Carried:

Mary I. Roseman, claim of James H. Roseman \$500
Eliza Jacklin, claim of R. W. Jacklin 500
Kate Letts, claim of Harry A. Letts 500
Herbert Roe, claim of Edward M. Swain 500
Josephine M. Hough, claim of E. A. Hough 500
Abbie G. Antrim, claim of A. C. Antrim 500
Katherine M. Downing, claim of J. D. Downing 500

The claim of William H. Patton, of Chicago, could not be acted upon on account of the claimant's certificate being made out to administrator, instead of Anna M. Patton, the beneficiary named in the certificate. By vote of the Board the Secretary was instructed to return proofs of death to be corrected.

Moved and supported that the next Board meeting be held in Lansing the third Saturday in January, 1907. Carried.

Moved and supported a unanimous vote of thanks be extended to Post H. of Port Huron, for the very liberal and most valuable donation of 100 Port Huron souvenir books, to be disposed of to the best interests of the Association. Carried.

Moved and supported that the officers and members of the Board of Directors do not receive any compen-

sation for securing new members. Carried.

Moved and supported to adjourn to meet in Lansing the third Saturday in January, 1907. Carried.

F. L. Day, Sec'y.

Gripsack Brigade.

Boyer City Citizen: A couple of traveling men hired a livery rig at Lewiston recently and went to the woods in search of the antlered creatures. After tying their horse to a tree they began strolling the bush and on seeing an object moving blazed away. It proved to be their horse which they had killed and for which they were compelled to pay the liveryman \$150.

The editor of the Tradesman was in New York last week and had a somewhat extended interview with Mr. C. F. Daly, General Passenger Traffic Manager of the Vanderbilt lines, on the subject of making the present C. P. A. mileage book good on the train instead of compelling the holder to exchange it for a ticket before embarking on the train. Mr. Daly insisted that the C. P. A. book is the best that the railroads of the Middle West can do under the circumstances, but conceded that legislation similar to that enacted by the Ohio Legislature at its last session might change the situation so as to render it desirable to make the needed reform. The Tradesman has previously opposed resorting to legislation, but no other course now seems to be feasible or practical, and it hopes to see a bill introduced and enacted by the next Legislature placing all the railroads in the Lower Peninsula on a flat 2 cent basis and all the railroads in the Upper Peninsula on a flat 3 cent basis. When this has been done it will not be at all difficult for the traveling public to secure the form of mileage book desired. In fact, if Governor Warner and the representatives of the shippers and traveling men had stood out for a book good on the trains at the time the matter was discussed with the railroads a year ago, this reform could have been secured at that time.

Grand Haven Tribune: J. Charles Rose, who for the past twelve years has represented Standart Bros., wholesale hardware dealers of Detroit, has resigned his position with that firm, and is now making his last trip for the people he has represented so many years in Michigan. Mr. Ross has associated himself with a business friend, Mr. Hamlin, and the two gentlemen are establishing a retail hardware store in the live little city of Wauseon, Ohio. They have rented a store building in the very heart of the business district of the town and will open the store in a few days with the very brightest of prospects. This change by Mr. Ross means the removal of the family in a short time to Wauseon, which will be deeply regretted by a wide circle of business and social friends of Mr. and Mrs. Ross. Mr. Ross has resided in this city since his marriage and has acquired a host of friends despite the fact that his business kept him on the road a great part of the time. Wauseon, which is to be the new home of the family, is a live agricultural city of 4,000, the county

seat of Fulton county, about thirty-five miles from Toledo. The town is strictly up-to-date and the country back of it is as good as any, and the firm of Ross & Hamlin starts with good prospects. Charlie's friends certainly wish him full measure of success in his new enterprise.

Old Time Interest Awakened.

Grand Rapids, Dec. 4.—The regular meeting of Grand Rapids Council was held last Saturday evening and it was a hummer. The old time interest is being awakened and the boys are taking hold with a will. There were many faces among those present which had not been seen at the Council meetings for months. William A. Black was initiated and given instructions how to become one of the best traveling men in the land. After the regular order of business was concluded the boys enjoyed an old fashioned smoker and were entertained by remarks from several of the members, together with recitations by our worthy brother, John J. Hardy, some very smooth sleight of hand acts by Brother R. E. Dewey, who always is ready with a new one for the boys, and last but not least was our veteran member, Tom Driggs, with his graphophone. Refreshments and cigars were served and the meeting only closed in time for the boys to get home and in bed before the dawn of the Sabbath.

O. F. Jackson, Sec'y.

Movements of Michigan Gideons.

Detroit, Dec. 4.—J. M. Patterson, of Detroit, returned three weeks ago from the Western States, where he had been several months representing W. O. & V. Kimbell, of Boston, shoe manufacturers. Mr. Patterson made a trip in the northern part of the State last week and ate Thanksgiving turkey with friends in Middleville.

Edward A. Field, Detroit, who is sales manager for the Skinner Engine Co., Erie, Penn., Union Iron Works, Erie, Penn., and Wm. Baragwanth & Son, Chicago, Ill., was in Grand Rapids this week in the interests of the houses he represents. Mr. Field is a member of Detroit Camp, No. 1, and is an active Christian worker. As Detroit Camp has a harness for every member, it is expected that the Field will be covered.

The December issue of the Gideon, our national organ, reached the members this week and it is very interesting. Aaron B. Gates.

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

Buffalo, Dec. 5.—Creamery, fresh, 23@31c; dairy, fresh, 20@25c; poor to common, 18@20c. Roll, 21@23c.

Eggs—Fancy candled, 33@34c; choice, 30@32c; cold storage, 23@24c.

Live Poultry—Springs, 9@12c; fowls, 9@11c; ducks, 12@12½c; old cox, 8c.

Dressed Poultry—Fowls, 10@11c; chickens, 10@12c; old cox, 8@9c.

Beans—Pea, hand-picked, \$1.60@1.65; marrow, \$2.50@2.60; mediums, \$1.60@1.65; red kidney, \$2.25@2.50; white kidney, \$2.35@2.50.

Potatoes—White, 45@48c; mixed and red, 40c. Rea & Witzig.

Connecticut Profanity.

Whether profanity is more common now than it used to be must be largely a matter of conjecture. There is no blasphemy record, gauge or standard by which comparisons can be made with anything like accuracy. The Hartford Times has recently been discussing this question and it came about because a former resident who had lived some years in the South came back and after a time publicly declared that the present generation of Connecticut people do a great deal more swearing than their predecessors did and it is something to be regretted. The Southerner who came back to his old home was moved to write to the newspapers and in the course of his communication he said he heard more profanity in one day's stay in Hartford than he ever heard in a whole month while living in the South. He also declared that swearing in the presence of ladies is painfully common in Connecticut.

What is claimed to be true in the Nutmeg State may or may not be true in other states. It seems hardly probable that there is proportionately more profanity in Michigan now than formerly. There are more people here than there were half a century ago and probably more blasphemers, just as there are more saints. Whatever may be the relative proportions, the increase or the decrease, the fact remains that there is no good defense which any man can make for profanity. That it is irreligious, contrary to the commandments and wicked will be accepted by many as a sufficient reason for not using it. Aside from that, it is vulgar, adds no emphasis to a conversation and is nowhere regarded as a polite accomplishment. No one counting himself a gentleman would swear promiscuously in the presence of ladies. If it is improper there it is improper anywhere. One need not be a church member, a minister of the gospel or even a deacon to declare that there is no good defense for miscellaneous blasphemy. The growing boys do what they hear their elders do and say what they hear their elders say. The importance of example is worth taking into account by every grown person. The world is growing better; of that there can be no doubt. Perhaps and even probably, along with the progress of the times toward substantial improvement, the percentage of profanity is decreasing.

It is the boast of the American that his country is large enough for all desirable immigrants and that his character is strong enough to mould those who make their homes here into one type. Now comes a parliamentary blue book in which it is declared that there is no American type. This is true in the sense that Americans are not distinguished from other peoples in the way that the French, for example, are from the Germans, but every American knows that there is a certain spirit which imbues all men who live very long in this country. It is not the spirit of ranting patriotism either, or flannel mouthed jargon about freedom, but the spirit of work which leads alike to profit and honor.



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.

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. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

GOOD LISTENER.

Very Desirable Quality in a Drug Clerk.

Written for the Tradesman.

"White rose perfume for Mary Powell?"

The corner druggist sat back on the ladder behind the counter and laughed himself red in the face.

"That's what she said," replied the clerk who had taken the order.

"Not on your life," replied the druggist. "Mary Powell had a lover once who deserted her on the wedding day, and this lover affected white rose perfume, and if you want to run up a doctor's bill for the Powell family just send Mary a bottle of white rose. I have now forgotten what became of Billy Turner, the man who didn't marry Mary, but shortly after his bad break there he married a woman who kept books for Streeter. He lived with her until she lost her job. I guess he's married again by this time."

"Then here's some combs and brushes and toilet articles to go over to that red house up on the avenue," said the clerk, who was making a report of the business done during the druggist's temporary absence.

"Let's see," said the merchant. "Yes, I guess that is all right, except that the white rose goes up to the brick house on the avenue, and this silver-handled tooth brush goes down to No. 23 Potomac avenue. Here! It would never do to send that oil of wintergreen out to Haskins' place wrapped in brown paper. You want to put on a little style with those people, because they're only newly rich."

The clerk set about changing the wrapper, and the druggist went on through the list.

"This toilet soap must not go to Benton's," he said. "It is not the kind they have been getting, and you would have the old lady down here with her nose in the air asking why you sent her cheap stuff. They are awfully cheap, if the truth must be told, but they must not know that I know it."

"Then I'll say that we did not have the kind they would want, but will have it in a day or two?"

"Yes, that's it. And, look here, this mirror must be brightened up before it goes to the Holmes house."

The girl there is going to be married, and she will want to see herself often, and see herself bright and pretty, for the next week or two."

"I presume so," said the clerk.

"And this plaster goes to Old Mason, and not to Fenton's," continued the druggist. "You send a plaster warranted to cure rheumatism to Al. Fenton and he'll come over here and demonstrate physically that he has no use for it. I guess the rest of the list is all right. You had things mixed, though."

"You appear to know the people about here pretty well," said the clerk, who had been in the store only a week.

"I know them fairly well," was the reply.

"That is a desirable faculty, the knowing of folks."

"It is not a faculty," replied the druggist. "It's a thing that comes with hard work and application to business."

"I hope I'll acquire it," said the clerk. "I have always envied it in others."

"I'll tell you how to acquire it," was the reply. "Learn to be a good listener."

"A what?"

"A good listener."

"That's a new one."

"Older than the hills," was the reply. "You just learn to listen when people come in here to tell you their troubles, and their hopes, and their hates, and you'll soon have the neighborhood down fine. Most clerks appear to pay attention when customers are talking, but they do not try to remember what they say."

"I've always tried to forget," said the clerk.

"It is capital in trade, the knowledge of the people about you," said the druggist. "When I moved in here the other druggist had about all the good trade in this division of the city. Somehow, I couldn't catch on. One of his star customers, and one of the imitated ones about here, was Al. Seaton. Lots of young men did what Al. Seaton did, good, bad, or indifferent. Says I to myself, 'I'll get a line on Al. Seaton.' And I went about doing it. I met him in various places and studied him. One day I met him out in the park with the daughter of Old Millionaire Gordon. He looked mighty proud of the girl that day, and I knew by instinct that their courtship was a sort of a secret."

"Now," I thought, "if I can just ring that in on him in a pleasant sort of way, I'll make a warm friend and a good customer." But I couldn't for the life of me think of a way to make my knowledge of his love affair count. Then who should walk into my store one day but the dear little daughter of the millionaire! Say, but she looked good to me. I was glad because of the rain that drove her in, and glad because it kept her there for a time. I wanted every customer I had to see the millionaire's daughter sitting behind my desk in my big chair. Oh, I got her seated there, all right. She might have had the store that day, I as so pleased.

"She bought a few simple things,

just out of the goodness of her heart, because I was so obliging to her, and ordered a special kind of perfume which I did not have, but which she said she'd call for personally the next Thursday. When the rain let up a little I tucked her under my umbrella and walked out to the corner with her, and remained with her until the car came along. Before this she had refused to permit me to telephone for her father's carriage, saying that she had started out to do some walking and was not going to weaken in the face of a little rain and have her folks laughing at her."

"You bet I laid for Al. Seaton after that. Wednesday I saw him coming down the street and went and stood in the doorway. I thought he looked blue and out of sorts. As he came up I said something commonplace and he halted under the awning and lighted a cigar. I think I gave him the cigar! While he stood there I called back to the clerk:

"That perfume for Miss Millionaire come yet?"

"Say, but that young chap jumped. 'What's that?' he asked."

"Why," I said, "she was in here the other day buying some trinkets and ordered some perfume which I did not have, so she is coming after it to-morrow."

"That's singular," he said. "I wonder why she doesn't buy down at the old man's store?"

"Then I let out my knowledge of the affair."

"Perhaps," I said, "she wants to visit this neighborhood now and then to keep track of a certain good-looking young chap."

"Do you really think so?" said Seaton. "I only hope you are right."

"Now, you see, that put me wise to the fact that they had had a lovers' row, so I said: 'You just drop in here to-morrow and take a seat at that desk, and look busy, and you'll see the finest girl in seventeen cities come in after that perfume. Now, if it was only the perfume she wanted, wouldn't she be apt to have it delivered, or send for it, to say the least?"

"That foolish fellow looked as if he wanted to hug me for the sympathy and encouragement of my words. You bet he was there the next day, and I kept away from that part of the store after the girl came in, too."

"Well, he made my store his headquarters after that, and so did a lot of young fellows who did whatever he did. And the girl dropped in occasionally, and that didn't do any harm, for the girls of the neighborhood found it out. Now, this wasn't exactly listening, but it comes under that head. I didn't make myself officious. I only tried to know my customers and my possible customers."

"Never try to turn a customer off when he or she wants to talk about private affairs. It's stock in trade. Only don't peddle out what you learn. Keep your mouth shut and learn all you can."

"I'll get a book and write it down until I acquire the habit of remember-

ing," said the clerk. "What became of the love affair?"

"Married, of course. I have their trade." Alfred B. Tozer.

The Drug Market.

Opium—Stocks are low and weather conditions have made a very firm primary market. An advance of 10c per pound is noted.

Morphine—Is as yet unchanged, but will no doubt be advanced.

Quinine—Is very firm and an advance is looked for.

Salicylic Acid—Has been advanced 2c per pound.

Salicylate Soda—Has also been advanced.

Glycerine—The market is very firm and a further advance is looked for.

Menthol—Is tending higher.

Wahoo Bark—Has again advanced and is tending higher.

Juniper Berries—Are very firm and tending higher.

Peach-Kernel Almond Oil—Is very firm and advancing.

Oil Bergamit—Is advancing.

Oil Lavender Flowers—Have been advanced on account of scarcity.

Oil Lemon—Is advancing.

Oil Pennyroyal—Is in very small supply and has again advanced.

Gum Camphor—Has been advanced 2c per pound.

Gum Mastic—Has advanced.

Senna Leaves—It is reported that there will be a very small crop and prices are very firm.

Clay Eaters Thrive in New Guinea.

Edible earth is in New Guinea, where it is associated with decomposed coral. Its main constituents are oxide of silver and aluminium. There is a smaller quantity of ferric oxide and traces of other substances, including ammonia. Mineralogically, the earth is composed of kaolin, hydreaillite, and ferric oxide. It is a fatty clay of yellowish color, not unpleasant to the taste, and composed of small particles. It is used for medical purposes, and well may counteract the effects of the fish diet of dwellers on the coast.

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Acidum		Copaiba	1 15@1 25	Scilla Co	50
Aceticum	6@ 8	Cubebae	1 35@1 40	Tolutan	50
Benzoinum, Ger.	70@ 75	Evechthitos	1 00@1 10	Prunus virg	50
Boracic	17	Erigeron	1 00@1 10		
Carbolicum	26@ 29	Gaultheria	2 25@2 35	Tinctures	
Citricum	52@ 55	Geranium	1 00@1 10	Anconitum Nap's R	50
Hydrochlor	3@ 5	Gossypii Sem gal	50@ 60	Anconitum Nap's F	50
Nitrosum	8@ 10	Hedeoma	3 00@3 10	Aloes	50
Oxalicum	10@ 12	Juniper	40@1 20	Aloes & Myrrh	50
Phosphoricum, dil.	15@ 18	Lavandula	90@3 25	Asafoetida	50
Salicylicum	42@ 45	Limons	1 50@1 60	Aurant Cortex	50
Sulphuricum	14@ 15	Mentha Piper	3 40@3 50	Benzoin	50
Tannicum	14@ 15	Mentha Verid	3 75@4 00	Benzoin Co	50
Tartaricum	38@ 40	Morrhuae gal	1 25@1 50	Barosma	50
		Myrrica	3 00@3 50	Cantharides	50
Ammonia		Olive	75@3 00	Capsicum	50
Aqua, 18 deg.	4@ 6	Pisls Liquid	10@ 12	Cardamon	50
Aqua, 20 deg.	6@ 8	Pisls Liquid gal	10@ 12	Cardamon Cr	50
Carbonas	13@ 15	Ricin	1 06@1 10	Castor	1 00
Chloridum	12@ 14	Rosmarini	1 00@1 10	Catechu	50
		Rosae oz	5 00@5 00	Cinchona	50
Aniline		Succini	40@ 45	Cinchona Co	50
Black	2 00@2 25	Sabina	90@ 1 00	Columbia	50
Brown	80@1 00	Santal	2 25@2 50	Cubebae	50
Red	45@ 50	Sassafras	90@ 95	Cassia Acutifol	50
Yellow	2 50@3 00	Sinapis, ess, oz	1 10@1 20	Cassia Acutifol Co	50
		Tigil	1 10@1 20	Digitalis	50
Bacca		Thyme	40@ 50	Ergot	50
Cubebae	22@ 25	Thyme, opt	1 10@1 20	Ferri Chloridum	35
Juniper	8@ 10	Theobromas	15@ 20	Gentian	50
Xanthoxylum	30@ 35			Gentian Co	50
		Potassium		Guaiaca	50
Balsamum		Bi-Carb	15@ 18	Hyoscyamus	50
Copaiba	45@ 50	Bichromate	12@ 15	Iodine	75
Peru	1 10@1 20	Bromide	25@ 30	Iodine, colorless	75
Terabin, Canada	60@ 65	Carb	12@ 15	Kino	50
Tolutan	35@ 40	Chlorate, po.	12@ 14	Lobelia	50
		Cyanide	34@ 38	Myrrh	50
Cortex		Iodide	2 50@2 60	Nux Vomica	50
Abies, Canadian	18	Potassa, Bitart pr	30@ 32	Opil	50
Cassia	20	Potass Nitras opt	7@ 10	Opil, camphorated	50
Cinchona Flava	18	Potass Nitras	6@ 8	Opil, deodorized	50
Buonymus atro.	60	Prussiate	23@ 28	Quassia	50
Myrica Cerifera	20	Sulphate po	15@ 18	Rhatany	50
Prunus Virgini.	15			Rhei	50
Quillaja, gr'd	12	Radix		Sanguinaria	50
Sassafras, po 25	24	Aconitum	20@ 25	Serpentaria	50
Ulmus	36	Althae	30@ 35	Stromonium	50
		Anchusa	10@ 12	Tolutan	50
Extractum		Arum po	25@ 30	Valerian	50
Glycyrrhiza Gla.	24@ 30	Calamus	20@ 40	Veratrum Veride.	50
Glycyrrhiza, po.	28@ 30	Gentiana po 15	12@ 15	Zingiber	20
Haematox	11@ 12	Glycyrrhiza pv 15	14@ 18		
Haematox, 1s	13@ 14	Hydrastis, Canada	1 90	Miscellaneous	
Haematox, 1/2s	14@ 15	Hydrastis, Can. po	2 00	Aether, Spts Nit 3f 30@	35
Haematox, 1/4s	16@ 17	Hellebore, Alba.	12@ 15	Aether, Spts Nit 4f 34@	38
		Inula, po	18@ 22	Alumen, grd po 7	3@ 4
Ferru		Ipecac, po	2 50@2 60	Annatto	40@ 50
Carbonate Precip.	15	Iris plox	35@ 40	Antimoni, po	4@ 5
Citrate and Quina	2 00	Jalapa, pr	25@ 30	Antimoni et po T	40@ 50
Citrate Soluble	58	Maranta, 1/2s	35@ 40	Antipyrin	25
Ferrocyanidum S	15	Podophyllum po.	15@ 18	Antifebrin	20
Solut. Chloride	2	Rhei	75@1 00	Argent Nitras oz	58
Sulphate, com'l, by	70	Rhei, cut	1 00@1 25	Arsenicum	10@ 12
bbl. per cwt.	7	Rhei, pv	75@1 00	Balm Glead buds	60@ 65
Sulphate, pure	7	Spigella	1 45@1 50	Blismuth N. N.	1 85@1 90
		Sanuginari, po 18	7@ 15	Calcium Chlor, 1s	9
Flora		Serpentaria	50@ 55	Calcium Chlor, 1/2s	10
Arnica	15@ 18	Senega	85@ 90	Calcium Chlor, 1/4s	12
Anthemis	30@ 35	Smilax, off's H.	25@ 30	Cantharides, Rus	17
Matricaria	30@ 35	Smilax, M	25@ 30	Capsici Fruct's at	20
		Scilla po 45	20@ 25	Capsici Fruct's po	22
Folia		Symplocarpus	25@ 30	Cap'i Fruct's B po	15
Barosma	40@ 45	Valeriana Eng	25@ 30	Carphylus	22@ 25
Cassia Acutifol.	15@ 20	Valeriana, Ger.	15@ 20	Cretia, No. 40.	4@ 25
Tinnevelly	25@ 30	Zingiber a	12@ 14	Cera Alba	50@ 55
Cassia, Acutifol.	25@ 30	Zingiber j	22@ 25	Cera Flava	40@ 42
Salvia officinalis,	18@ 20			Crocus	1 40@1 50
1/2s and 1/4s	8@ 10	Semen		Cassia Fructus	35
Uva Ursi	8@ 10	Anisum po 20.	12@ 15	Centraria	10
		Apium (gravel's)	12@ 15	Cataceum	35
Gummi		Bird, 1s	4@ 6	Chloroform	32@ 32
Acacia, 1st pkd.	65	Carul po 15	12@ 14	Chloro'm Squibbs	50
Acacia, 2nd pkd.	45	Cardamon	70@ 90	Chloral Hyd Crsl	35@1 60
Acacia, 3rd pkd.	45	Corlandrum	12@ 14	Chondrus	20@ 25
Acacia, sifted sta.	45@ 50	Cannabis Sativa	7@ 8	Cinchonidine P-W	38@ 48
Acacia, po.	45@ 50	Cydonium	75@1 00	Cinchonide Germ	38@ 48
Aloe Barb	23@ 25	Chenopodium	25@ 30	Cocaine	3 05@3 30
Aloe, Cape	45	Dipterix Odorate.	80@1 00	Corks list D P Ct	75
Aloe, Socotri	55@ 60	Foeniculum	7@ 18	Crocotum	45
Ammoniac	35@ 40	Foenugreek, po.	7@ 9	Creta, bbl 75	2
Asafoetida	50@ 55	Lini	4@ 6	Creta, prep	9@ 11
Benzoinum	50@ 55	Lini, grd. bbl. 2 1/2	3@ 6	Creta, Rubra	8
Catechu, 1s	13	Lobelia	75@ 80	Crocus	1 50@1 60
Catechu, 1/2s	14	Pharlaris Cana'n	9@ 10	Cudbear	24
Catechu, 1/4s	16	Rapa	5@ 6	Cupri Sulph	8@ 12
Comphorae	1 27@1 35	Sinapis Alba	7@ 9	Dextrine	7@ 10
Euphorbium	40	Sinapis Nigra	9@ 10	Emery, all Nos.	8
Galbanum	1 00			Emery, po	6
Gamboge, po. 1	35@1 45	Spiritus		Ergota, po 65	60@ 65
Gualacum, po 35	45	Frumenti W D. 2	00@2 50	Ether Sulph	70@ 80
Kino, po 45c	45	Frumenti	1 25@1 50	Flake White	12@ 15
Mastic	60	Juniperis Co O T 1	65@2 00	Galla	23
Myrrh, po 50	45	Juniperis Co	1 75@2 50	Gambler	8@ 9
Opium	3 50@3 60	Saccharum N E 1	90@2 10	Gelatin, Cooper.	60
Shellac	60@ 65	Spt Vini Galli	1 75@2 00	Gelatin, French	35@ 60
Shellac, bleached	60@ 65	Vina Alba	1 25@2 00	Glassware, ft box	75
Tragacanth	70@1 00			Less than box	70
		Sponges		Glue, brown	11@ 13
Herba		Florida Sheeps' wool	3 00@3 50	Glue white	15@ 25
Absinthium	4 50@4 60	Nassau sheeps' wool	3 50@3 75	Glycerina	13@ 18
Eupatorium oz pk	20	Velvet extra sheeps'	2 00	Grana Paradisi	25
Lobelia	25	wool, carriage.	2 00	Humulus	35@ 60
Majorum	28	Extra yellow sheeps'	1 25	Hydrarg Ch. Mt	90
Mentra Pip. oz pk	23	wool carriage.	1 25	Hydrarg Ch Cor	85
Mentra Ver. oz pk	23	Grass sheeps' wool,	1 25	Hydrarg Ox Ru'm	91
Rue	23	carriage	1 00	Hydrarg Ammo'l	91
Tanacetum V.	22	Hard, slate use.	1 00	Hydrarg Ungue'm	60
Thymus V. oz pk	25	Yellow Reef, for	1 40	Hydrargyrum	75
		slate use	1 40	Ichthyobolla, Am.	90@1 00
Magnesia				Indigo	75@1 00
Calcined, Pat.	55@ 60	Syrups		Iodine, Resubl	3 35@3 40
Carbonate, Pat.	18@ 20	Acacia	50	Iodoform	30@ 40
Carbonate, K-M.	18@ 20	Aurant Cortex	50	Lupulin	70@ 75
Carbonate	18@ 20	Cajuputi	50		
		Carvophilli	1 40@1 50		
Oleum		Cedar	50@ 90		
Absinthium	4 90@5 00	Chenopadii	3 75@4 00		
Amygdalae, Dulc.	50@ 60	Cinnamoni	1 50@1 60		
Amygdalae, Ama	8 00@8 25	Citronella	60@ 65		
Anisi	1 85@1 95	Quinum Minc	50@ 55		
Aurant Cortex	2 75@2 85				
Bergamini	2 35@3 00				
Cajuputi	85@ 90				
Carvophilli	1 40@1 50				
Cedar	50@ 90				
Chenopadii	3 75@4 00				
Cinnamoni	1 50@1 60				
Citronella	60@ 65				
Quinum Minc	50@ 55				

Liquor Arsen et		Rubia Tinctorem	12@ 14	Vanilla	9 00@
Hydrarg Iod	25	Saccharum La's.	22@ 25	Zinci Sulph	7@ 8
Liq Potass Arsenit	10@ 12	Salicin	50@4 75		
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@ 50	Oils	
Mannia, S F	45@ 50	Sapo, W	12@ 14	Whale, winter	bbl. gal
Menthol	3 00@3 20	Sapo, M	10@ 12	Lard, extra	70@ 80
Morphia, S P & W2	35@2 60	Sapo, G	15@ 18	Lard, No. 1	60@ 65
Morphia, S N Y Q2	35@2 60	Seidlitz Mixture	20@ 22	Linseed, pure raw	42@ 45
Morphia, Mal.	2 35@2 60	Sinapis	18	Linseed, boiled	43@ 46
Moschus Canton.	40	Sinapis, opt	30	Neat's-foot, w str	65@ 70
Myristica, No. 1	25@ 30	Snuff, Maccaboy.		Spts. Turpentine	Market
Nux Vomica po 15	10	DeVoes	51	Paints	
Os Sepia	25@ 30	S'nuff, S'h DeVos	51	Red Venetian	1 1/2@ 2
Pepsin Saac, H &	25@ 30	Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2@ 2
P D Co.	1 00	Soda, Boras, po.	9@ 11	Ocre, yel Ber	1 1/2@ 2
Picis Liq N N 1/2	50	Soda et Pot's Tart	25@ 28	Putty, commer'l	2 1/2@ 3
Picis Liq qts	50	Soda, Carb	1 1/2@ 2	Putty, strictly pr	2 1/2@ 3
Picis Liq pints.	50	Soda, Bi-Carb	3@ 5	Vermillion, Prime	
Pil Hydrarg po 80	50	Soda, Ash	3 1/2@ 4	American	13@ 15
Piper Nigra po 22	50	Soda, Sulphas	2 60	Vermillion, Eng.	75@ 80
Piper Alba po 35	50	Spts, Cologne	2 60	Green, Paris	24@ 30
Pix Burgum	50	Spts, Ether Co.	50@ 55	Green, Peninsular	13@ 16
Plumbi Acet	12@ 15	Spts, Myrcia Dom	2 00	Lead, red	7 1/2@ 7 3/4
Pulvis Ip'c et Opil	1 30@1 50	Spts, Vini Rect bbl		Lead, white	7 1/2@ 7 3/4
Pyrethrum, bxs H	75	Spts, Vini Rect 1/2 b		Whiting, white S'n	90
& P D Co. doz	75	Spts, Vini R't 10 gl		Whiting Gliders	95
Pyrethrum, pv	20@ 25	Spts, Vini R't 5 gal		Whit'g Paris Am'r	91
Quassia	8@ 10	Strychnia, Cryst'l	1 05@1 25	Whit'g Paris Eng	91
Quina, S P & W.	17@ 27	Sulphur Subl	2 1/2@ 4	Universal Prep'd	1 10@1 20
Quina, S Ger.	17@ 27	Sulphur, Roll	2 1/2@ 3 1/2		
Quina, N. Y.	17@ 27	Tamarinds	8@ 10	Varnishes	
		Terebenth Venice	28@ 30	No. 1 Turp Coachl	10@1 20
		Theobromae	45@ 50	Extra Turp	1 60@1 70

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets
By Columns

		1	2
		ARCTIC AMMONIA	Oysters
		12 oz. ovals 2 doz. box...75	Cove, 1lb. @ 90
		AXLE GREASE	Cove, 2lb. @1 65
		1lb. wood boxes, 4 dz. 3 00	Cove, 1lb. Oval... @1 00
		1lb. tin boxes, 3 doz. 2 85	Plums
		3 1/2 lb. tin boxes, 2 dz. 4 25	Peas
		10lb. pails, per doz. 6 00	Marrowfat
		15lb. pails, per doz. 7 20	Early June @1 00
		25lb. pails, per doz. 12 00	Early June Sifted 1 25 @1 65
		BAKED BEANS	Pie
		Columbia Brand	Yellow
		1lb. can, per doz. 90	Pineapple
		2lb. can, per doz. 1 40	Grated
		3lb. can, per doz. 1 80	Sliced
		BATH BRICK	Pumpkin
		American	Fair
		English	Good
		BLUING	Fancy
		Arctic	Gallon
		6 oz. ovals 3 doz. box \$ 40	Raspberries
		16 oz. round 2 doz. box 75	Standard
		Sawyer's Pepper Box	Russian Caviar
		No. 3, 3 doz. wood	1/2 lb. cans
		No. 5, 3 doz. wood	1/2 lb. cans
		boxes	Salmon
		BROOMS	Col'a River, tails 1 80 @1 85
		No. 1 Carpet	Col'a River, flats 1 90 @1 95
		No. 2 Carpet	Red Alaska
		No. 3 Carpet	Pink Alaska
		No. 4 Carpet	Sardines
		Parlor Gem	Domestic
		Common Whisk	Domestic, Must'd 6 @ 9
		Fancy Whisk	California, 1/4 s. 11 @14
		Warehouse	California, 1/4 s. 17 @24
		BRUSHES	French, 1/4 s. 18 @28
		Solid Back 8 in.	Shrimps
		Solid Back, 11 in.	Standard
		Pointed Ends	Succotash
		Stove	Fair
		No. 3	Good
		No. 2	Fancy
		No. 1	Standard
		Shoe	Fancy
		No. 8	Tomatoes
		No. 7	Fair
		No. 4	Good
		No. 3	Fancy
		BUTTER COLOR	Gallons
		W. R. & Co.'s 15c size 1 25	CARBON OILS
		W. R. & Co.'s 25c size 2 00	Barrels
		CANDLES	Perfection
		Electric Light, 8s. 9 1/2	Water White
		Electric Light, 16s. 10	D. S. Gasoline
		Paraffine, 6s. 9	87 Gasoline
		Paraffine, 12s. 9 1/2	Deodor'd Nap'a
		Wicking	Cylinder
		CANNED GOODS	Engine
		Apples	Black, winter
		3lb. Standards	CEREALS
		Gallon	Breakfast Foods
		Blackberries	Bordeaux Flakes, 36 1lb. 2 50
		Standards	Cream of Wheat, 36 2lb. 4 50
		Beans	Egg-O-See, 36 pkgs. 2 85
		Baked	Excella Flakes, 36 1lb. 2 60
		Red Kidney	Excella, large pkgs. 4 50
		String	Force, 36 2lb. 4 50
		Wax	Grape Nuts, 2 doz. 2 70
		Blueberries	Malta Ceres, 24 1lb. 2 40
		Standard	Malta Vita, 36 1lb. 2 85
		Gallon	Mapl-Flake, 36 1lb. 4 05
		Brook Trout	Pillsbury's Vitos, 3 dz. 4 25
		2lb. cans, spiced	Ralston, 36 2lb. 4 50
		Clams	Sunlight Flakes, 36 1lb. 2 85
		Little Neck, 1lb. 1 00 @1 25	Sunlight Flakes, 20 lbs 4 00
		Clam Bouillon	Vigor, 36 pkgs. 2 75
		1lb. 1 00 @1 50	Voigt Cream Flakes
		Burham's 1/2 pt. 1 90	Zest, 20 2lb. 4 10
		Burham's pts. 3 60	Zest, 36 small pkgs. 2 75
		Burham's qts. 7 20	Crescent Flakes
		Cherries	One case
		Red Standards 1 30 @1 50	Five cases
		White	One case free with ten cases.
		Corn	One-half case free with 5 1/2 cases.
		Fair	One-fourth case free with 2 1/2 cases.
		Good	Freight allowed
		Fancy	Rolled C. ts
		French Peas	Rolled Avena, bbl. 5 10
		Sur Extra Fine	Steel Cut, 100 lb. sacks 2 85
		Extra Fine	Monarch, bbl. 4 65
		Fine	Monarch, 90 lb. sacks 2 40
		Moyen	Quaker, cases
		Gooseberries	Cracked Wheat
		Standard	Bulk
		Hominy	Columbia 25 pts. 4 50
		Standard	Columbia, 25 1/2 pts. 2 60
		Lobster	Snider's quarts 3 25
		Star, 1/2 lb. 2 15	Snider's pints 2 25
		Star, 1lb. 3 90	Snider's 1/2 pints 1 30
		Picnic Tails	CHEESE
		Mackerel	Acme
		Mustard, 1lb. 1 80	Carson City
		Mustard, 2lb. 2 90	Elste
		Soused, 1 1/2 lb. 1 40	Emblem
		Soused, 2lb. 2 50	
		Tomato, 1lb. 1 30	
		Tomato, 2lb. 2 80	
		Mushrooms	
		Hotels	
		Buttons	

3

Gem	@15
Ideal	@14
Jersey	@14 1/2
Peerless	@14 1/2
Riverside	@14 1/2
Springdale	@14 1/2
Warner's	@15 1/2
Brick	@15 1/2
Leiden	@15
Limburger	@14
Pineapple	@40
Sap Sago	@19
Swiss, domestic	@16
Swiss, imported	@20

CHEWING GUM	
American Flag Spruce	50
Beeman's Pepsin	55
Madam	90
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	50
Largest Gum Made	55
Sen Sen	50
Sen Sen Breath Perf.	95
Sugar Loaf	50
Yucatan	50

CHICORY	
Bulk	8
Red	4
Eagle	4
Franch's	7
Schener's	6

CHOCOLATE	
Walter Baker & Co.'s	23
German Sweet	23
Premium	30
Vanilla	31
Caracas	35
Eagle	38

COCOA	
Baker's	28
Cleveland	41
Colonial, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Huyler	45
Van Houten, 1/4 s	12
Van Houten, 1/2 s	40
Van Houten, 1s	72
Webb	30
Wilbur, 1/4 s	41
Wilbur, 1/2 s	42

COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4

COFFEE	
Rio	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	19

Maracaibo	
Fair	16
Choice	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31

Mocha	
Arabian	21
New York Basis	
Arbuckle	16 00
Dilworth	15 50
Jersey	15 00
Lion	14 50
McLaughlin's XXXX	sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
New York, Square	6
Family	6
Salted, Hexagon	6

Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrettes	13
Oyster	
N. B. C. Round	6
N. B. C. Square Salted	6
Faust, Shell	7 1/2

Sweet Goods	
Animals	10
Atlantic Assorted	10
Bagley Gems	8
Belle Isle Picnic	11
Brittle	11
Cartwheels, S & M	8
Currant Fruit	10
Cracknels	16
Coffee Cake, N. B. C.	
plain or iced	10
Cocoa Nut Taffy	12
Cocoa Bar	10
Chocolate Drops	16

4

Cocoanut Drops	12
Cocoanut Honey Cake	12
Cocoanut H'y Fingers	12
Cocoanut Macaroons	18
Dixie Sugar Cookie	9
Fruit Honey Squares	12 1/2
Frosted Cream	8
Fluted Cocoanut	10
Fig Sticks	12
Ginger Gems	8
Graham Crackers	8
Ginger Snaps, N. B. C.	7
Hazelnut	11
Hippodrome	11
Honey Cake, N. B. C.	12
Honey Fingers, As Ice	12
Honey Jumbles	12
Household Cookies	As 8
Iced Honey Crumpets	10
Imperial	8
Jersey Lunch	8
Jamaica Gingers	10
Kream Klips	20
Lady Fingers	12
Lem Yen	11
Lemon Gems	10
Lemon Biscuit Sq.	16
Lemon Wafer	16
Lemon Cookie	8
Malaga	11
Mary Ann	11
Marshmallow Walnuts	16
Muskegon Branch, Iced	11
Molasses Cakes	8
Mouthful of Sweetness	14
Mixed Picnic	11 1/2
Mich. Frosted Honey	12
Newton	12
Nu Sugar	8
Nic Nacs	8
Oatmeal Crackers	8
Okay	10
Orange Slices	16
Orange Gems	8
Penny Cakes, Asst.	18
Pineapple Honey	12
Plum Tarts	12
Pretzels, Hand Md.	8 1/2
Pretzellettes, Hand Md.	8 1/2
Pretzellettes, Mac Md.	7 1/2
Raisin Cookies	14
Revere, Assorted	14
Richwood	8
Rube	8
Scotch Cookies	10
Snow Creams	16
Snowdrop	16
Spiced Gingers	10
Spiced Sugar Tops	9
Sultana Fruit	15
Sugar Cakes	8
Sugar Squares, large or small	8
Superba	8
Sponge Lady Fingers	25
Urchins	11
Vanilla Wafers	16
Vienna Crimp	8
Waverly	8
Water Crackers (Bent & Co.)	16
Zanzibar	9

In-er Seal Goods	
Almond Bon Bon	15 50
Albert Biscuit	1 00
Animals	1 00
Breemner's But. Wafers	1 00
Butter Thin Biscuit	1 00
Cheese Sandwich	1 00
Cocoanut Macaroons	2 50
Cracker Meal	75
Faust Oyster	1 00
Fig Newtons	1 00
Five O'clock Tea	1 00
Frosted Coffee Cake	1 00
Frotana	1 00
Ginger Snaps, N. B. C.	1 00
Graham Crackers	1 00
Lemon Snaps	50
Marshmallow Dainties	1 00
Oatmeal Crackers	1 00
Oysterettes	50
Pretzellettes, H. M.	1 00
Royal Toast	1 00
Saltine	1 00
Saratoga Flakes	1 50
Seymour Butter	1 00
Social Tea	1 00
Soda, N. B. C.	1 00
Soda, Select	1 00
Sponge Lady Fingers	1 00
Sultana Fruit Biscuit	1 50
Unedea Biscuit	50
Unedea Jinjer Wayfar	1 00
Unedea Milk Biscuit	50
Vanilla Wafers	1 00
Water Thin	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00

Dried Fruits	
Sundried	7 @ 7 1/2
California Prunes	
100-125 25lb. boxes	
80-100 25lb. boxes	@ 4 1/2
60-80 25lb. boxes	@ 5
40-60 25lb. boxes	@ 5 1/2
20-40 25lb. boxes	@ 6
10-20 25lb. boxes	@ 7 1/2
30-40 25lb. boxes	@ 8 1/2
1/2 c less in 50lb. cases	
Citron	
Corsican	@ 22
Imp'd 1 lb. pkg.	@ 10 1/2
Imported bulk	@ 10 1/2
Peel	
Lemon American	14
Orange American	13

Jennings	
No. 2 Panel D. C.	75
No. 4 Panel D. C.	1 50
No. 6 Panel D. C.	2 00
Taper Panel D. C.	1 50
1 oz. Full Meas. D. C.	65
2 oz. Full Meas. D. C.	1 20
4 oz. Full Meas. D. C.	2 25

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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 Midg 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 42 30 lb. pails, per 75 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MICHIGAN C. D. Crittenden Co. Saginaw Nolesse 4 50 @ 4 75 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, River 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's wheel 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 1/2 Bellies 12 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 14 Hams, 14 lb. average 14 Hams, 16 lb. average 14 Hams, 18 lb. average 14 Skinned Hams 14 Ham, dried beef sets 14 1/2 Bacon, clear 14 1/2 California Hams 9 Picnic Boiled Ham 14 Boiled Ham 13 1/2 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 8 1/4 Pure 10 1/4 80 lb. tubs, advance 10 1/4 60 lb. tubs, advance 9 1/4 50 lb. tins, advance 9 1/4 20 lb. pails, advance 9 1/4 10 lb. pails, advance 9 1/4 5 lb. pails, advance 9 1/4 3 lb. pails, advance 9 1/4 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 Veal 7 Tongue 7 Headcheese 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, rounds, set 15 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, 1/4 45 Potted ham, 1/2 85 Deviled ham, 1/4 45 Deviled ham, 1/2 85 Potted tongue, 1/4 45 Potted tongue, 1/2 85 RICE Screenings @ 4 Fair Japan @ 5 Choice Japan @ 5 1/2 Imported Japan @ 6 Fair La. hd. @ 6 1/2 Choice La. hd. @ 6 1/2 Fancy La. hd. @ 6 1/2 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 3 10 L. P. 3 00 Wyandotte, 100 1/4 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 @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 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 9 Round, 100lbs. 3 75 Round, 40lbs. 1 75 Sealed 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 9 50 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 8 Rape 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French 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 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 85 Big Master, 100 bars 4 00 Marcellus, 100 cakes. 5 80 Marcellus, 100 cakes 5c 4 00 Marcellus, 100 ck toilet 4 00 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gr 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, Amboyina 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/2 @ 5 1/2 6lb. packages 6 1/2 @ 6 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels @ 3 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Half Barrels 25 20lb. cans, 1/4 dz. in case 1 80 10lb. cans, 1/2 dz. in case 1 75 5lb. cans, 1 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 48 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 15 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 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 Piper Heidsick 38 Bent 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 Kilm 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 35 Corn Cake, 2 1/2 oz. 28 Corn Cake, 1lb. 22 Flow Boy, 1 1/2 oz. 39 Flow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 36 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 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 60 Market 30 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. 6 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 3 55 Barrel, 15 gal., each. 4 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, an red, brass. 2 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 30 Cream Manila 3 Butcher's Manila 3 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 Ciscas or Herring @ 10 Bluefish @ 12 Live Lobster @ 30 Boiled Lobster @ 30 Cod @ 12 Haddock @ 9 Pickerel @ 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 Wool Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Oide 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 10 Cut Leaf 7 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 Sun Glas Goodies 12 Lozenges, plain 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quantette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crya. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 50 Mottos 60 Cream Bar 55 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 Ass't. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 50 Ten Strike, Summer as sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack, 100s 30 Checkers, 5c pkg. case 3 25 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. @ 16 Pecans, ex. large @ 18 Pecans, Jumbos @ 20 Hickory Nuts per bu. Ohio new @ 5 Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 8 1/4 @ 9 Pecan Halves @ 75 Walnut Halves @ 38 Filbert Meats @ 27 Alicante Almonds @ 38 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. 6 1/2 Fancy, H. P. Suns. Roasted @ 8 1/2 Choice, H. P. Jumbo @ 7 1/2 Roasted @ 9

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



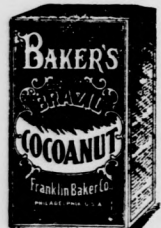
G. J. Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass4 1/2 @ 8 3/4
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 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

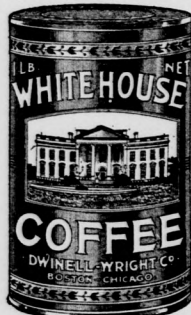
Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson

Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

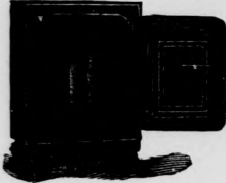
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

School Supplies Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

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

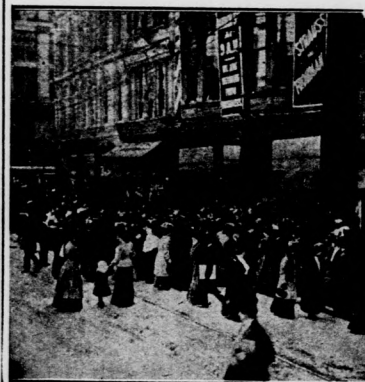
933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN

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.

Agents—Auto hat fastener pins, inside hat, 25 cents sample pair; big commissions, fast sellers. Whitwham, Waters & Co., Superior St., Toledo, Ohio. 353

For Sale—Harness, vehicle and implement business in Northern Michigan. Town of 1,000 inhabitants with fine farming country and large territory to draw from. Stock inventories about \$3,000. Modern buildings, rent \$18. Reason for selling, have large hardware business and other outside interests so can not devote time necessary. Address No. 355, care Michigan Tradesman. 355

Cash for your property wherever located. If you want to sell, send description and price. If you want to buy, send for our monthly. Northwestern Business Agency, 43 Bank of Commerce Bldg., Minneapolis, Minn. 342

Wanted—Merchants and agents to take orders for our fine line of custom-made suits, trousers and overcoats; large line of samples on cards, arranged in an entirely new and unique manner, furnished free to those who can do business; liberal concessions and terms given; write at once for information and territory. A. L. Singer & Co., Dept. E., Chicago, Ill. 356

For sale or exchange in merchandise, 320 acres land in Minnesota containing 1,000,000 lumber, 1,000 cord pulp wood, 4,000 cord wood, posts, poles and ties. Near rails and water. Pader Winger, Rugby, N. D. 358

For Sale—One Otto gas engine, 8 1/4 in. bore by 15 in. stroke, rated at 10 actual H. P., but developing a maximum of slightly more than 11 brake H. P. by test. In excellent condition. Gordon Hollow Blast Grate Co., Greenville, Mich. 354

For Sale—Up-to-date stock general merchandise, best location, best farmers' trade. The leading store in town. Annual business from \$28,000 to \$30,000. B. Cohen, Northville, Mich. 352

\$4,000 marble and granite manufacturing business in Michigan town of 4,000. Annual sales \$15,000. Half cash, balance time. \$7,000 clothing and shoe stock in good Michigan town of 4,000. Large trade territory and only one other similar store in town. Half cash, balance time. American School of Real Estate, Des Moines, Iowa. 359

House and lot worth \$3,000 to trade for general stock. Will pay difference in cash. Box 266, Coopersville, Mich. 362

Bazaar For Sale—Only bazaar store in best small town in Michigan. Inventories about \$800. Cheap rent. Snap for someone. This advertisement will only appear once. Address No. 363, care Tradesman. 363

For Sale—The business of H. Harris, deceased, consisting of his stock of furniture, crockery, carpets and general house furnishings. Located in a live Michigan town. Estate in the hands of administrator, Hugh H. Harris, Greenville, Mich. 364

For Sale—Well located stocks of groceries, also confectionery stocks. Good reason for selling. Let us show you. Michigan Store & Office Fixture Co., Cit. Phone 1846, 519-521 N. Ottawa St., Grand Rapids, Mich. 367

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

Drug store, exceptional snap, invoices \$3,500. Sales \$6,000 annually, rent \$16. Established six years. Population 1,800; one other drug store. Manufacturing and lake city. Will sell for \$3,200 or invoice at cash value, 2/3 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

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 cost 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

For Sale or Rent—Two brick stores. Rent reasonable. For particulars address E. I. Pickhaver, c-o M. O. Farnham, Mancelona, 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

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

Sole agents wanted everywhere, for a celebrated California mineral water. Big profits. California Chemical Co., Watsonville, Cal. 323

Wanted—Second-hand bags and burlap. Will buy any kind, any quantity, anywhere. I pay freight. Geo. T. King, Richmond, Va. 303

To Exchange—My farm stock and tools, for stock of merchandise. Address No. 290, care Michigan Tradesman. 290

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—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—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

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

For Sale—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

Notice—I have a fine undertaking business and all kinds of merchandise, stocks, farms, hotels, for sale in all parts of the United States. If you want to buy, sell or exchange or close out, write me. G. B. Johns, Grand Ledge, Mich. 121

For Sale—Toledo scale, grocers' No. 50, cheap. Address No. 317, care Michigan Tradesman. 317

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. Feyrelsen & Co., 12 State St., Chicago, Ill. 548

POSITIONS WANTED

Position wanted by experienced hardware clerk, age 23 years. Married. Temperate. Can furnish references from former employers. Understand all branches of the trade. Address No. 361, care Tradesman. 361

HELP WANTED.

\$3,000 yearly. If you earn less, go into the real estate business, insurance, loans, etc. You may make \$5,000 or \$10,000 yearly. By our co-operative plan we turn business over to you. Our Correspondence Course shows just how to start, how to make the most of your opportunities wherever located. If you can make money for your employer, you can make it for yourself. Be independent, successful, a man of affairs. Practically no capital required. Write for free book, endorsements, etc. American School of Real Estate, Dept. T., Des Moines, Iowa. 360

Salesman with experience in the crockery line in Michigan, able to furnish bonds and reference can secure good position by addressing with full particulars, No. 357, care Michigan Tradesman. 357

Wanted—Young man with general store experience, for house salesman. Apply Corl Knott & Co., Ltd., Grand Rapids, Mich. 349

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.

A 46% Increase

This is the sales record for Quaker Oats during September as compared with September a year ago. It is the greatest month in our history and October will show a still larger increase.

Quaker Oats

is the best known and fastest selling cereal package in the world. It is the most profitable cereal you can handle. It now sells everywhere. No matter where you are located you ought to push Quaker Oats.

The Best
Rolled Oats Made

The Quaker Oats Company

Successor to
The American Cereal Company
Address—Chicago, U. S. A.

Use Tradesman Coupons

Live Notes from a Live Town.

Lansing, Dec. 4—One of the most noticeable features to the traveling fraternity who make Lansing, in connection with the rapid growth enjoyed by this city during the past five years, is the almost total absence of what was once a chronic habit of knocking by its people. On the contrary, nothing but optimism and boosts are heard, and with all classes the watchword is, "Watch Lansing grow."

Traveling men once knew this city by its antiquated street railway system and all-round general business apathy. There was no such thing as unity among its merchants; it was everyone for himself and a knock for his neighbor. But there came an awakening. The situation seemed to change from the time the Olds Motor Works announced its intention of combining its Detroit and local plants here, and the subsequent declaration of R. E. Olds, who about that time withdrew from the Olds concern, that he would build what is now the mammoth Reo plant, with its 131,000 square feet of floor space, and turn out 100,000 automobile parts every ten hours. A new era was then and there inaugurated for this city. Slowly but surely the city aroused from its dormant state, rubbed its eyes, so to speak, and took on a new lease of life. A live, hustling Business Men's Association, organized in the meanwhile, had mapped out and was pushing a boost programme. Outside capital became interested, investigated and finally invested. The local real estate market soon reflected the increasing prosperity of the city. The Lansing of to-day, with its 30,000 busy, satisfied population, is indeed a wonderful change from the weakly, indifferent Lansing of only a few years ago. Its people are surely warranted in boasting of the splendid achievement.

D. E. Brackett, who formerly conducted the Brackett Clothing Co. here and was recently manager of the Bijou Theater, at Pontiac, has given up the latter enterprise on account of financial difficulties.

A plaster company, with a capital stock of \$12,000, will shortly file articles of incorporation and establish a factory in this city. A local man, it is understood, holds a patent on a new method of manufacturing plaster which the company will use. Three available buildings are being considered, but at this writing nothing definite has been announced.

The Hildreth Motor and Pump Co., located at North Lansing, has acquired the property of the Lansing Foundry Co. and will also enlarge its own plant on Race street. The company will probably undergo re-organization, but it is expected the same officers will be continued. Lawrence Price is President. An additional capitalization of \$45,000 will be taken on, which was subscribed within six hours.

Herbert J. Cook, a popular shirt salesman with Picard & Picard, of Detroit, but for years with the Collver Shirt Co. here, is laid up in the city hospital with typhoid fever.

Post A. Michigan Knights of the Grip, is arranging for its annual ball,

which will be given sometime the middle of this month. This event is always awaited with interest by the travelers and their families.

The Lansing Manufacturing Co., making harrows, cultivators and machinery repairs, and run in connection with the National Supply Co. until the latter's recent embarrassment, has been purchased by F. C. Mason & Co., of St. Johns, who will remove the property there.

The ease with which subscriptions for the capital stock of new enterprises in this city are procured is a matter of considerable local comment, and indicates the prosperity of the city. It is not difficult to get the stock in almost any legitimate business taken here, and in most cases the public is not let in on deals until after the stock is all subscribed. There is no hawking about of stock in Lansing enterprises at present.

The Business Men's Association is hopeful that the Lake Shore Railway will build a short track connecting its lines with the Michigan Central in this city and run its passenger trains into the union station. The use of the union station by the Lake Shore would be a great public convenience and at the same time give the company more room for handling its freight business, which has greatly increased during the past year or two.

The newly-organized Atlas Drop Forge Co. has not selected the site for its new factory, but will do so in a few days. Plans are being made, however, for two large factory buildings, one 60x100 feet and the other 40x80 feet. Probably the site of the factory will be in the north end of the city.

Geo. A. Toolan.

A good many people in Michigan, certainly those who have been asked to subscribe to it, are familiar with Berea College in Kentucky. It was originally designed to afford educational facilities to the mountain whites and speedily it took in the blacks of the same region. Its chief work and its great success have been in educating what are sometimes called the "poor whites" of the South, and it has made very useful citizens out of many of them. It has done and is doing a good work and while black and white were at school together there, none of those in attendance found any fault with it, nor did their parents or friends. Southern sentiment of the Tillman sort, however, saw in this a good chance to make trouble and so they passed what is known as the "Day act," which prohibits co-education of the blacks and whites. As there was no other institution of the sort in Kentucky this piece of legislation was aimed directly at Berea College. The authorities went to law about it and the State Court of Appeals has just sustained the constitutionality of the statute. The work of Berea has been sadly interfered with and greatly inconvenienced. What can be thought of those Kentuckians who deliberately set out to hamper and hinder an institution supported by philanthropic charity from outside the State and whose only purpose is to help and educate the poor people of that State?

Can't Get Too Much.

There is one thing you can't get too much of around the store, and that is light.

Good light in daytime is of course essential to the proper handling of business, but good light at night is worth money, because it brings business.

Stores which undertake to do business in the evening can afford the very best light the market affords. Bright lights draw customers, as a candle flame draws moths. It is just a part of human nature to go where the light is brightest.

It is important that the lights be especially bright at the front of the store. A dazzling radiance of light on the sidewalk in front of the store, backed up by a brilliantly illuminated window, will get the trade from a gloomy and ill-lighted rival establishment every time.

Go to the cities and notice the windows of the important stores. They are fairly dazzling with brilliant lights. And these stores are run by men who are not accustomed to investing in things which don't pay, or which don't add to their business.

The improvements in lighting facilities offered during recent years have given the store keeper an opportunity not possessed by merchants of an older generation. The electric signboard has come into existence because of its exceptional striking appearance and wonderful power as a business maker. Even the most absent minded citizens can't dodge the electric signboard. The brightly lighted display window and store front is simply one kind of an electric signboard, in which the merchant's place of business is the sign.

One of the reasons that the recent vaudeville houses do such an immense business nowadays is because they light their entrances with the utmost brilliancy, and in a manner which other business concerns might consider unnecessarily lavish. Plenty of light impresses the customer with the idea that the merchant isn't ashamed of his goods, and the impression is worth money to the merchant.

Encourage the Clerk.

A kindly, encouraging word to the clerk now and then goes a long way toward helping make the business pay. It makes the clerk a better workman, gives him more enthusiasm and more desire to so employ his time and talents as to make them of the most value to his employer. An employer who treats his clerks kindly and encourages them now and then will have willing, ambitious clerks. The employer who is constantly grouchy and never has a kind word for his clerks will be knocked by employees behind his back and they will knock each other. They will not have the interest of the store at heart, and, no matter how good a business man the head of the concern may be, this condition of affairs among the clerks is bound to make itself adversely felt in computing the earning power of the store.

In this connection we do not ad-

vocate free and easy relationship between the head of the concern and the clerks, although this condition of affairs is bound to obtain to a greater or less extent in the smaller store of the country town. While the employer should always be just and kind and deal courteously with his clerks he should always be able to maintain his position in such a way that familiarity can not be too easily bred. There is a wide difference between friendliness and familiarity. The employer should make his clerks feel that he is their friend, but, at the same time, he should so carry himself as to be always dignified.

The man who is cranky and grouchy maintains the exact status of employer with his employees usually adopts the plan with a view to getting more work out of them and of keeping them in fear of him. It is possible that he may succeed in installing a fear of the loss of their positions in the breasts of his employees, but that is all. He loses their respect and he loses their best earning ability. The just man who treats his clerks fairly and kindly is the man who will get the best return for the amount expended in wages, be it large or small.—The Sample Case.

It is possible in Mexico to rise rapidly from abject poverty to immense wealth. Pedro Alvarado six years ago was a poor miner and now, although still a young man, he is said to be worth \$150,000,000. Like Carnegie, he thinks it is a sin to die rich and is spending money by the millions among the Mexicans, helping all who are poor and providing an education for all who will take it. He does not believe in giving cash to anyone, but builds homes for those who have none, establishes schools, churches and libraries. Not long ago he offered to pay off the Mexican national debt, but President Diaz declined the offer because he thought it would entangle him politically. Alvarado says he means what he says and proposes to renew the proposition in person. Whenever the rich are interested in the poor and anxious to benefit the condition of the unfortunate the occasion is one worthy of favorable comment.

The postage stamps of 1907 are to have stamped upon them the name of the city in which they are issued and the new scheme is expected to stop robberies or aid in running the perpetrators down. There is another benefit: the town of issue will be as well advertised by stamps as it now is by business envelopes.

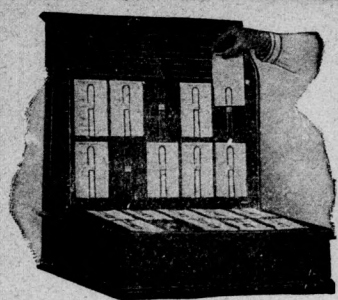
BUSINESS CHANCES.

Good paying drug stock to exchange for general merchandise or bazaar stock. Address No. 369, care Michigan Tradesman. 369

For Sale—\$3,000 store property, rent \$25 per month. Located in one of the best suburban towns in Michigan. Address B, care Michigan Tradesman. 368

For sale or exchange for a good improved farm, well located, a clean stock of general merchandise, dry goods, shoes, groceries, etc. Located in one of Michigan's best manufacturing towns. Address No. 367, care Tradesman. 367

Exchange for stock of merchandise, 80 acre improved farm, well fenced, two barns, one 7 room house. Rural delivery, 40 rods to school house. Good neighborhood and markets, 3 1/2 to 7 miles. Address No. 366, care Tradesman. 366



The McCaskey Account System

Gives YOU more information about your business and does it **QUICKER** than any other system on the market.

It not only shows YOU the amount of your bills receivable but bills payable. Your **net assets** and **liabilities**.

YOU do not have to give each customer a separate book or pad.

YOU do NOT have to go to the register **TWICE** to take care of ONE sale.

YOU can take orders from fifty (50) different customers in the same book or pad, either on the wagon, at the phone, over the counter or on the walk in front of your store, and the **ONE WRITING** is ALL that's required.

Your **ACCOUNTS** can be protected from fire.

Our **CATALOG** is **FREE** for the asking.

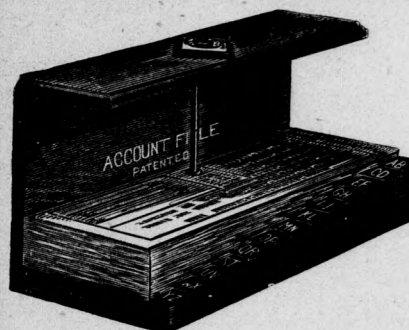
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Single Carbon and Folding Pads

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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.

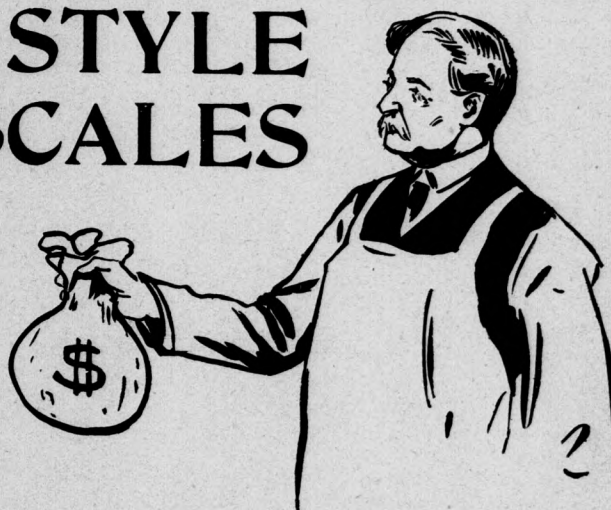


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USERS OF OLD STYLE SCALES



are paying every day for a loss in time and goods that would **ALMOST PAY** THEIR RENT if stopped!



MONEYWEIGHT Scales

will **STOP THE LOSS** and pay for themselves in one year by saving the waste which your old style scales are losing every day for you.

195,000 MONEYWEIGHT Scales ARE IN USE in the 250,000 Grocery Stores and Meat Markets of the United States—sufficient **proof** that they are a **good investment**.

TWO CENTS FOR A **STAMP** to mail us this Coupon is all it will cost you to **investigate** the best paying proposition for Butchers and Grocers on the market today. **Don't Wait**—Send in this Coupon **To-day!**



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Distributors of **HONEST** Scales **GUARANTEED** Commercially Correct

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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.....
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Our Lines, Owing to Re-Orders and To Late
Arrivals, Are Practically

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Hundreds of 5 Cent Christmas Items
Thousands of 10 Cent Christmas Items

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Grand Rapids, Michigan