

MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 12, 1906

Number 1212

Short Sayings by a Detroit Observer

The man who does things, as compared with the man who dreams about doing them, needs no Spot Light to emphasize his presence or his value. The fellow who dreams talks about his lost opportunities, but the fellow who does things doesn't talk at all—he simply smiles at obstacles, because he has learned how easy they are to surmount and how insignificant are his bruises as compared with his glory and profit.

Find me a man who holds his opinions infallible, who refuses to take counsel from anybody, and I'll show you a man who is dying of Mental Dry Rot. His brilliancy will as surely fade and turn yellow, in his iron bound chest of conceit, as do the old laces and linens of our grandparents.

Regardless of your employer's estimate of you, what is your estimate of yourself? Do you feel that you couldn't accomplish more if you tried, that you have honestly reached the limit of your usefulness and productive powers? If you have this inward honest estimate of yourself you needn't have any concern about your future, *it's made right now*, and don't you fool yourself into the belief that your value as a man and a servant isn't being taken into consideration. Every fellow who works within forty rods of your desk or bench is going to pass the word along, and it isn't going to require the services of an Envoy Extraordinary to get the good word back to Headquarters. There is a law of compensation that will adjust your value just as surely as water seeks its level. It's up to you.

If you get tired of the daily grind just remember that it was the frog in the churn of buttermilk which kept on kicking until he formed an island of butter and swam out. Keep on grinding if you would hasten the hours of retirement on a comfortable competency. Just remember that the fellow who has the dollar now is working a good deal harder to keep it than you are to get it—*don't forget that!* If you'll work as hard as he does you'll soon wear him out and he'll ask you to help him carry part of his load, and he'll pay you to do it, that's the whole secret.

When you think the day is long and irksome, that your task is a hard one, that your work seems unappreciated and you get on that "don't care" feeling whether school keeps or not, just picture yourself in the place of that poor devil whose wasted moments have unfitted him for any position of trust or confidence; that fellow who has a group of hungry little mouths looking to him for succor and who hasn't the fitness to raise himself above the army of day laborers. Did you ever swing an ax? Did you ever have a despotic foreman yelling at you and driving you like a pack mule when your back was nearly broken and your whole spirit crushed from sorrows at home? No. *You don't know what trouble is*, you wouldn't recognize it if it was headed your way with a brass band. Get busy. This is the happiest, thriftiest, most peaceful and most prosperous age the world has ever known, and you are knee deep in the middle of it and perhaps don't know it. *Smile!*

I. G. KENNEDY

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

The Fleischmann Co.,

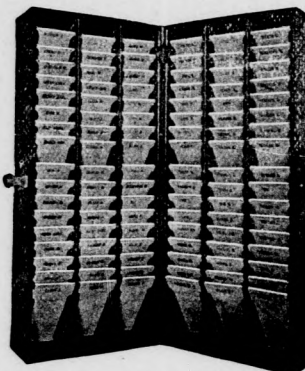
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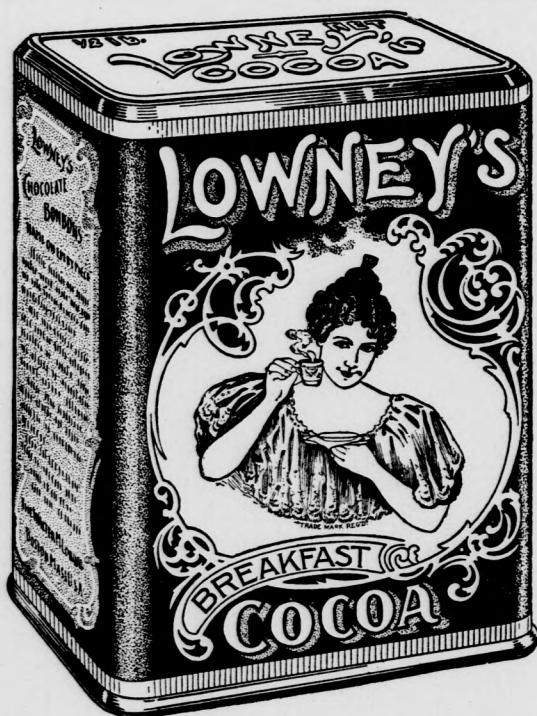
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105 Ottawa St., Grand Rapids, Mich.

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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 12, 1906

Number 1212

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

We Buy and Sell
Total Issues
of
State, County, City, School District,
Street Railway and Gas
BONDS
Correspondence Solicited
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Penobscot Building, Detroit, Mich.

The Kent County Savings Bank
OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.
OF MICHIGAN

Credit Advances, and Collections
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Grand Rapids, Mich. The Leading Agency

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

2321 Majestic Building, Detroit, Mich

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

SPECIAL FEATURES.

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RAILWAY COMMISSION.

That there are many reasons why a single individual appointed by the Governor of Michigan to possess and exercise authority as Commissioner of Railroads is unsatisfactory in the extreme is beyond question. Abundant evidence of this fact exists at every industrial center in the State. The Grand Rapids Board of Trade has had this matter under consideration by its Transportation Committee for nearly a year, and the Committee has gone into it very thoroughly, conscientiously and with a sincere desire to evolve some better plan which shall be fair alike to both shippers and carriers. Thus far the law which created the Wisconsin State Railway Commission has impressed our Board of Trade most favorably, and upon the strength of this impression copies of the law in question have been sent to all the leading commercial bodies in the State, and an invitation to them to study the law submitted and be prepared to co-operate with each other at Lansing this winter, in an effort to secure legislation creating a State Railway Commission.

The effort is a commendable one and, if carried on wisely and vigorously with unity of sentiment on the part of all organizations participating, it can not but result in great benefit to the commonwealth at large. It must do this or it will be a failure. More than that, it must be fair to carriers as well as shippers or it will be a failure.

The State of Iowa has had a State Railway Commission for fifteen or more years and shippers and carriers are a unit in agreeing that the body has been worth much more than it has cost to both carriers and shippers; and to the credit of that State its Railway Commission has developed this merit because of the patriotism, rectitude and sincerity of the citizens constituting the Board, rather than through the provisions of the Railway Commission law. The State of Texas is another State which has a Railway Commission that has made an enviable record.

The Wisconsin Railway Commission has been in existence and active operation a year and the leading creators of freight in Wisconsin agree that it has been a good thing. The States of Indiana and Ohio have State Railway Commissions created by a law formulated largely after the provisions of the Wisconsin law and, so far as known, the results are equitable and very much to the benefit of shippers and carriers alike.

In each instance the value of these Commissions rests upon the uprightness and loyalty of the members of the Commissions, because the various laws authorizing and empowering these bodies all possess the same possibility of failure; a possibility easily utilized and, judging from past and present experiences in Michigan, quite apt to be taken advantage of if "machine" men are selected as members in case a Commission is authorized for our State.

The Wisconsin law and all the other laws prescribe the duties of the members of the Commission; tell what they may and may not do as Commissioners and specify the regulations to be observed by the carriers, but when it comes to penalties and processes for the enforcement thereof, they all say that the Commission "may" do thus and so. "It shall be the duty and the Commission must" is an expression not found in any of the laws. Fortunately for those States, Iowa, Texas and Wisconsin have members of their State Railway Commissions who do things, assuming that, with the authority theirs, they are in duty bound to exercise that authority, but in Michigan the situation is and has been always different.

An individual Railway Commissioner in Michigan may do things so far as authority is concerned, but if it does not suit him to do them he busies himself in an effort to discover a way to evade them. With the example of Theron W. Atwood before them the commercial organizations of Michigan, in their united effort to obtain a body of officials to whom they may appeal in times of trouble with the railways, must, necessarily, proceed with their eyes wide open. They know that it has been thus far impossible to get justice or even decent consideration. Therefore the new law they are after must provide, not only that a Railway Commissioner can not own stock or in any other way be materially interested in any railway enterprise; can not engage in any other occupation during his term of office and must devote his entire time and best abilities to the duties of his office, but he must enforce the requirements of the statute.

DISMISSED IN DISGRACE.

The dismissal of Fred Jacobi, of Lowell, from the position of Deputy Game Warden for Kent county removes from the department one of the most crafty individuals who ever held public office. The officers of the department state that he has violated every rule prescribed for the government of petty officials and has proved a fruitful source of annoyance and embarrassment to the department ever since he became identified with the work. He stands before the public as the embodiment of crookedness—as a person who betrayed his trust and sold his birthright for a mess of pottage.

The whiz wagons are having their day on exhibition and will have other days, but swift and costly as they are, they do not call out the exhibition of beauty and fashion that attends the horse shows held in cities like New York and Chicago. It is better for the buyers and there is more business done at an automobile show, for there the people come to look at the machines and not at each other. The unlicensed vendors and the licensed vendors or manufacturers flock by themselves and praise their own wares and swear they are the best. The popularity of the automobile is amply demonstrated by the fact that the big concerns which make them are working night and day and are behind their orders and that anything which will start, however soon it stops, can find a sale.

A New York boy who was a terror to all school teachers and to everyone else in fact, has been made a model youth by having a fungus growth cut out from the back of his nose. This impeded his breathing and caused the nervous irritation which accounted for his behavior. A wonderful operation and cure, but how many a poor youngster is getting rimmed daily for things for which he is in no wise responsible.

The death of a leading merchant of St. Johns through the explosion of a gasoline lighting system affords another addition to the long list of fatalities from this cause. Gasoline lighting systems may be tolerated in a town where there is no gas or electric light, but any one who puts in a system manufactured by irresponsible parties practically takes his life in his own hands.

Some men rise by their own efforts, while others have to be called several times.

The man who puts his money on a sure thing often lives to regret that he didn't take a chance.



Most Fascinating Holiday Merchandise Everywhere.

This Store
For
Practical
Sensible
Gifts
Where
a
Dollar
Does its full
Duty

Xmas
Footwear
for
Ladies,
Children
and
Men

Asbestos
Sad Irons
A Sad Iron
For
Every Purpose
Make Ironing a Pleasure
Make the Maid
Happy
on
Xmas

Trunks
Bags
Suit Cases
Practical Xmas Gifts

Books for Xmas Gifts

The largest and best selection we have ever offered. Every noted book of recent publication is now in stock, as well as splendid assortments of dainty gift-books in appropriate and tasteful bindings. Produced especially for gift purposes. All marked at the very lowest prices.

Complete Line
of
Catholic and Episcopal
Prayer Books
and
Rosaries

By this time there could not be any mistaking the fact that Christmas is fast approaching, if one judged by the evidences in all the windows. Santa Clauses and stuffed reindeers and toys galore are seen in every direction and the choicest goods are being put forth for inspection of generous-hearted moneyed buyers.

* * *

The toys are more elaborate and varied this year than ever before. There's been rocking horses even with the skin of the real animal, with beautiful real mane and tail, but now comes a new claimant for childish favor in the shape of a pachyderm to ride—as natural looking as the genuine jungle article. To be sure, he hasn't yet attained to the possession of real elephant's hide and ivory tusks, but the color of his skin is natural looking and his brass-

knobbed tusks curve just as formidably. If your little tots want to see him take them to the Boston Store window, where he stands in all his dignified glory.

The little white woolly sheep are so lovable one wants to take them up and hug them tight. If placed in a flock of flesh-and-blood ones you couldn't tell "which from t'other," the wool would be all alike.

The trains of cars to run on a big figure-8 track are a source of never-failing delight to the youngster with mechanical inclinations and even some "children of an older growth" can not but get excited over the break-neck speed at which the car wheels follow the track. If you want something to keep the little ones out of mischief by all means invest a part of your Christmas savings in a railroad train that runs on a figure-8 track when you wind it up—it's guaranteed to give the mothers a chance to do embroidery.

The "Teddy" bears are roaming through the store windows by the hundreds. They are capable of being arranged in such a variety of positions that they may be made to look very funny. In one group was a big brown Mama bear sitting in a doll's chair. Baby brown bears and baby white ones were climbing all over her, apparently crazy to have her read to them out of "The Three Bears" book she was holding in her paws. If the windowman had put specs on her she would have looked funnier yet. Several other "Teddies" were climbing a pole. One tiny white one had reached the top and was looking down at the rest of the climbers with satisfaction fairly beaming out of his little black bead-eyes. Then there were different sizes of Bruins dressed up as clowns, who actually looked as if they were laughing. These were cutting up all sorts of "monkey-shines"—to make 'em popular to the kids. They will all sell "like hot cakes."

* * *

Speaking of embroidery brings up fancy work in general. The designers this year have invented many new and pretty things especially for the Holiday trade. Some of the calendars are extremely artistic. One I noticed had a cream-tinted foundation about 9x12. At the right side was a picture of a pretty girl. Below was a neat calendar pad and in the upper left-hand corner was a triplet from Longfellow:

"Bear, thro' sorrow, wrong and ruth,
In thy heart the dew of youth,
On thy lips the smile of truth."

In this fancy work window with the above was a new idea in a pin-cushion. It was drum-shaped, about an inch and a half high, with a diameter of three inches, and covered with red satin. All around this and appearing over the upper edge were artificial holly leaves, attached flat. Other leaves stood up loosely in a wreath, and above these was a row of the reddest of red berries. A rather long bow of satin ribbon an inch and a half wide, and exactly the shade of the berries and the red satin of the cushion, was gracefully and snugly tucked at the lower edge of the back. The bright little doo-

dad was beautiful to look at and at the same time had a raison d'être.

The long narrow hand-embroidered linen pin cushions, with ribbon run through eyelets to hold the top and bottom together, are good practical pin holders in a sea of useless stuff along this line for the dresser. These covers may be laundered and be neat and fresh at all times.

* * *

Speaking of "fresh" reminds me of a tray of pink, white and brown mound-shaped lozenges I noticed in a candy store, the circles flavored with wintergreen, peppermint and chocolate respectively. The tray was very large so it showed off the candy to perfection. There were three rows of the pinks around the rim, then came a solid square of the white candies, and in this white square were arranged the chocolate mounds in the word

FRESH.

Suggestive of goodness in confections and at the same time compelling people to stop long enough to spell out the word intended to catch the eye—just what the one who fixed the tray of bonbons meant they should accomplish. The boxes for candy are so very handsome this year and the filling therefor so very tempting that the general dealer who handles confectionery might as well turn all his attention to other merchandise in stock. All the confectionery needs is some one to do it up and rake in the money—it will sell itself without a mite of human effort.

* * *

Berand Schrouder always has interesting exhibits, no matter what they are. Whenever he puts anything eatable in a window the surroundings are so clean that there is no turning away in disgust, which is more than can be said of some windows I have seen. Just plain licorice gum drops are on display at present, with a nicely-lettered sign over the big punchbowl reading thus:

Licorice
Gum Drops
Everybody likes them
Good
for
the
Throat
5, 10 & 25c bags

The floor is covered with white "factory." Underneath this are uniform-sized boxes placed at intervals—perhaps a dozen of them. On each of these rests an overturned bag, showing the half-spilled contents. The contrast between the black gum drops and the white cloth is striking.

"Ben" can get up an attractive window out of even the simplest of materials to work with. Think it's his German thrift.

* * *

Books—who isn't pleased with a book if it caters to his taste in literature? Old ever-dear titles and new ones to the number—almost—of the sands of the sea greet the sight: Charles and Mary Lamb's Tales from Shakespeare—what better to put in the hands of young people? The familiar sets of Louisa May Alcott are just as charming for the girls of to-

day as they were for their mothers. Other books observed were: The Adventures of Francois, S. Weir Mitchell; The Sea Wolf; Janice Meredith; Her Mountain Lover, Hamlin Garland; The Choir Invisible; The Cloister of the Heart; old St. Elmo, Lorna Doone and Chatterbox; Castle Cranecrow; A Warning to Lovers; A Spinner in the Sun, Myrtle Reed; Reveries of a Bachelor, Ik Marvel; Her Letter, Bret Harte; Courtship of Miles Standish; Snow-Bound; Rubaiyat of Omar Khayyam; The Little Colonel Maid of Honor, Anne Fellows Johnston; Viking Tales; Classic Myths; Book of Bears, Verbeck; John Dough and the Cherub, L. Frank Baum; Sleepy Hollow and Rip Van Winkle, Washington Irving; Caleb West, F. Hopkinson Smith; The Story of Other Wise Men, Henry Van Dyke; Pigs Is Pigs, Ellis Parker Butler; A Book of Toasts (which should prove of value to after-dinner speakers in search of something new and witty).

There are any number of exquisite small books than which there is nothing nicer to give an old lady who still is blessed with her eyesight to enjoy reading them—like Yet Another Day, Daily Promises, etc.

Will Expand the Coming Spring.

Battle Creek, Dec. 11—The Howard B. Sherman Manufacturing Co., which makes hose clamps and other brass goods, has bought the immense coal yards of the Sickels Feed & Fuel Co., west of its plant, bounded by Kalamazoo street, Washington avenue, and the Michigan Central tracks. As soon as leases expire a big addition will be erected by the Sherman Co. The company also bought a Main street frontage, the old Griffin store, paying over \$7,000 for the real estate.

Work has been suspended on the new Grand Trunk car and locomotive works, owing to the cold weather. The contractors remain on deck, however, and upon the slightest change in the weather will resume work. Enough men will be employed on the buildings during 1907 to form a small city, the intention of the Grand Trunk being to expend at least \$3,000,000 here before the mammoth series of shops reaches completion. The work, of course, will require from two to three years before being entirely done.

Cheese Factory Project at Norway.

Marquette, Dec. 11—The manufacture of butter and cheese is becoming an industry of no small importance on the Menominee iron range. Factories and creameries have been established at Iron River and Florence, and now the farming and business community of the city of Norway and vicinity has taken up the proposition. It is proposed to erect a plant capable of utilizing the milk from 250 cows. A stock company will be organized, as a step toward which a committee of farmers is now making a canvass of the agricultural settlements. The experience of the Iron River farmers has been that they have very nearly doubled their incomes since the establishment of the cheese factory and creamery there.

OUT OF DOORS

Studies Which Can Be Pursued at This Season.*

Better to search the fields for health
unbought
Than fee the Doctor for a nauseous
draught.

Is an old couplet which, when shorn of its poetic form, presents a fact well worthy the consideration of any individual, and more particularly the man or woman of affairs whose great temptation is to work ten or twelve hours a day and think of work or business the remainder of the time. For obvious reasons, young as we may be in spirit, there comes a day when a three or five mile tramp through field and forest would be a rather heroic remedy for the ills of the flesh. Most of us can, however, with some modifications as to method make use of the following suggestions as to how to get into closer touch with Nature and thereby disperse many of the petty worries of everyday life.

Although animate nature is at present in its resting period there are reasons why this is a good season in which to pursue studies out of doors. Owing to the absence of foliage and the scarcity of food the few birds remaining with us during the winter months may be induced to become confidential friends through the judicious disbursing of food upon a lighting-board near a window or by hanging a piece of suet upon a tree out of the reach of cats and dogs. Every leaf left hanging upon our trees is the possible home of a moth or butterfly during its winter rest in the chrysalis or cocoon and a careful search will reveal them. One is amply repaid for his trouble in the delight of watching in the springtime the unfolding of these messengers of the sunshine as they pump the life fluids through their undeveloped wings after emerging from their winter prison.

Leaving until a more seasonable time the discussion of the possibilities of studies out of doors in the springtime when the rejuvenation of all animate Nature bids us up and away, I wish at this time to call attention to a few observations which have greatly interested me during the past two years and which, if largely participated in by our citizens, would, we believe, result in adding much to the attractiveness of our city, both now and increasingly as the years go by. I refer to the judicious setting and subsequent care of shade trees upon our streets and avenues.

Upon whatever streets our daily walk may lead us we observe many interesting facts, some of which are beyond our power to remedy and others the result of misguided sentiment or neglect. The vandalism occasionally perpetrated by the irresponsible employees of our public utilities must be endured as meekly as possible, but watchfulness may prevent future injuries to some extent. Perhaps the most fruitful source of deterioration of the trees, which are one of our richest legacies of the past, has been our sentimental

objection to the cutting or trimming of a tree. The sentiment, "Oh, woodman, spare that tree," fortunately and sometimes unfortunately has a strong hold upon us.

While experts were at work relieving Fulton Park of a portion of its starving trees, that those remaining might have more moisture and sunlight and life, some fifty appeals were made to one of our prominent tree-lovers in behalf of the trees. Who at this time would have any of them replaced?

Have you ever noticed in how many instances the branches of two trees meet or even overlap through the top of a third tree standing between them? Did you ever speculate as to how many others would within a year or so cover the space if the nuisance between them were removed? Nature's idea of a beautiful tree—and we all agree with her—is one in which she has been allowed to send forth branches symmetrically in all directions to meet the life-giving influences of the sunshine and rain. This she can not do if we insist upon crowding two or three trees into the space which one should occupy. Starvation and death either to individual limbs or to the whole tree is the inevitable result. By this plan of shade tree culture the individuality of the tree is lost and instead we have a dense bank of green mounted upon tree trunks. In time even this is in a shabby state and must either remain an eyesore or be removed and a new start made.

To cite an instance: About sixty years ago Mr. Zenas Winsor set a row of sugar maples thirty feet apart upon the Washington street side of what is now the Museum property. Years ago one of these was removed and the branches of the adjacent ones have met across the gap, while the development of the other sides of these same trees has been arrested. It now becomes desirable to cut the next neighbor to one of them and there will be a gap of about ten feet. Nature will in time remedy the difficulty, but the greatest possible beauty of the trees can never be attained. Had this tree been removed when the other was all would have been well.

Another example of the wisdom of wide setting is seen in the beautiful line of elms in front of the residence of Mr. Willard Barnhart, on North Prospect street. Standing forty-five feet apart the branches gracefully overlap fifty feet from the ground and overhang the curb on the opposite side of the street. These trees have been standing about fifty years.

Another preventable menace to the beauty of the shade tree is careless and unscientific pruning at too late a date. By this we mean the lopping off of large branches in an improper manner years after they should have been removed. This almost invariably results in the mis-shaping of the tree and almost as surely in its speedy decay and death. The remedy may be briefly stated as follows: By observation of the results of earlier settings or by consulting one who knows the nature of trees, or both, make all new settings with such judgment, and give them such subsequent

attention with the same aid, that in your declining years you may have the opportunity of commending your wisdom in so doing. This need not mean to restrict your settings to one tree to a fifty foot lot. Set one fine specimen in the center, if you please, and one or more at either side, but see to it that the ones at the side are not allowed to interfere with the growth of the permanent one and in due time cut them down or move them.

Study the nature of the trees and remove superfluous branches, and those that are likely to be superfluous later, while they are small. Nature will help you if in this way you suggest to her what your plan is. With a wise plan at the beginning good results will be easy. If developments have proved that you are the victim of former misjudgment a judicious use of the axe and of new setting will in many cases accomplish good results without an entire new start. Now is the time to begin the study of the problem of the beauty of your premises and thereby the attractiveness of the city. While there are many gaps in our arboreal borders it is our firm belief that the greatest civic beauty can be attained as much by the thinning and care of the trees we now have as by the wise installation of new ones in the vacant spots.

In closing, I would urge that to the end of maintaining a more beautiful city and incidentally of broadening our aesthetic tastes we lend at least a portion of our spare moments to studies out of doors.

Good Report from the Muskrat City.

Monroe, Dec. 11.—The Wilder Strong Implement Co. has rushed for the past several weeks on an order of 210 specially designed and extra large land rollers for a concern in South America. The company is also completing some new designs for a number of large snow rollers to be used in Northern parts of the United States, where it is necessary to pack the snow on the roads.


L. W. Newcomer, the President of the Newcomer Clothing Co., has decided to retire from the concern the first of the year and will devote his entire attention to the Monroe Binder Co., of which he is President. This new industry has a very bright future, as its entire product for months ahead is under contract. The concern has put on a night force commencing to-night in order to catch up with its orders.

The Monroe Furnace & Foundry Co. last week made one of its largest shipments of furnaces in years to the Roberts Heating & Ventilating Company, of Minneapolis, Minn. It is also very likely that this concern will land another order the first of the year for 1,000 furnaces.

The Shore Line Stone Co. will be obliged to run its crushing plant all winter in order to fill the orders for the Ottawa Beach & Southern Electric. The order is for 1,000 cars of ballast and 200 cars of rip rap. It is the first time that they have been forced to work in the winter time.

People who easily boil over do little toward washing the world.

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.

*Address by H. E. Sargent, Director of Kent Scientific Museum, at monthly meeting, Grand River Valley Horticultural Society.



Movements of Merchants.

Big Rapids—F. W. Lane has closed out his grocery stock.

Petoskey—P. D. Lile, formerly postmaster at Oden, has opened a new grocery store here.

Kingsley—F. W. Wilson has purchased the shingle mill of O. J. Pitcher and will run it hereafter.

Union City—Frank Allen, of Battle Creek, has rented a store building and is putting in a stock of books.

Alanson—C. L. Hinkley, of Benton Harbor, has purchased a third interest in the Alanson Woodenware Co.

Pontiac—F. O. Lawson has purchased the Economy meat market here and will conduct the same in the future.

Detroit—The P. J. Wilson Cash Grocery Co. has purchased the table supply stock of Root & Harris and will continue the business.

Boyne City—L. E. Scott sold his grocery stock to B. J. McConnell and O. D. Wilson. The new firm took possession the first of the month.

St. Johns—A. G. Jones has purchased the interest of his partner, D. C. LeBaron, in the grocery firm of Jones & LeBaron and will continue the business.

Thompsonville—O. A. Brown has sold his shoe and harness stock to Daniel W. Fore, after having been actively engaged in the business here for the past ten years.

Boyne City—S. C. Smith has leased his new store building to Johnson & Fudge, who are ordering goods and will install a new grocery store. These gentlemen come from Kalkaska.

Charlotte—Lloyd Patterson, who has been employed in the hardware store of R. S. Spencer for the past three years, has resigned his position and will go into the jewelry business with his father.

Bay City—H. B. Severance, formerly of Onaway, is erecting a plant to manufacture colonial columns and conduct a general wood turning business. The machinery is now being brought here from Onaway.

Detroit—The Detroit Paint & Glass Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$9,000 has been subscribed, \$2,917 being paid in in cash and \$6,083 in property.

Bay City—Jay Thompson & Co. will close out their stock of groceries about Jan. 1 and the space now occupied with those goods will be given over to their dry goods stock. They will also put in a line of carpets.

Boyne City—Loren M. Stackus, a brother of S. B. Stackus, has purchased the stock of the S. B. Stackus Furniture Co. and will continue same. S. B. Stackus will now devote his entire attention to his undertaking business.

Afton—A corporation has been formed under the style of the Camp-

bell Stone Co. to quarry stone and sand. The company has an authorized capital stock of \$2,250, all of which has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Detroit Gas Supplies Co. to sell gas and electrical supplies, with an authorized capital stock of \$50,000, all of which has been subscribed and \$5,000 paid in in cash.

Bay City—Ed. Lichtig & Co., clothiers, who were recently adjudicated bankrupts, have offered a composition of 25 cents on the dollar to all creditors not entitled to priority. The offer will be considered at a meeting of the creditors on Dec. 15.

Otsego—Chas. E. Pipp, dealer in hardware and bazaar goods, has merged his business into a stock company under the style of the Pipp Department Store Co., with an authorized capital stock of \$10,000, all of which has been subscribed and \$6,800 paid in in property.

Sheridan—A corporation has been formed under the style of the Sheridan Elevator Co. to conduct a hay and grain business. The company has an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and \$4,000 paid in in cash and \$4,000 in property.

Luther—S. Buckner, for the past twenty-five years engaged in the mercantile business here, is closing out his general stock preparatory to retiring from trade. Mr. Buckner does this because his health will no longer permit the close confinement of the store. He will now devote his entire attention to the business of the Luther Exchange Bank, which he conducts.

Lowell—The grocery business conducted by Mrs. Giles under the style of John Giles & Co. will soon be closed out. The late John Giles established the business in 1864 and was one of the largest shippers of produce in the country. Since the death of Mr. Giles the business has been conducted by his widow, who will spend the winter in California and return to Grand Rapids in the spring, where she will make her future home.

Marquette—The Ishmark Land & Improvement Co. will soon be incorporated with a capital stock of \$100,000 to buy western timber lands for investment. The stockholders are all Upper Peninsula business men, being William S. Hill and James Sinclair, of Marquette; Randall P. Bronson, of Ishpeming and Norman J. Dolph and C. L. Moll, of Kenton. These gentlemen have purchased considerable land in the West and are now combining for a more definite campaign.

Manufacturing Matters.

Detroit—The capital stock of the Humphrey Bookcase Co. has been increased from \$50,000 to \$75,000.

Coral—W. E. Hamilton, of Greensburg, Indiana, will open the old canning factory here and operate it for a period of five years.

Detroit—The Douglas & Lomason Co., which manufactures carriage rails, has increased its capital stock from \$25,000 to \$50,000.

Detroit—The capital stock of the Standard Tie Co., which manufactures railway ties and telegraph poles, has been increased from \$200,000 to \$500,000.

Cadillac—The Wexford Lumber Co. has been incorporated to manufacture lumber, with an authorized capital stock of \$100,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—The United Lubricator Co. has been incorporated to manufacture lubricators. The company has an authorized capital stock of \$25,000, of which amount \$16,000 has been subscribed and \$2,500 paid in in cash.

Coldwater—Kerr Bros. have sold their interest in the Coldwater Creamery Co. to L. C. Waite, who has had the management of the plant for some months past. Mr. Waite is now sole owner of the business.

Algonac—The Walton Salt Association is closing out its business near here and the assets will be distributed among the stockholders. Albert Miller, Henry Russel and Angus Smith have been appointed liquidating trustees.

Marquette—The Ishmark Timber Co. has been incorporated with an authorized capital stock of \$100,000 to deal in timber lands, with an authorized capital stock of \$100,000, of which amount \$65,000 has been subscribed and \$13,000 paid in in cash.

Battle Creek—A corporation has been formed to manufacture cereal goods under the style of the Battle Creek Cereal Coffee Co. This company has an authorized capital stock of \$100,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—A corporation has been formed under the style of the American Carburetor Co. to manufacture carburetors with an authorized capital stock of \$20,000 common and \$10,000 preferred, of which amount \$25,000 has been subscribed and paid in in cash.

Detroit—The United States Concrete Machine Co., which manufactures cement and concrete mixers, has merged its business into a stock company under the same style with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Pontiac—A corporation has been formed to manufacture wearing apparel under the style of the Pontiac Garment Company, which has an authorized capital stock of \$22,500 common and \$7,500 preferred, of which amount \$28,500 has been subscribed and \$12,000 paid in in cash.

Daggett—Darrow Bros., who lost their sawmill and dwelling houses, together with their stock of logs, last spring, are rebuilding their mill and will begin operations as soon as the timber can be hauled out of the woods. They intend to cut about 1,000,000 feet of lumber during the coming winter and also a large amount of shingles. The new mill is much larger and better equipped than that destroyed by fire.

Sault Ste. Marie—The Soo Flouring Mills Co. has been incorporated to conduct a general milling business

with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in in cash.

Constantine—A copartnership, limited, has been formed under the style of the Hawley Automobile Co., Ltd., to manufacture motor propelled vehicles and parts. The company has an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Bay City—The Michigan Sugar Co. has been compelled to close down its factories at Caro and Sebewaing because of lack of beets to work upon. Owing to the condition of the roads it was impossible to get the beets to the factories, although there are many beets still to be brought in. It was feared that it would be necessary to close down the Saginaw factory toward the close of the week and conditions at Bay City also pointed toward a possible closing down of that factory. All the factories will be re-opened again to take care of the beets when they come in.

Raising Money for Bonus Purposes.

Port Huron, Dec. 11—A meeting of the directors of the Chamber of Commerce was held at the First National Exchange Bank this morning at which time it was reported that \$27,414 had been raised for the industrial fund. This includes the 37½ and 12½ per cent. assessment on the subscriptions made some time ago. Five thousand dollars of this amount will be paid over to the Fead Knitting Mill Co. and \$22,414 remains to apply on the site and factory of the Northern Automobile Co. The amount raised in North Port Huron is not included in the above figures for the reason that the pledges were made payable on condition that the automobile plant be located north of the Grand Trunk railway tracks.

The directors voted to guarantee the \$30,000 and the officers of the automobile company will come to Port Huron at once to locate site and close deal.

Saturday night Judge H. W. Stevens telephoned President Schoolcraft that he would donate ten acres of land for an automobile factory at the corner of Bancroft and Sixteenth streets.

The north end people held a very enthusiastic meeting at Odd Fellows' hall on Gratiot avenue, Saturday evening, to increase their bonus fund. There were about 200 people present, and in order to make things more lively and draw out the crowd they had the Fort Gratiot band out. Richard O'Keefe was elected chairman of the meeting. About \$1,000 more was pledged to the fund.

FOR SALE General Stock

In thrifty Central Michigan town of 350 population, stock of shoes, dry goods and groceries. Inventories \$2,590. This stock is located in store building with living rooms on second floor. Rent, \$12 per month. Leased until May 1, 1908, and can be rented again. Nearly all cash business. For further particulars address
TRADESMAN COMPANY,
Grand Rapids, Mich.



The Produce Market.

Apples—Spys, \$3; Wagners, \$3; Baldwins, \$2.50; Greenings, \$2.50; Tallman Sweets, \$2.25; Kings, \$3. The market all along seems a little firmer. Demand for fancy well colored stock for Christmas trade is brisk, but the stock which hasn't the color and appearance is not moving so well.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The market is firm at an advance of 1c per pound on all grades. The demand is very active and the receipts very light. Indications point to a still further advance within the next few days. The shortage in the make of butter this year is quite notable. Bad weather and a very large demand for milk seems to be the reason. The quality of the current receipts is good for the season. The stocks of storage butter are going down very fast, and the present storage supply is much smaller than usual at this season. Creamery ranges from 31c for No. 1 to 32c for extras; dairy grades fetch 25c for No. 1 and 19c for packing stock; renovated, 25c.

Cabbage—50c per doz.

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

Cheese—The market has developed additional firmness during the week and prices have advanced 1/2c per lb. Stocks in storage are very light and most factories have closed for the season. Holders of cheese are firm in their ideas in sympathy with butter, and the very good consumptive demand helps to strengthen the general situation. There is likely to be a continued firm market for the next few days at least.

Chestnuts—14 cper lb. for N. Y.

Cocanuts—\$4 per bag of about 90.

Cranberries—Wisconsin are steady at \$9 per bbl. Late Howes from Cape Cod are strong at \$9.50 per bbl.

Eggs—The market is firm at an advance of 1c per dozen, due to the light receipts of fresh eggs. The supply of fancy storage eggs is getting light and a continued firm market is indicated for several weeks. After about a month there will likely be an actual increase in the supply of fresh eggs which may lower prices unless the weather grows colder. Fresh fetch 28c for case count and 30c for candled. Cold storage, 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—15c per lb. for hot house.

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

Oranges—Floridas are steady at \$3 and California Navels range around \$3.50.

Parsley—40c per doz. bunches.
Potatoes—35@40c per bu.
Squash—Hubbard, 1 1/2c per lb.
Sweet Potatoes—\$3.25 per bbl. for Jerseys.

The Grain Market.

Wheat for the week closed a little easier, although prices have been selling a fraction higher during the week. The close last night showed practically the same condition as one week ago.

Compared with the previous week there was a decrease of 1,343,000 bushels of wheat, 160,000 bushels of rye, 6,000 bushels of barley, and an increase of 580,000 bushels of corn and 7,400 bushels of oats. This brings the present visible supply as follows: Wheat, 40,214,000 bushels, while last year at this time it was given as 34,711,000 bushels; corn, 3,490,000 bushels, last year being 7,703,000 bushels; oats, 12,529,000 bushels, last year being 27,835,000 bushels; rye, 1,459,000 bushels, the year before 2,234,000 bushels, and barley, 3,894,000 bushels, last year being 6,396,000 bushels.

Wheat at local points has been moving rather slowly; in fact, there has been very light movement of all grains. Roads have been in poor condition for teaming.

Corn has had only a moderate movement and prices are unchanged. The condition of corn coming forward is very satisfactory. There should be no trouble with feed and meal made from new corn if some care is taken in selecting the grain from which it is ground.

Oats have been moving slowly the past week, and in consequence State oats are again high as compared with the South and West, and until the movement starts again from first hands there will probably be quite a movement of oats from outside of the State.

Buckwheat is beginning to move again, with prices about the same as last week, i. e., \$1.20 per cwt., and the demand for the manufactured product is increasing, with the price ranging from \$4.80@5.25 per barrel in sacks.

Millfeeds are strong, and prices locally have advanced from 50c@51c per ton the past week.

L. Fred Peabody.

Ed. E. Kraai has sold his interest in the Moulton Grocer Co. to Chas. C. Moulton and retired from the position of buyer to take the position of traveling representative for the Worden Grocer Co. Mr. Kraai will remove to this city from Muskegon and make Grand Rapids his headquarters. His territory will include Muskegon, Grand Haven, Spring Lake and Holland and he will undertake to call on his trade once a week.

W. R. Wean, the Onion King of Ohio, has been in the city several days as the guest of C. S. Udell and family. Mr. Wean is an active member of the Horr-Warner Co., of Wellington, which is an extensive handler of beans and cheese, as well as onions. The company raised 200,000 bushels of onions on its own farms this season.

The Grocery Market.

Sugar—Raw sugars are weak and featureless. One cause of the easing off seems to be that the Cuban sugar planters are beginning to grind much earlier than last year, which presages an early and possibly a large crop. The main reason for the weakness probably was the refiner's desire to keep the market from getting too high. Refined sugar shows no special change and the demand is seasonable.

Tea—As the season advances the movement of tea into consumption increases rather than otherwise. Jobbing demand has been steady and satisfactory, and prices have been exceptionally well maintained. As usual at this time, when heavy consignments are reaching New York from abroad, importers are not placing orders on the other side, but the tone of the primary markets is none the less firm. Congous continue scarce and are quotably higher. Second crop Japans have been on the market for some weeks and are very firm upon the usual parity with first crop. India and Ceylon teas continue in good demand at current prices. Ping Sueys and Formosas are steady.

Coffee—Rio and Santos grades are 1/4c lower. The cause of the slump was the continued very heavy receipts and the cause of the reaction was news that the Brazilian government had at last put the Surtax on coffee and had raised a further sum from bankers to carry on the valorization plan. This stiffened the market somewhat, and it remains to be seen whether the power of government, combined with the power of money, can hold coffees at a price considerably above that warranted by their statistical position. Mocha and Java have sharply advanced during the week, owing to the increased demand caused by the Federal food ruling that substitutes sold as Mocha and Java will be prosecuted. Mild coffees are steady and unchanged.

Canned Goods—The demand for tomatoes is on the hand-to-mouth order and is the result of actual current necessities of consumption. The difference heretofore existing between the prices quoted on full standard three-pounds and goods packed in No. 2 tins has given the latter the preference with many buyers and the resulting demand is said to have closely cleaned up the available stock in that size. This narrowing of the difference in price between twos and threes is expected to turn the demand to the latter, and accentuates the firmness of the market for that size. With two-pounds scarce and advancing, gallons practically out of first hands and tall tins almost unobtainable, it is natural to believe that as soon as the holiday season is over there will come a brisk demand for three-pounds, particularly as distributors, both wholesale and retail, are thought to be working on unusually small stocks. Holders of full standard three-pounds, therefore, are disinclined to make any concessions from their quotations with a view to stimulating demand at this time. The demand for cheap corn

continues, although it is not so strong as it was last week.

Dried Fruits—Apples are quiet at unchanged prices. Seeded raisins are about unchanged on a basis of 9 3/4@10c for fancy seeded on the coast and 9 3/4c on spot. The demand is good and stocks are low. Loose raisins are also relatively high. On the coast holders are asking 7 3/4c per pound for 3 crown loose, against an opening price of 3 3/4c. Foreign raisins were practically a failure this year, and are scarce and very high. It is probable that clusters will be all cleaned up before Christmas. Apricots are scarce, but quiet. Currants are easier. Prunes are firm on the coast, but a little weaker on certain sizes on spot. Forty's, for instance, are stiff everywhere, but 60s can be bought on spot at a discount. The demand for prunes for shipment is not large. Peaches are unchanged and still scarce and high.

Fish—Cod, hake and haddock are in fair demand at unchanged prices. Salmon is unchanged and quiet. The domestic sardine packing season is over and it is announced that the pack is about 1,000,000 cases short. This the packers claim justifies an advance of at least 10@15c a case. Foreign sardines are still firm and scarce. Mackerel continues firm and in light supply. The week shows no special change in price.

Syrups and Molasses—There is some demand for molasses in the local market and a moderate business is being done in old crop goods at steady prices. Buyers can not be interested in new crop New Orleans at the high figures the stuff is bringing in the South, and on this account dealers are backward about taking hold to any material extent. The market for sugar syrups is rather quiet and unchanged. Glucose is moving in fair volume, and the market is steady on the former basis.

Provisions—Both pure and compound lard is unchanged and in good demand, as is usual in December. For this reason lard will probably not decline as much as other hog products. Dried beef is unchanged and dull and canned meats and barrel pork are both in the same condition. The market for pickled and smoked meats is about 1/4c weaker. The consumptive demand is dull, as usual, for the season, and if there is any change it doubtless will be a further decline.

Propose to Change the Name.

Battle Creek, Dec. 11.—At the last meeting of the Business Men's Association, the question of changing the name was thoroughly discussed. The following names were suggested: Chamber of Commerce, Welfare Association, Fifty Thousand Club, Queen City Club, and others. There was an objection to the use of the word Club for fear that it might be construed that the organization was for social purposes only, which function it is proposed to leave to the other clubs of the city. Chamber of Commerce seemed to meet with the most favor. The question of changing the name will be left to a vote of the Association at the annual meeting.

THE MERCHANT'S FORUM.

Voluntary Opinions from Three Different States.

Plumville, Neb., Dec. 10.—To bring the subject to a single point I am anxious to know who ought to have my dollar. To one of two much interested parties it has got to go and I want to know to which.

I live in a thrifty town of the Middle West. Having lived in large cities for the most of my life I want the things I have always had in quality and in style and, although I am willing to pay the price such things necessarily call for, in this thrifty town I can not get them. The dollar is going to the distant city or it is going to the home merchant. Who is going to get it? The only business answer to this purely business question is, To the man who can furnish the goods.

It happens that I am so made up that in body and mind I can not get what I want at the hand-me-down counter. My tailor who has served me faithfully for fifteen years is in Denver and the tailor here in Plumville is not skilful in cutting, fitting or making. He simply doesn't know how. I tell him what kind of goods I want and he opens his book of 4x7 samples, assuring me that the suit shall be first-class in every respect. Now I never order suits from samples, which may and which may not be duplicated; my chances for a fit are better at the hand-me-down counter, which I never patronize and couldn't if I wanted to. The result is that my old tailor gets the order and I get exactly what I want.

Two or three weeks ago I wanted a pair of shoes. Before now Heel & Buckle have supplied me and I have had the firm fill my orders direct. Within the year they have secured an agent in Plumville and I sent in my order through the agent. One feature about a shoe which I can wear is a box toe. I don't like the looks of them and that kind of toe hurts my foot. So in ordering the shoe I was careful to state that I did not want a box toe. A week later the shoes came and they were box toed. A glance proclaimed the fact which my hand confirmed.

"Why, these are box toed!"
"It's a mighty pretty shoe."
"But they are box toed and I told you that I can't wear box toes."
"It's the best shoe firm in the United States."

"But they are box toed and I can't wear them. You will have to exchange them. I can't wear them."

"That'll make it pretty expensive. I ordered them expressly for you. The express on them was 60 cents; it's a size can't readily sell; the house are not in the exchange business and take it all in all there isn't money enough in it to pay for the bother."

"Yes, but they are box toed and I told you I didn't want box toes. What did you get them for?"

"They look exactly like the shoe I showed you before you gave the order."

"It isn't a question of looking. I told you I liked the shoe all but the box toe, which I didn't want and couldn't wear, and in the face of that you have sent for box toes and here they are. I don't want 'em."

For all that I took them. I've tried to wear them and can't, and with these shoes on my hands—I can't wear them on my feet—the deep-sea side of the question is settled and the home shoe dealer gets no more of my trade. See?

My wife has been trying to indulge in a little dressmaking. Like her husband she believes in giving home talent a chance and has met with unquestioned defeat. The productions of her modiste resemble nothing in the heavens above or in the earth beneath or in the waters under the earth; and Madam reluctantly decided to take advantage of a promising advertisement. This time a Chicago house seemed best able to fill the bill. After weeks of weary waiting the goods came. They were promptly returned with a note to the effect that the silk was not the silk advertised, the pattern was not the pattern ordered, the work was not what had been assured and the style wholly different from what had been advertised and ordered. What was to be done about it? The long-coming reply was full of regrets. The garment ordered had been sold before the order came and, as usual in such cases, a garment had been sent in every respect just as good. The house was very sorry and would suggest that the lady would make another selection from the catalogue sent under another cover.

In due time the catalogue came, but it had no designs like the one ordered and those which were last presented were higher in price—a condition accounted for by the statement that the goods were of a higher quality. By this time my lady did not want any dress nor anything else from that house and, after weary waiting, the money was returned. New York is farther off and that seemed then the best place for another venture. To New York, therefore, the cash and the order were sent and with the same results. After weeks of worry the new shoes and the new dress are placed in the same wardrobe and man and wife understand, as they never have before, what is meant by "between the devil and the deep sea."

"What are you going to do about it?"
Hold my soul in patience and hang on to my dollar. The whole matter has re-

solved itself into a game of cut-throat with my money the only stake in sight.

In this connection it is curious to notice the rage the country dealer is indulging in over the question of the parcels-post in the United States. It is going to be the death of the country merchant. It is going to be the death of the country town and, therefore, it is the duty of the trading world to fight against it tooth and nail. It should be remembered, however, that legislation never will control such transactions. The game of three-handed cut-throat is not based upon any such idea, and not until the three parties most interested agree upon a square deal and an equally square game is there going to be any satisfaction when the game is over. Granting that pure selfishness is the principle of the game, let us grant as readily that the game depends upon the dollar's purchaser and that no buyer ever picks up the card unless he is sure of his three tricks—a fact which the trader in city and country alike in the excitement of the game is too apt to forget.

R. M. Streeter.

Increase of Wages by the Trusts.

Evansville, Ind., Dec. 12.—The retailer may think that the increase of wages by the large trusts is going to be a good thing for him, but I see where it is not. If the trusts can not hold their employees down and must give them more pay, they raise the price of their goods—that is the wholesale price—which makes the retailer suffer. I have seen the time when 75c per dozen was a big price to pay for articles that were intended to sell for 10c, but it has become very common to charge 90c per dozen for 10c goods and now lots of articles have been raised to \$1 per dozen and the retailer can not get any more than 10c for them.

The trust owners are good fellows. They are raising the wages of their employees 10 per cent. and harping about it to beat the band, but do not say one word about what they intend to do to the retailer. The trusts are not afraid of the retailers. They know that the merchant will not rebel and go on a strike, so in order to pull out with large dividends on "water" and other stocks they stick their harpoon into us and make us pay the increase in wages they are so freely giving the men in their employ.

Let there be many or few who can understand just what this great cry about the increase of wages that is going on among the trusts means. I think I am on to them, for I have given them some thought heretofore. The working people of this country are very restless and discontented. They are finding out just where the trouble is and they are making up their minds that the only hope for them is at the ballot box and thousands of them used this influence on last election day. Since then the trusts have made up their minds to do something and the best thing, I am sure they thought, was to begin at once to increase the wages of the laboring men. Remember, labor is bought and sold just like any other commodity and we all know that no one is going to pay any more for an article than he has to. There surely was a cause for the increase in wages. Now, what was it if my idea is wrong?

Now, my fellow merchants, you are going to be the victims. You will have to pay this increase of wages. Mark it down somewhere where you can see it every day.

Your great capitalist friends whom you have been voting for all these years are going to be very kind to you. They are going to give you lots of prosperity and I know you are looking ahead for it, but go back over your invoices of the last three or four years and compare the cost of your stock to-day and that of the past and then look at the prices you are selling for now, and see if you can truly say that prosperity has struck you very hard.

If the editor of this journal will continue to be kind to us and let us discuss subjects that are of real value to our business in these columns, then I shall try to show you a few things as I see them. I want every retail merchant in this country to wake up to a few things I know are being done that are against their interest and if they will do as honest laboring men are doing, the time will come when the retailer will not have to do the bidding of the trusts as they dictate.

The trusts can not live without the laboring man, nor can they get along very well without the small retailer, but as I have said before, they are going to give both of us just as little as the possibly can—just enough to live on. Now, please don't fly up and say that you are making more than a living and the above is not altogether true, for you know of lots of merchants who are getting rich and the writer of this article is one of them, but please stop long enough to try to do something for the men, women and children that you know are not making any more than a bare living. Thousands of small retail merchants over this country are not even making a living. I have written many articles on the subject of how to be successful in business, and the replies that I received proved that the advice was good, but while only one out of every ten can be successful, how can all expect to succeed?

While one merchant in a town is hav-

ing a wonderful success there are ten others looking very sad. It is the ten sad ones I want to write to now. Will you remember what I may say to you?
Edward Miller, Jr.

Good Leaders the Exception.

Ionia, Mich., Dec. 11.—Please allow me space in your valuable paper to commend your reply to the article appearing in last week's Tradesman entitled "Grafting Too Common All Along the Line," written by Edward Miller, Jr. Your conclusions are reached through a spirit of fairness to both parties involved, the union man and the capitalist.

In this week's issue of the Tradesman, speaking of Cornelius P. Shea, you say: "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." If I correctly interpret your meaning, I decidedly beg to differ with you. The placing of Shea on a level with the officials of various labor organizations throughout the country I believe is unfair and hence this reply. As Mr. Miller stated in his article, you will find graft, dishonesty, even immorality, in any organization or union, but the ratio is very small compared with the membership. There are men at present at the head of labor organizations who would be a credit to any state as its chief executive. They are men of unusual intelligence, conservative in their actions and law-abiding in every sense of the word. Would President Roosevelt have accepted honorary membership in the Brotherhood of Locomotive Firemen had he thought the order full of corruption?

Would he have selected Frank P. Sargent who had been at the head of that order for sixteen years as Commissioner of Immigration? Would he have placed particular stress on the conservatism and good management of the order in his speech before the delegates at the Chattanooga convention had he thought all was corruption, with a few exceptions? Would he have selected E. E. Clark from the Order of Railway Conductors to fill an important position had he thought him not qualified? Could he not have picked from the head officials of the machinists' union, the car builders' union, the miners' union, or even from the head officials of the Manufacturers' Association, and got equally as good men? I answer in the affirmative.

V. B. Wheaton.

Mr. Wheaton cites some notable exceptions to the sweeping charge of the Tradesman that union labor leaders as a class are venal and unscrupulous. There are exceptions to all rules and the gentlemen named are exceptions to the general rule. The Tradesman has been familiar with union labor leaders for a quarter of a century and has found ninety-nine out of every hundred to be untruthful, deceitful, irresponsible and unworthy of the confidence or co-operation of decent men and women. The education of a union man in his union tends to grafting and all forms of dishonesty, because he is taught

that it is his duty, as a union man, to do as little as he can, to squeeze as much money as possible out of his employer, to curtail the profits and perquisites of his employer wherever possible and to insist on receiving graft from those who furnish his employer with raw material or other supplies. The pressman, varnisher or engineer who does not compel the manufacturer of ink, varnish and lubricating oil to pay him a "commission" on all the goods in these lines used by his employer is looked upon as a greenhorn and is denounced by union men generally as not being a "true blue" union man. The union leader who calls a strike because one manufacturer will not submit to being bled or because a competing manufacturer bribes him to call a strike on his neighbor in trade is regarded as a hero and is worshipped by the rank and file of union men as a person worthy of emulation and admiration. Mr. Wheaton lives in a town where unionism has never reached its full bloom. If he were to mingle with the union men in the cities, he would soon discover that men of the Shea ilk, who do not hesitate to commit murder to accomplish their ends, are the rule and not the exception in union circles.

Get a Good Location.

Location may not be all of business opportunity, but it certainly is an important factor. If your location in the town could be changed to advantage, plan to do it at the first chance. You are in business to stay. You are hoping for more trade this year than you had last. Wouldn't it help you to get across on the big side of the street? Keep your eyes open and be ready for the opportunity that some day in the future is to put your store where everybody in town will have to go by it every day. It is hard work dragging the public across the road by main force. However successful you may be in doing it, wouldn't success be easier if you were to try the more logical method of moving Mahomet to the mountain?

Butter

I would like all the fresh, sweet dairy butter of medium quality you have to send.

American Farm Products Co.

E. F. DUDLEY, Manager OWOSSO, MICH.



WILLING TO SETTLE.

Andre Offers Twenty-Five Cents on the Dollar.

T. Rogers Lyons, the latest attorney for William Andre, the Grand Ledge bankrupt, has sent the creditors the following letter:

Lansing, Dec. 7—At a meeting of creditors, held in the city of Grand Rapids, Michigan, on Dec. 3, William Andre offered a composition with his creditors at 25 cents on the dollar.

In our opinion you will receive much more out of your claim by accepting this compromise than you will to have the matter drag on in usual form to a final settlement. For your information we will state that the claims scheduled against the estate are about \$47,000, and some claims have been proved that are not scheduled. We understand that the entire assets have been reduced to money and amount at the present time to about \$16,000.

This \$16,000 must be applied first to the payment of costs of administration, then to the payment in full of the secured claims, and claims entitled to priority under this bankruptcy act. These items must be paid before the amount of the dividend can be estimated. We are advised that the claims entitled to priority are:

Contract on machinery\$3,000
Taxes, labor claims and other priorities 500
Expense of administration 1,500
Other claims and expenses .. 500

\$5,500

This subtracted from the whole amount of assets will leave about \$10,500 to pay \$47,000 in debts.

Our offer of 25 cents on the dollar has several advantages. If accepted by you, you will receive 25 cents on the dollar at once and the matter will be closed; otherwise it may be a long time—possibly a year—before the estate is closed. Another advantage is that you will get more money, and get it at once, than you will by letting the matter run on to the end.

In refutation of the above letter Hon. Peter Doran has sent the following communication to the creditors:

Grand Rapids, December 10—At a meeting of the Andre creditors, held on Dec. 3, a petition for a composition was submitted, offering the creditors 25 cents on the dollar. Knowing they would not work the thing through the attorneys representing claims, I understand they are writing the creditors direct. Now, since the proceedings in bankruptcy were begun, we have recovered from the New York Trust Co. \$15,410, and from attaching creditors, \$1,450. Besides, there is a claim of upwards of \$2,000 that we expect to recover from another attaching creditor, Eli Lyons. There has been allowed

against the estate \$33,000 in claims. I enclose you a list of claims of relatives that I am fighting and have filed objections so as to prevent their allowance. The \$3,000 claim on machinery contract, mentioned in their letter, is not a preferred claim, because the machinery will have to take care of that and it is not included in the assets. So you can readily see that the amount on hand will pay much more than 25 per cent. to the actual creditors, and I feel certain we will beat the relatives and have their claim disallowed; and I consider it to the interest of the creditors not to accept the 25 per cent. Another meeting will be held Dec. 21, at 10 a. m., when this matter will come up. When I filed the petition in bankruptcy, on behalf of certain creditors, there was no money in sight, but with the trustee I have succeeded in corraling the amount above stated.

The claims of relatives, filed with the Referee, are as follows:

Eugene Andre\$2,079 50
Frank Andre 1,766 34
Herman Andre 4,118 00
Harriet Andre 180 00
Orson Andre 500 00
Harry Tingay 200 00
Nellie Tingay 250 00
Mrs. H. Andre 55 50
Chas. Tingay 700 00
Nathan W. Tracy 150 00

Total\$9,993 84

If Mr. Doran and the other attorneys in the case who are working in the interest of the creditors can succeed in getting the claims of the relatives set aside, it will readily be seen that there will be very much more than 25 per cent. left for the creditors after all expenses are paid and after the commissions of the attorneys are adjusted. In view of the conflicting statements which have been made by Andre and his relatives regarding these alleged claims, it would appear to be comparatively easy for the attorneys to secure the setting aside of these claims at the hands of the court.

Will Make a Type-Setting Machine.

Albion, Dec. 11—A company is about to be formed to manufacture a type-setting machine invented by W. G. Bohn, a printer of this city. The machine has been pronounced by experts to be a good one, and if it proves successful will place the small country paper on a par with the metropolitan daily. It weighs no more than a typewriter, requires no more power to operate than a sewing machine, and can be built for something like \$50. The machine is on display in this city at present.

The latest addition to this city's abundant list of manufacturing concerns is the Albion Table Co. Its stockholders are all Albion men. Edward Humphrey, of Battle Creek is the inventor of the table and has patents pending. The company has taken up quarters in part of the Handy Baggage Truck Co.'s building, and will begin to ship goods as soon as the plant begins to run steadily.

The National Spring & Wire Co. is crowded with orders. The company is in the quarters formerly oc-

cupied by the Albion Buggy Company, and has equipped its plant with new wire machinery, and has an extra large force of men at work. The company sells its springs to all the large automobile companies in this country. It also manufactures springs for all kinds of seats.

Although not in the busy season, the T. C. Prouty Company has a large force of men at work and is shipping every day. The company has just finished filling a large San Francisco order for door hangers.

His Point of View.

"The members of the clan known as the drummers have a habit of steering each other to certain hotels in the towns where accommodations are good and the prices reasonable," said a traveling man recently. He was seated with a group of "knights of the grip" who had been telling stories that could be repeated in the most polite society. "Not long ago a friend of mine, an agent for a New Orleans house, hit a town in Mississippi at the same time that another traveling man arrived. The two got acquainted on the way uptown, and the other drummer suggested that a certain hotel was 'the best.' My friend accompanied him, and when seated at the dining-table a little later he turned to his new friend and said: 'Did you say this was the best hotel in M——?'"

"Yes, sir. No doubt of it." "Well," said my friend, "I am glad we stopped here. If we had gone to any of the others we would certainly have starved to death."

Couldn't Help It.

A well-known Jackson clergyman recently spoke at a religious service in the penitentiary. He noticed that one of the convicts seemed extraordinarily impressed. After the service he sought him out and continued the good work by remarking:

"My friend, I hope you will profit by my remarks just now and become a new man."

"Indeed I will," was the cheerful reply. "In fact, I promise to you that I will never commit another crime, but will lead an exemplary life to my dying day."

"I am very glad to hear you say that," said the clergyman, "but are you certain you will be able to keep the promise?"

"Oh, yes," said the convict, "I'm in jail for life."

Largest City in the World.

The biggest city in the world fifty years to come will be Berlin. That is the calculation of Herr Olumke, a noted statistician. Its population will be near 14,000,000, and its only serious rival will be New York. In a pamphlet he has written to set forth this prophetic theory, Herr Olumke says the population of Berlin is increasing more rapidly than that of any other city except Budapest, Hungary. To-day Greater Berlin contains over 3,000,000 inhabitants. The rapid growth with Berlin's political and commercial importance will place the Prussian capital ahead of London, Paris and New York. He calculates that London in 1953 will have 7,000,000 inhabitants.

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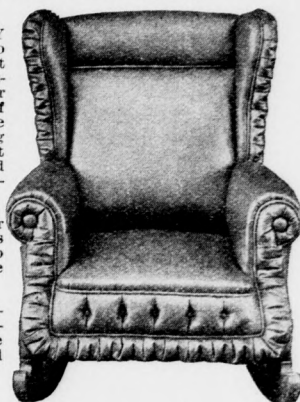


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Prompt shipment guaranteed on these Rockers and Table.



Only \$22.50
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Buys this "Bishop" Comfort Rocker, No. T28 (worth \$30). The springs in the seat and back are padded and upholstered with a superior grade of Imitation Leather so near like the genuine it is difficult to distinguish between them. The base is a rich dark Mahogany finish. In both style and comfort it cannot be surpassed for less than \$20.



\$9.90

\$9.90 buys this large high-grade Library Table No. T4314 (worth \$15.00). Made of select figured Quartered Oak with piano polish. Length 42 inches, width 27 inches. Has large drawer. For Mahogany add \$2.25.

\$22.50

Buys this large, luxurious Colonial Rocker, No. T4762 (worth \$40.00) covered with genuine leather. Has Quartered Oak or Mahogany finish rockers, full Turkish spring seat and back. The side head-rests add much to the beauty and comfort of this rocker. An ornament and gem of luxury and comfort in any home.

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E. A. STOWE, Editor.

Wednesday, December 12, 1906

NEWSPAPER PUBLICITY.

There are no two men living, who, witnessing the same incident or listening to the same discussion, will, without previous agreement between themselves, report the facts in the same manner and in the same spirit; and even with a prearranged agreement, they are quite certain to differ in their reports.

It is an accented fact that any remark or series of observations made before an audience by any man, will not, when they appear in print in the newspaper, sound to the speaker as they sounded to him when he made them.

These facts are essentials in the consideration of newspaper publicity and its relation to business interests. Almost without exception, newspaper publishers, editors and reporters have a sincere desire to present facts accurately and clearly, knowing that it is against their interests to acquire a reputation for inaccuracy or wilful misrepresentation.

And yet because of the force of the essentials above alluded to, it is an unmistakable fact that newspaper reports especially as to business matters are very much too frequently unsatisfactory to business men and injurious to business interests.

At the meeting of the Board of Directors of the Board of Trade last evening, Mr. John D. Case, chairman of the Industrial Committee, submitted a report upon an industrial proposition which has been before his Committee for some time and a proposition which, if it can be realized, would mean much to the city of Grand Rapids at large. As an appendix to his report, and because of an ill-judged newspaper item which has appeared very recently in one of the Grand Rapids dailies, he suggested that the Board of Directors, after adjournment, should hold an executive session for the purpose of considering the advisability of holding, hereafter, an executive session at the close of each regular meeting of the Board.

It seems that the industrial proposition which the Committee had been considering rests almost entirely upon whether or not the labor conditions in Grand Rapids are superior to those conditions in other cities. Unfortunately, the newspaper item

in question was devoted exclusively to the alleged presentation of the labor situation in Grand Rapids. This was done by the paper not with any knowledge of or desire to injure the prospects of the Industrial Committee in its relation to the enterprise they were working to secure. While the facts presented in the item are equally applicable to every industrial center in the country, the item neglected to present the vital fact that labor conditions in Grand Rapids are pre-eminently more satisfactory than in any other industrial center.

Mr. Case's suggestion as to holding an executive session was concurred in and the session was held, but when it came to the question of deciding to hold executive sessions hereafter at the close of each regular session of the Board of Directors, the sentiment was unqualifiedly against it. An informal and general discussion of the matter followed, resulting in the unanimous adoption, by a standing vote, of a resolution, expressing appreciation on the part of the Board of Trade, of the value to the city's general interest, resulting from the publication of full reports of all regular meetings of the Board of Directors. The resolution also extended a cordial invitation to managing editors and city editors of the Grand Rapids daily papers to send their representatives to each regular session of the Board of Directors for the purpose of furnishing such reports.

A reporter's value to the paper by which he is employed rests entirely upon his ability to get news and his ability to present that news in truthful and fair form. A reporter's ability as a news getter rests almost entirely upon his good standing with the community at large. For these two reasons it is against the interest of the reporters and in opposition to the policy of the paper to permit personal feelings or any spirit of unfairness to color their reports. As a matter of justice to the reporters in his charge, it is a prime duty of the city editor to exercise his very best judgment in handling a reporter's copy, in deciding as to what shall and what shall not appear in print. An error of judgment on the part of the city editor may work to the lasting discredit and misfortune of a reporter.

With these things equitably discussed and thoroughly understood between editors and the Board of Trade, it should be an easy matter to reach an entirely satisfactory relationship between two forces which are identical in their desire to promote the public welfare. And such a relationship must involve a condition of mutual faith and confidence between reporters, editors and the Board of Trade, or it will not long remain in force and of value to all parties concerned.

A good deal of religious food is spoiling because it is being used for furniture.

To get even with the wrongdoer you must drop to his level.

THE RAILWAY SLAUGHTER.

Whenever a serious disaster at sea occurs resulting in the loss of a large number of lives, the press everywhere depicts graphically the risks of travel by sea and holds up to public condemnation the smallest deficiency in equipment or the slightest lack of discipline or foresight in those charged with the management of the ill-fated vessel. Yet the number of persons lost at sea compared with the enormous travel is almost infinitesimal.

A disaster at sea excites horror and pity, and yet railroad wrecks of greater or less fatality occur almost daily and excite little more than passing comment. Certainly the terrible experiences in railway disasters have not brought about a hundredth part of the reforms and improvements which similar experiences at sea have forced on us. Railroad management still continues in the same old happy-go-lucky fashion, caring little so long as earnings are large and the financial operations in Wall Street are not disturbed.

Do the American people stop to consider that nearly 10,000 people are killed in a year in railway wrecks, and not very far from 100,000 maimed and injured? During the last financial year the official figures show that 9,703 persons were killed and 86,008 persons were injured on the railroads of the United States. That is a worse butcher bill than a battle of the very first order between modern armies would occasion.

It is foolish to claim that this great slaughter of human beings is the inevitable price that must be paid to modern convenience. That some people will be killed and others injured by railroads under any and all circumstances must probably be admitted, but that nearly 10,000 should be killed in a single year and ten times that number maimed is entirely too great a price to pay for the advantages of railway travel. The mere facts form a terrible indictment of American railway management. They indicate clearly that our railroads as a class are inefficiently managed, that their roadbeds are unsafe, that their operating systems are imperfect, and, worst of all, that in the effort to earn dividends on watered stock and bonds the safety of the public is recklessly imperiled. Railroads that have a heavy enough traffic for a double track system seek to conduct their business on a single track, with the result that front and rear-end collisions are of frequent occurrence, freight and passenger trains are recklessly intermingled, and the safety of human life is made a secondary consideration to the exigencies of traffic.

Some American railroads are better managed than others, but the very best are far from what they should be, which is equivalent to saying that the average are little better than death traps. Vessels navigating the high seas, the rivers, lakes and bays are carefully watched and are under the constant supervision of Government officers. Every case of inefficiency or poor equipment meets with prompt punishment, and

every accident is carefully investigated. The result is that vessels are navigated with extreme care, their equipment is of the best, and their officers are of tried skill and ability. How different with railroad management! Trains are rushed along poorly-constructed and imperfectly kept-up roadbeds at reckless speeds, railroad officers are under no official supervision and are responsible only to their managers, who have no other standard of efficiency but the earning capacity of the road and its equipment, personnel and material. Railway wrecks happen daily, and nobody is punished and nobody is even officially investigated.

All this is radically wrong, and even criminal, yet public opinion has seemingly not yet been aroused either to resentment or to a demand for a complete change in railway methods. There is no standard of efficiency or safety on railroads. Each road is permitted to manage its equipment to suit itself, and generally everything is subordinated to Wall Street manipulation and to the earning ability of the property. It is high time that there was some reform, both in the equipment of the roads and in their management. That railroads are of inestimable value to business there can be no doubt, but 10,000 lives a year is entirely too great a price to pay, particularly when one reflects that the great majority of these losses could be prevented by efficient equipment and management.

Great are the uses of coal dust in Belgium. A system for compressing coal dust into briquettes and oval forms is successfully dealing with the large masses of coal dust of Belgium's mines and sheds. The briquette industry of Liege has become important, the exportation reaching almost all the coal consuming countries of the world, amounting for the first seven months of the present year to 253,911 tons. The Belgium state railways alone consumed about 250,000 tons in one year. The domestic use of briquettes is increasing yearly. Many persons use them for kitchen stoves as well as for furnaces.

The fish stories of the Great Lakes are both big and true. Practically every variety of fresh water fish in common use as food is found in the Great Lakes. The principal yield is trout, white fish and herring, but there are dozens of other kinds that are taken in considerable quantities. Even the despised sucker represents a value of \$121,576 in the latest report by the National Bureau of Fisheries. Sturgeons were caught to the value of \$39,394, yellow perch amounted to \$139,670, pike, perch or wall eyed pike to \$407,367, German carp to \$71,285, turtles to \$2,372.

No matter how particular a man may be about his acquaintances, he must bow to the inevitable.

It is not the sign of the cross, but the spirit of the cross that makes true religion.

INTEREST RATE ON SAVINGS.

The following statement shows the capital of the different banks, the increase in the surplus and undivided profits of each for the year and the percentage of such increase:

Bank.	capital	profit percent- in- age in- crease, crease.
Old National	\$800,000	\$69,184 8.6
National City	600,000	29,874 4.9
Grand Rapids Nat.	500,000	17,496 3.5
Fourth National	300,000	30,882 10.3
Fifth National	100,000	5,454 5.4
Grand Rapids Sav's.	150,000	9,354 6.2
Kent Savings	50,000	28,974 57.8
Peoples Savings	100,000	15,665 15.6
State Bank	150,000	7,293 4.8
Commercial	200,000	624 .3
City Savings and		
Trust	100,000	5,429 5.4
Total	\$3,050,000	\$220,208 7.2

This statement is made up from a comparison of the statements of Nov. 12, 1906, and Nov. 9, 1905, near enough to call the elapsed time a year, and shows approximately what the profits have been above expenses, losses and dividend payments. The City Savings and Trust Company is the only bank that has not paid dividends, which is easily accounted for from the fact that the year is this bank's first and dividends were hardly to be expected. The Commercial Savings paid 3 per cent. in dividends, which is considered very good in view of its youth. The others have paid from 6 to 10 per cent., while the Kent disbursed a total of 44 per cent. Adding the dividend payments to the increased profits it will be seen that except the two young banks none has made less than 10 per cent. on the year's business. The Old National's earnings exceeded 15 per cent., the Fourth National's 18 per cent., the Peoples Savings' 25 per cent. and the Kent's over 100 per cent. of the capital stock. This is a very satisfactory showing from the standpoint of the stockholders, but there is nothing in the returns to indicate that the bank depositors are receiving any benefit from the general prosperity. The banks used to allow 4 per cent. interest on savings deposits and certificates, but the rate was cut during the hard times period ten years ago, to 3 per cent. on bank deposits and 3½ per cent. on time certificates. The cut was made on the plea that the banks could not afford to pay the higher rates with the markets in the condition they were then. The contention was well founded, but conditions since then have vastly changed. With the change in conditions ought not the banks to restore the old interest rates, that the depositors may also realize some of the benefits?

In this connection it may be said that one of the Detroit banks has recently been advertising in the local papers to pay 4 per cent. on deposits. Many of the banks in the Eastern States have returned to the old 4 per cent. rate and some of the Chicago banks are holding out 4 per cent. inducements. In Toledo, Cleveland and Pittsburg 4 per cent. is the recognized rate on savings deposits. In view of this outside competition, would it not be good banking judgment to gracefully make a virtue of favoring the depositors instead of having the increased rate come as a forced measure? And do not the statistics show that such a course would be advisable? As compared with a year ago the total increase in certificates and

savings has been but \$398,044, or about 3 per cent., while the average increase for the two years previous was \$402,469, or about 3½ per cent. The savings banks the past year showed an increase of \$493,414, or about 6 per cent., while for the two previous years the increase averaged \$515,286, or about 7.3 per cent. The Nationals showed a decrease in certificates for the year of \$95,371, and for the two previous years an average decrease of \$113,052. The records show that in spite of the growth in population and the expanding prosperity the Nationals have for four years past been steadily losing their certificate deposits and that the increase in the State Bank certificates and savings deposits the past year has been less than in the preceding years. How much this may be due to outside competition offering higher rates and how much to other causes may not be for the layman to say, but the figures may furnish some material for thought.

Because the banks pay 3 and 3½ per cent. on deposits it does not necessarily follow that these rates are actually paid on all the money that is put in. In most of the banks money deposited before the 5th of the month is credited with interest from the 1st, and after the 5th the interest does not begin until the 1st of the following month. If a deposit is withdrawn before the expiration of three months no interest is paid. Certificates must be held a full year to be entitled to 3½ per cent. and interest then ceases. These various little "wrinkles" tend to reduce the average interest rate. It is calculated that the 3 per cent. rate actually means about 2.25 per cent., 3½ per cent. about 2.85 per cent. and 4 per cent. about 3.25 per cent. The increase of the interest rate to 4 per cent. would make a difference of less than 1 per cent. in what the banks would have to pay to depositors, but even then the average payment would be considerably below the advertised rate. On the present volume of certificates and savings the interest payments would probably be about \$100,000 greater than at present. This could have been paid out of the undivided profits of the past year and still left \$120,000, or about 4 per cent., above the dividend declarations.

MORE POLICE DUTY FARCE.

That was pretty sharp weather we had last week and everybody was gratified to see the snow and feel the invigorating tingle of real winter weather. There was enough snow to make fair sledding on the outer paved streets and to cover the walks. There is a city ordinance requiring property owners to clean the snow from off the walks. There are multitudinous degrees of hillside slopes to the walks in Grand Rapids and when those slopes are covered with snow, hard packed and practically changed to ice, there is an equal opportunity for citizens to slip down and break an arm or a leg or suffer some other form of pain and inconvenience.

Recently there was somewhat of a disputation as to the authority of

the Mayor on the one hand and the Police Commission on the other as to the prevention of prize fights in this city. It was a three days' sensation and, now that the dead boy is buried and the live one is "on the road" somewhere, the matter is a dead one. The Commissioners meet regularly, discuss horses, fire apparatus, smoke good cigars, chaff each other about this or that irrelevant topic and adjourn.

Meanwhile the great city of Grand Rapids exhibits hundreds of sidewalks, many of them within two to half a dozen squares of police headquarters, where no effort whatever is made to clean the walks of snow. The Commissioners know this and so do the policemen on the respective beats; the Commissioners know of the ordinance and so do the patrolmen, the sergeants and the Superintendent of Police. If the Commissioners do not do their duty how can they expect the men under their authority to do differently?

One officer spoken to on the subject replied: "Well, if you'll make a complaint, I'll see that the walk is cleaned." That is not the duty of a citizen and it is the duty of the officer. A citizen does not wish to incur the enmity of his neighbor by making a complaint against him. If he calls the attention of an officer to a case of failure to clean snow from a walk he furnishes the evidence or rather he reminds the officer of the existence of evidence, and that is enough.

There are two serious problems in this country which may have a mutual solution. They are the denudation of our forests and the wastes of deserted New England farms. In the middle of the last century the forests of France were in the way of complete denudation, but the government came forward with immense appropriations for the purchase of land and, although these state owned lands will still remain unproductive for many years the ultimate wisdom of their purchase can not be doubted. Now, why could not our Government purchase those deserted New England farms and plant trees thereon? Much territory could be purchased for little money, and the benefits to be derived would outweigh any difficulties that might be encountered.

Did the Board of Fire and Police Commissioners or the Superintendent of Police authorize a certain automobile policeman to go to the general offices of the G. R. & I. to enquire what the rules of the road were regarding the running of trains within the city limits? If not, what motive actuated the officer in undertaking to make enquiries of this character? What has the officer to do with the rules of the road anyway? He is supposed to devote his time to the enforcement of State laws and municipal ordinances, including the hounding of automobile drivers who do not have a "pull" with the police department. When the officer made the call above referred to he was told to go along and mind his own business; that no information would be given him or any other officer who was not in possession of the proper credentials. Is it possible that the automobile officer thought he could get the G. R. & I. on his alleged list of retainers?

The regulations designed to carry out the edict which purposes to destroy opium trade and consumption in the Chinese empire have been published and are remarkable for the sensible appreciation of the extent of the evil. Nothing like a sudden revolution is attempted except with regard to the opium dens, which are to be closed at once. Ten years is the limit within which the reform must be completed. There is real pathos in the regulations which permit the use of the drug to old people. To them it is as necessary as food and raiment. But with regard to the young a decided stand has been taken and China's most enlightened step in recent years bids fair to be successful.

A Jersey City man is suing for divorce from his wife, his wife's sister, her brother and the brother's wife. He testifies that a few weeks after his marriage his wife's sister came and unpacked her trunk. A few weeks after that the brother and his wife came, with more of their effects than were necessary for an ordinary visit. They liked his home and stayed long. He was the only one who worked. He was the sole member of the ways and means committee. The climax came when he asked his wife for car fare and was told he ought to earn more money.

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.

SALES AND SAILS.

Not So Far Apart as They Might Be.*

It is one of the privileges of any man who deliberately accepts an invitation to address an assembly such as the one before me to nominate the topic which he will be best pleased to discuss.

But there is a distinct difference between a privilege and a practice. And so, following the lead of the experienced and able speakers who have preceded me this evening, I propose to demonstrate that difference by touching merely the "high spots" along the path I designated on your programme and, straying to the right or left at will, pick up whatever I choose to talk about.

It is an old game and a good one, this talking about everything under the sun save the subject you have been advertised to dissect and analyze—old because it was practiced in the days of Demosthenes and Cicero and good because it is still popular and handy among present day speakers. Then, too, it is sure evidence of discretion on the part of the speaker.

It is an awful pun for which I stand responsible, "Sales and Sails," but I had a purpose in view. I wished merely to attract your attention to the resiliency of our English language, thus presenting one reason why President Roosevelt advocates a reform in spelling. S-a-l-e-s and S-a-i-l-s are pronounced exactly alike and are absolutely apart as to definition. I made this remark one day last summer to a traveling representative of a large implement house whom I met in Petoskey and he came back at me with, "You wouldn't have such an exact opinion on the difference between the two words had you been with me yesterday. I had been over to the Big Beaver, where I expected to make a sale of several hundred dollars and when I said good-bye at St. James, with an order amounting to less than a hundred dollars, I felt about as sick as I thought I could possibly feel. Actually, I had nausea and a sick headache. Coming over to the mainland in a sail boat we were hit by a gale of wind, which kept us out all night, and when we reached port this morning I was dead, figuratively, so you see the two words may be intimately related after all.

My friend afterward admitted to me that his trip was merely a ruse. He wanted to get in a couple of days' fishing, surreptitiously, and made the bluff that he had a good order awaiting him there. And the bluff didn't make good. That's what made him sick.

There is a popular delusion especially among the residents in the cities that the successful salesman of agricultural implements and vehicles must be able to sit around on salt barrels and sulky plows, chew straws, whittle and scatter tobacco juice over the adjacent territory as he waits for his customers. And there is another idiotic conception

*Address delivered by E. A. Stowe at annual banquet Michigan Retail Implement and Vehicle Dealers' Association.

that is quite current, which is that the typical lightning rod man and the Bohemian oats fakir of old have as their successors the men who sell engines, power machines, vehicles and all the implements a farmer uses; that these followers are merely persistent and have no other qualifications.

Let me tell you an automobile story: A short time ago a citizen of Grand Rapids, in order to have a pleasant ride without fear of being hauled up by policemen, rode out into the country about thirty miles. On the way home and at a point where the nearest blacksmith shop was five miles away, his machine quit business. As he and his companion were saying things and wondering what would be best to do, along came a plain-looking, plain-spoken, farmer-looking chap who stopped his horse and asked, "What's up?" "We are and we're up against it good and plenty," was the response, at which the stranger alighted and began looking over the machine in a superficial sort of way as he observed: "I know all about gasoline engines, stump pullers, cream separators, threshing machines, and so on, but I'm not much on these 'ere gas carts."

As soon as he used the term gas carts I knew our deliverer was at hand.

Now that I have revealed myself unintentionally, I may as well admit that I was the unlucky motorman, or rather the lucky one. That agricultur-looking chap opened a box under the seat of his buggy, took out a wrench, a pair of pinchers and a few other things and went to work. In less than ten minutes he had us going again and absolutely refused any reward other than the hearty thanks we showered upon him. That man sells agricultural implements. I will not disclose his name, because he is present here this evening and would probably resent my reference to him as looking like a farmer.

I relate this incident merely to show the protean qualities of the average seller of implements and vehicles. They are, perforce, by the very nature of their business good, square, unassuming and forceful men who can instantly and naturally adapt themselves to their surroundings. For the same reason they are,

The Sun Never Sets

Where the

Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

Over Any Other Artificial Light, which is Demonstrated by the
Many Thousands in Use for the Last Nine Years All Over the World.

Write for M. T. Catalog, it tells all about them and Our Systems.

BRILLIANT GAS LAMP CO.

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"Of course every man knows that salvation is free until he stacks up against a church fair."

The church fair is only the side show. You may have to pay to get into that, but the big show farther on is free. But in the meantime you have to keep the "pot boiling" and want to make good profits on your sales.

Mother's Oats
Profit Sharing Plan

will do it. It will pay you to investigate it.

The Great Western Cereal Co.

Chicago

Two Highly Popular Coffees

The two brands of Coffee that should be handled by every dealer are "Mo-Ka," the high grade Coffee at the popular price, and "Bancroft House Mocha and Java," the superior and delicious blend so approved by the best Coffee judges. These Coffees are sold only in air-tight packages, into which no dust can enter, and retain their strength and aroma to the last ounce. They afford a good profit. Write us for prices.

The Smart & Fox Company

Wholesale Grocers and Coffee Roasters

Saginaw, Mich.



as a rule, extremely shift in a mechanical way. They know not only the principles of mechanics, but they have an intimate knowledge as to the construction and operation of pretty nearly every sort of machine made. They are hardy, courageous and patient, and when it comes to general information on current topics, they know everything. What they do not know they can invent and utilize at a moment's notice. To illustrate their versatility:

Early last spring a friend of mine was working a sugar bush in the northern part of the State and, as he hoped to make a little money on the effort, he was not employing much help. Late in the afternoon, through stumbling over a root, he fell and sustained a very severe fracture of his left forearm, a broken bone protruding through the skin. The lateness of the hour, the pain and the fact that he was over a mile from any house made the situation a serious one. He finally succeeded in reaching the highway and, very faint and weak, he became alarmed, fearing he might become unconscious. Just then a couple of men driving a team happened along and went to his assistance. He was revived by a big drink from a bottle taken from the buggy and then the two men, with the consent of my friend, reduced the fracture, bound the arm in improvised splints and took him in their buggy to the nearest village. Within three hours from the time of the accident a surgeon has set the broken member and dressed it properly, at the same time complimenting the two strangers on the excellence of their first aid to the injured. Those strangers were implement salesmen.

Once upon a time two rival dealers in things agricultural were after a contract to enclose a section of jack pine barrens up-the-State with a wire fence. Each one had made a bid on the job and each one had gone so far as to offer bids, not only for the wire, but for the posts and the setting of them. Of course, each bidder claimed special excellence for his particular line of fence and made wondrous claims for the durability and value sure to result from their putting up the fences, respectively. A temporary settlement of the matter was reached, however, when the owner of the land said he would wait until fall before deciding what to do.

Promptly with the coming of September the two dealers were on hand to get the contract and were mutually surprised and disappointed to find that the owner of the land had, during the summer, bought his own wire, procured his own cedar posts and stretched the wire in place.

The dealers were too old in the business to show their disappointment, therefore they at once became competitors in an effort to convince the land owner that he had produced a remarkably well-built wire fence. "Really," they said, "it is no less than wonderful that a man not in the business could build so good a fence." The land owner could do no less than look pleased and treat the

dealers hospitably and, when they took their leave, he volunteered the promise that the next time he needed any fence he would divide the order between them.

Bidding their friend good-bye, the dealers walked away and, when out of his sight and hearing, they stopped, simultaneously, and faced each other, one man remarking: "Wasn't that the worst piece of fence making you ever saw?"

"It was the limit!" responded the other.

"If I couldn't do a better job than that," said the first speaker, "I'd quit the business."

"So would I," continued his companion, "for having been seen in your society."

These incidents are offered in the hope that they may serve to bring back the old days; help to bring the old ones and the young ones among you closer together on this occasion; help you to understand that the people of Grand Rapids are glad you are with them on this occasion and are always ready and pleased to act as hosts for any representative group of men having the advancement of any department of legitimate business in charge. I might attempt to turn over to you the humorous side of your calling, but, in the presence of that master wit, our State Highway Commissioner, such an attempt would not redound to my credit. I might undertake to relate various comical stories for your entertainment, but then I would again fail because of the presence here of that genial and able humorist, Senator Huntley Russell.

Not the Time for Magnifying.

There was a little Scottish boy who had the quality of astuteness highly developed. The boy's grandmother was packing his lunch for him to take to school one morning. Suddenly looking up into the old lady's face he said:

"Grandmother, does yer specs magnify?"

"A little, my child," she answered. "Aweel then," said the boy, "I wad juist like it if ye wad tak' them aff when ye're packin' my loonch."

Many a sermon is void of the water of life for lack of condensation.



Hocking Dry Measures

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

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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



IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

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What the Quaker Stands for

He stands for greater care in selecting the grain.
He stands for an exclusive process in milling.

He insures the absolute satisfaction of your customers and guarantees the permanence of their trade.
The Quaker name and trade-mark on a cereal package guarantees the quality and purity of what is inside the package.

When you push goods bearing the Quaker name and trade-mark you are insured against dead stocks, because they are the best advertised, best known and fastest selling cereals in the world. For these reasons they are the most profitable packages you can handle.



Three Great Leaders Quaker Oats

The best and purest Oatmeal made. The most extensively advertised cereal in the world. You are not entitled to the distinction of "handling the best" unless you sell Quaker Oats.

Quaker Rice

(Puffed)

Truly a wonderful food—the best of selected rice ready for eating after moment's heating. Delightful and healthful, both as a cereal and as a basis for many home made candies. It is advertised almost as heavily as Quaker Oats. You can make Quaker Rice one of the greatest sellers you ever handled.

Quaker Best Corn Meal

The kind of Corn Meal your customers want—perfect in granulation, unequalled in flavor, sweet, clean and absolutely pure. It is the best and fanciest Corn Meal ever put out. Sold only in sealed packages.

We want you to get the benefit of our tremendous advertising campaign. Tell the people you are a distributor of Quaker Cereals. We have created a demand for our products in every store and you must supply this demand. You are not up to date in progressiveness nor is your stock complete unless you are selling Cereals bearing the Quaker name and trade-mark.

REMEMBER

We Guarantee the Purity of our Cereals

Order from your jobber

The Quaker Oats Company

Address—Chicago, U. S. A.

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



Origin of the Various Varieties of Turkeys.

Some enthusiasts of the poultry fancy claim that the American turkey should have been selected as the emblem of greatness rather than the eagle. This sentiment is not a bad one, when we consider that the wild turkey of North America has cast its influence over the turkey flocks of the world. There is scarcely a land in which turkeys are grown where the bronze turkey of America or its ancestor, the wild turkey of North America, has not been used to improve size and quality of this par excellent of all table fowls.

The turkey has become the favorite dish for Thanksgiving. Under these conditions it is most opportune to present to our readers the history of this noble bird:

Early in the 15th century was recorded the fact that the turkey was the favorite fowl for holiday feasts in foreign lands. They were largely cultivated during that period and became quite plentiful upon farms of England, France and adjoining countries. France, Normandy, Austria, Italy and even Australia were great producers of turkeys prior to their becoming very prevalent in this country other than the island variety.

In writing of the turkey Charles De Leslie, of England, tells us that France and Normandy have sent turkeys into England for many years. The climatic conditions of Northern France and Normandy seem even more suitable to the turkey than the English islands. Italy and Austria produce many turkeys which are sold in other provinces. Whole train loads of turkeys are sent from Italy and Austria into England by special train during the holiday season. The Italian turkeys are smaller than those produced in England and sell at times from 6 to 9 cents a pound wholesale. Many of these small turkeys are sold at retail in the London markets during the holiday season at about \$1 in our money. The best birds imported into England come from Normandy, some of them weighing as much as twenty pounds. The market records of London show that these specimens are often sold to the people of London as a substitute for the best Norfolk varieties. Even Russia has become a factor in the production of turkeys, some of which go to Germany and a few into England.

The recognized varieties under the American standard are the Bronze, Narragansett, Buff, Slate, White and Black. In addition to these we have of the non-standard varieties several cross breeds, and one which is claimed to be a distinctive variety in itself. This is called the Bourbon Red, coming originally, it is thought, from the mountains of Kentucky, where it is claimed they grew in a semi-wild state for many years. Our black turkey is the same as the black turkey

of England, known as the Norfolk. The English bronze was originated there through crossing some of our wild varieties upon the black turkey. We call our white turkeys the White Holland. In England they are known as the Austrian White. Why they should be thus named is not satisfactorily explained, as they neither came from Austria or Holland originally, but are supposed to have come as sports from other turkeys. To sustain this theory we can state that a number of white sports with dark colored shanks have come from both the Holland and Narragansett variety. These have been made use of to cross upon the White Holland, greatly to their benefit as to size and stamina. A few years' careful breeding and selection of the best has returned the pink shanks holding size and stamina, which has greatly improved the white turkeys in this country.

In writing of the North American wild turkey Mr. Audubon states that they were most plentifully distributed over the entire country north of the Carolinas and into Canada, most plentiful through the section subdivided as Pennsylvania, Ohio and Kentucky. They were considered migratory. He, Audubon, held the opinion that the migration was influenced by the food supply in the several localities they visited, as they were great travelers and wandered about in search of food, always being found in the greater numbers in that part of the country where hazel nuts, chestnuts, small grains and wild vegetation bearing seeds fit for food were most plentiful. They, like the wild pigeon, followed the crops into the localities where the season influenced the greatest production.

He also states that the foreigners who came to this country from other lands brought with them turkeys indigent to their home country. These being kept about the barn yards of the early settlers were often visited by the wild varieties, the result being a great improvement in all qualities of the stock raised. This was the first unguided cross that gave to the world the greatest of all domestic turkeys—the bronze variety.

Later and up to the present time all breeders of turkeys for table use have sought and obtained wild gobblers to cross upon their stock of domestic turkeys. These crosses have built up the bronze variety.

The first turkeys taken from this country to foreign ports are thought to have been of the variety known as the Mexican turkey of the southern portion of North America. These are somewhat smaller in size and of a lighter cast of plumage. It is thought that they were the ancestors of the Narragansetts and all lighter plumaged domestic varieties. These were taken to England and other foreign ports, and from them must have descended all the turkeys of foreign lands, the English bronze, the white and any sub-varieties that have ever been bred abroad. In no land other than ours was the turkey ever discovered. They are absolutely indigent to America and the islands adjacent thereto. In recent years, or

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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.
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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.

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Will Pay 27c Per Dozen

for Fresh Eggs delivered Grand Rapids, for five days.

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I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

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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

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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.

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All orders filled promptly at market value.

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OTTAWA AND LOUIS STREETS

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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

since the beginning of the 17th century, many of the North American wild turkeys and the crosses therefrom, known as the bronze turkey, have been shipped all over the world. The result has largely improved the turkey crop of the world.

It is most unfortunate that the governmental authorities of this country permitted the wild pigeon and the wild turkey of North America to be almost entirely exterminated. They were the natural source from which came the strength, size and vigor of all of our domestic varieties. This natural supply for improvement gradually dwindled and unfortunately the necessity for sustaining the strength and vigor of our turkeys was neglected for years. They were allowed to run down and deteriorate in size, but of recent years this has been bettered, and while there is still room for improvement in all the outlying districts where turkeys are grown, those who thoroughly understand the necessity of new blood are improving their flocks so fast as to gain for them the congratulations and applause of all who are interested in the national upbuilding and strengthening of the turkey supply of the world.

The Narragansett turkey is almost equal in size to the bronze variety. They differ from them in the style and marking of the plumage, all of their surface color being striped with light gray, the ground plumage being black regularly penciled across with bars of brown and edged with light gray. This light gray produces white.

The buff turkey should have buff colored plumage throughout. Many of them, however, have more or less white scattered through their plumage. The slate turkey might be called a blue turkey, as its color is a slaty blue, having been produced more than likely as the result of crossing the white and black variety. This is more of a fancy variety than of utility kind. But few of them are bred in comparison to the others.

The white turkey is pure white in plumage with pink shanks and toes. These can be as well bred and as vigorously grown as any of the other varieties, if care is given to the selection of the parent bird from which they are grown. The black turkey is the original of the domestic turkey. These have also been improved through an intermingling of the blood of the bronze variety. A black turkey is a most beautiful fowl when of pure black color and plumage.

To the breeding of the Norfolk, the black, the bronze and the white turkeys and the many sub-varieties, the English and the French have given even more attention than we have in this country. The bronze is known among them as the Cambridge, the black as the Narragansett and the

white as the Austrian White. Even with them they claim that for fineness and delicacy the flesh of the Black Norfolk stands supreme. Next to these they class the White Austrian. The reason for this seems to be that the people of Norfolk, England, have given more attention to these varieties than has been given to any other varieties of turkeys anywhere in the world. Next to these the White Holland have been cultivated. There is a reason for this which lies in the fact that the size of these two has been most suitable for selling to the greatest number of purchasers. The bronze, having been cultivated for a greater size than any other variety, tip the scale at from sixteen to twenty-four pounds, a size quite beyond the possibilities of the middle and lower classes of that country. The largest sale is made to those who purchase the lighter weight breeds, the cultivation of which has proven most profitable among the turkey growers of foreign lands.

In this country the bronze stand supreme. They, however, do not hold the market at their mercy; as the population increases there is more demand for the smaller sized turkeys.

The Butcher's Complaining Customers.

How to deal with a customer who cherishes a grievance is a problem that is always recurring to butchers, and comparatively few have mastered the art of placating the injured one, satisfying him and increasing his trade, and at the same time defending their firm from unfair demands.

This requires as much of the "velvet touch" as it takes to sell goods. In many cases a complaint from a dissatisfied customer can be turned to a good advantage, provided the one who complains has been sincere, but mistaken.

The salesman should take a conservative attitude until he has thoroughly investigated the cause of the trouble. If he launches immediately into assurances that the customer "must be mistaken," the latter, who feels certain, on his or her part, that there can be no mistake, considers that insult to his mental powers has been added to whatever injury he has sustained. Besides being angry, he then becomes obstinate, and more exorbitant in his demands for reparation. Under these circumstances, unless the butcher can promise to fulfill any unreasonable request, he is likely to lose his customer's trade.

In cases where the customer's grievance is purely imaginary, or where it is "faked" because he wants to get rid of certain meat—and these cases are rather more numerous than any others—the butcher should take a firm stand for his rights.

It is poor policy to acquiesce in

the customer's complaint when it is groundless, merely through fear of offending him and losing his patronage.

If he has made a mistake it will be apparent to him sooner or later—at some time when the matter has blown over the butcher can depend upon being able to demonstrate the fact. Then his customer is bound to respect him for the stand he has taken, and will be ready usually to renew their business relations.

But if the butcher weakly sides in with the customer, believing that course is polite, he makes himself liable to further deception from this same customer.—Butchers' Advocate.

Fine Flavored Ham.

L. H. Cooch says that while on a visit to a farm he was favorably impressed by the fine flavor of a ham served. Investigation showed the ration to "consist of corn, either shelled or on the cob, whichever was the more convenient. The corn was always soaked. In addition to the corn was a plentiful supply of swill, made by adding twenty-five pounds of linseed cake (oil meal) to a barrel of water. 'Twas said the farmer fed hogs in this way for twenty-five years. They took on flesh faster, were always healthy, and there was never a case of hog cholera. If the method were more universally followed venison and fowl would be discarded and the meat of the once despised hog would soon become a delicacy more frequently seen on every table in the land."

An Old Connecticut Cheese.

A quarter of a century ago Mrs. George Bushnell, of Lakeville, Conn., made a cheese and put it carefully away. This week Mr. Bushnell proposed cutting the cheese, the flavor of which was found to be the real thing. Although somewhat stronger than the cheese of the present day, it was perfectly eatable.

Mr. Bushnell thinks the cheese would have kept forever, and in ages to come might have been found by some exploring geologist who would have pronounced it a relic of prehistoric ages. To save all this trouble and keep posterity from wondering whether it had found an old fashioned grind stone or a prehistoric car wheel, the cheese has been cut and eaten.

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.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

Established 1865. We honor sight drafts after exchange of references.

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**

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

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Fine Feed

Corn Meal

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KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

DRY GOODS

Weekly Market Review of the Principal Staples.

Cotton Goods—At no time during the recent past has the cotton goods market presented a more impenetrable front than it does at the present time. When for a short time there is a lull in the buying, instead of becoming more pliant, it immediately hardens and gives the appearance of having taken a new hold by which to force a further advance. This fact has shown itself to be operative each time any material cessation of the buying has been noticed. A week or so ago the demand slowed down perceptibly, but on the resumption prices at once showed a hardening tendency. The combined effect of the labor disturbances and the shortage of staple cotton was instrumental in bringing this about, and the chances are largely in favor of considerably higher prices in the future. Most houses are firmly committed to this side of the market, and do not hesitate to say so.

Gray Goods—The demand for these goods has also been very good recently. The mails brought in good orders during the latter part of the week, after the difficulties were settled in New England. No doubt they assumed, and correctly, too, that prices would of necessity be advanced and made it a point to get in before it became in force. The chances for a material advance in prices in this connection are very good indeed; in fact, sales have already been made at an advance of a quarter of a cent, which price will obtain from now on.

Bleached Sheetings—Are still in active demand, the volume of business being far and away ahead of any recent doings in this direction. The call has kept up steadily, spots being eagerly sought at the best prices. It is, however, of no material advantage to the houses that the prices on spots advance, as the supply is so small that only a limited number can be accommodated and they do not accumulate very fast. The trading for the second three months in the coming year has nearly filled out this allotment.

Underwear—While the future business has moved freely from first hands, it has not moved nearly so freely from the jobber to the retailer. The latter does not seem to realize the situation, and is assuming his proverbial attitude of waiting until the cold weather sets in. He will then, no doubt, come around with much noise and want his goods all at once. Much criticism is heard in the market about the quality of the 6-pound goods in ladies' ribbed vests that are being put on the market. Not only in some instances are the trimmings inferior, but the garment itself has suffered under price conditions. Where the manufacturer makes any profit is a mystery at the best on these goods. There is no doubt whatever

that there would be more profit in selling the yarns, were it not for losing the trade in the event of an improvement in the situation. Boys' fleeces are doing very well; in fact, most lines of goods are now well under order. There are instances of retailers in remote places selling sizes 32 and 34 in boys' goods at prices that are very good bargains in the light of the new classification. It would seem as though there was a better profit in carrying them over until next year than in disposing of them in this way. Much dissatisfaction has also been caused among buyers by the reductions that have been made in sizes, lengths, etc. It may be that they have been marked up or some other such method used to make them come within the profit line. It is unnecessary to say that while these methods may work for a while, they are bound to come back on the one who attempts to work them, sooner or later. Buyers this year will be more careful as a result, and the standard, well-intentioned concerns will, therefore, profit. Ladies' combed yarn goods have been doing a nice business recently; these are now well under order. To be sure, there are still plenty of goods to be had, as there are in most lines, with possibly a few exceptions, and these are the ones who make no reservation for duplicates. The poor deliveries of last year on the part of some irresponsible concerns have been very beneficial to standard houses this season. Those buyers who were weaned away last season by a price consideration have this year demonstrated their intention to return. One experience such as that was enough for some of them. There are those, however, who will do the same thing over again this year in spite of previous experience. These latter deserve all the trouble they get.

Hosiery—The hosiery market also experienced a comparatively quiet week; such interest as has been displayed centers around the opening of the leading lines of fleeced hosiery. They no doubt saw the wisdom of waiting until some sort of a line could be gotten on the cotton situation. The recent developments in this direction have been such as to cause consumers of the raw material to "sit up and think." Then, too, with buyers so anxious to place their orders, it may be that it is just as well to get the right price from the outset. There is, to be sure, no doubt about it. Other lines that have been shown are doing, or rather have done, a very satisfactory business. Certain lines in this connection are in a well-sold condition, at satisfactory prices. Instances are quoted wherein the advances in prices are equal to an average of 10 per cent. Other lines will quote advances in the near future, possibly next week. A very good business is reported in wool and worsted goods by salesmen returning from the road. One house in particular states that its sales showed a good gain over those of last year at the advanced prices, with no halting because of the latter. The general trend of raw materials of all

Straw Hats For Season 1907

The first of the year our traveling salesmen will take out their full sample line of **Straw Hats** which they will show you for next year's selling.

This season we have gone into the straw hat business on a much larger scale than in former years. Have contracted for enormous quantities but at remarkably advantageous prices. We are therefore in a position to offer you values that will pay you to place your orders with us. Our agents will show you:

Nobby Straw Dress Hats for Men and Boys
Men's Wide Brim Mexican Hats
Girls' Sailor Hats in Assorted Styles and Colors
Boys' Fancy Straw Hats in Assorted Styles

Felt Hats

We also have a splendid new line of

Men's and Boys' Felt Hats

to show you in a variety of styles including the "Cow-boy" for teamsters, farmers' work hats, etc.

If our travelers do not call upon you write us direct for our **special prices, terms, etc.**

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.**

character is becoming generally known, and buyers are more in a position to expect something in the way of an advance. The 108-needle goods also experienced the same good call as did the latter goods. There is no doubt that when fleeced goods open up they will have a good call. Said one seller, "You can not sell anything else but those goods in the northern part of the Central States." It is from this section that the importunities come regarding the showing of them. Complaints similar to those spoken of in underwear are raised in certain sections by retailers regarding the small sizes, lengths, etc., that have been received by them this year. No little amount of dissatisfaction is the result, and the effect is bound to be felt in the future by the guilty parties. It would seem as though it was better to make the goods as they ought to be made and charge the price that ought to be charged, in view of the fact that the house might want to do business another year, than to take the risk of doing business in this fashion. With the supply as short of the demand as it is in reputable goods, it would seem as though the manufacturer ought to be able to get all that was due him without resorting to these tactics. The only reasonable assumption is that it is not the leading firms that are doing it. Buyers will, in the future, be more careful about whom they buy from, realizing that it is not so much a question of how much they pay for the goods as whether, when they get them, they are as represented.

Sweaters—The movement in these began somewhat earlier than usual this year. Buyers who have been in New York to make their purchases of underwear and hosiery improved the time that they had to spend waiting for certain of the knit goods lines to be shown in covering their future needs on sweaters. The consequence is that certain lines are now fairly well under orders. While in certain instances prices have not advanced, on the very best goods quite a considerable advance over last year has been made. Manipulation has made it possible to keep prices at a certain level for goods that can not be called strictly all wool, but the substitution caused by the high cost of the raw material has naturally lowered the intrinsic value of the garment itself. Last year various schemes were resorted to to recoup for losses, such as "marking up" sizes, etc. It is unnecessary to say that these methods were not practiced by the best houses, and the result can not be other than beneficial to the latter. The tendency in the buying in sweaters, like everything else, is toward the better goods. Reputable firms will this season benefit by the experience which buyers have had in the recent past with bad deliveries and in some cases no deliveries at all. To be sure, buyers can only blame themselves for being caught in the condition in which they found themselves, as they responded to the lure of a price consideration without going into the matter to see whether or not they could make good. This season, how-

ever, they have signified their intention of doing differently.

Worsted Coats—In a variety of colors range in prices from \$30 to \$40. The prices are for absolutely all-wool goods, to which buyers do not object. Owing to the high cost of light gray worsted yarns that color in either sweaters or sweater coats will cost on an average \$4 per dozen more than other colors. These prices are subject to change without notice.

Twenty New Plants Secured.

Flint, Dec. 11.—The annual canvass of the industrial institutions of this city was completed a short time ago, and the statistics gathered will contribute an important chapter to the forthcoming report of the Michigan Bureau of Labor.

They will show that at the time the canvass was made this city had eighty factories, inclusive of every business in which machinery is used, and that these concerns had 3,219 men on their pay rolls.

This is an increase of twenty factories over those which were in operation here when the canvass was made in 1905. It does not include the big new Weston-Mott, Buick Motor Co. and W. F. Stewart plants in the north end of the city, which are about to start up, and were not far enough advanced in that direction at the time of the canvass to be embraced in the report which has just been sent to the State Commissioner of Labor.

The report will also show that excepting in cases where there was a lack of material all the factories were working up to their full capacity, and there was every indication of substantial prosperity in the industrial affairs of the city. The wage scale was found to be good, and mutually satisfactory relations apparently existed between the employers and the employed.

Mark Twain as a Critic.

A successful young novelist was praising the critical powers of Mark Twain.

"I once had the honor of reading a tale of mine to Mr. Clemens," he said, "and, thanks to his criticism, the tale was greatly improved. Originally it was too high flown; he brought it down to earth and made it homelier and truer.

"For instance, the tale concluded with these words:

"Mabel's lovely eyes drooped for answer, a faint flush tinted her cheeks, and she gave him both her hands; and there in the old orchard, in the shade of the heavy-fruited trees, he drew her to his breast, and, raising her long ringlets to his lips, kissed them reverently."

"Mr. Clemens, at this ending, blew clouds of smoke thoughtfully into the air, and as he watched the smoke disappear, he drawled:

"What do you think now, honestly, of a young man who would go nibbling at a girl's back hair when she had her face with her?"

The greatest good is that which leads us to know the greatness of true goodness.

Women Consider

two points when they shop for Lace Curtains—LOOKS and WEAR. With very few, looks are the principal consideration. Most people consider the wearing qualities fully as much as the pattern or weave.

DEPENDON LACE CURTAINS

will satisfy the most exacting customer in both regards. Not only are the designs exceptionally attractive, but—and with many of your customers this is the most important point—the careful attention given to DEPENDON Lace Curtains during the entire process of manufacture makes their wearing qualities as nearly perfect as human efforts can make them.

The threads are uniform, preventing breaks in the net. The edges are re-enforced so that there is practically no danger of having them pull out while the curtain is being dried on the stretcher.

You can safely recommend DEPENDON Lace Curtains to your customers as being superior.

The price which our roadmen will quote you should make DEPENDON Lace Curtains especially attractive, because of the large margin of profit which is made possible by their superiority.

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

JOHN V. FARWELL COMPANY CHICAGO

The Great Central Market

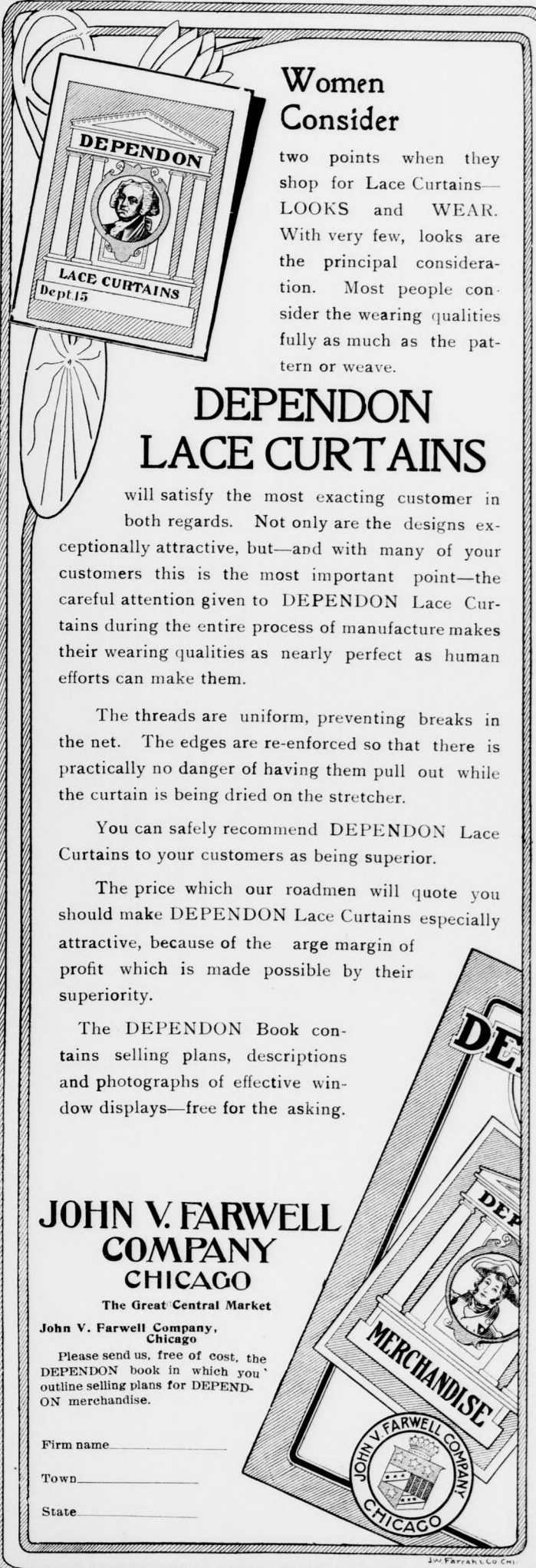
John V. Farwell Company, Chicago

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

Firm name _____

Town _____

State _____



The illustration shows a hand holding a book titled "DEPENDON LACE CURTAINS" with a portrait of a man on the cover. Below the book is a circular logo for "JOHN V. FARWELL COMPANY CHICAGO". The entire advertisement is framed by a decorative border.

PRACTICAL EDUCATION.

The Great Out-of-Doors as a School Room.*

We who follow one line of thought or occupation and live in the same continuous environment are apt to get into ruts. This is true as effecting our ideals or beliefs, as well as our methods of business, and finds no exception among those whose task it is to carry on what technically is called the educational work in the world. In truth, sometimes I think the school people are even a little more liable to wear deep ruts than the business folk who rub against the world more often. If some one suggests an innovation in spelling, a new method of tuition in arithmetic, a modified plan of class instruction, immediately he finds arising before him a wall of opposition, and the very title of my brief talk to-day would, I know, act as a stimulant in arousing opposition.

"What has an outsider to do with methods in pedagogy? We whose business it is to keep abreast of the times, and whose life is occupied in the evolution of the best ways of developing the boys and girls into a proper manhood and womanhood, must know more about these things than one who is engaged in the ordinary business affairs of life." This is not said in so many words, but I know how to interpret an atmosphere and have in my time encountered an iceberg. I believe, however, that one of these days somebody will come into the educational field and accomplish by the turning of a hand the things that the educators have said couldn't be done, and I am looking anxiously for this personality to appear above the horizon which will step into our school system and say, "Let your books be secondary; let your routine of class work, which has been the skeleton of educational method, be rehabilitated; let us find out the people in the various avenues of life who have overcome obstacles and obtained success and draft them into our service on the theory that there is an obligation resting upon every one to be helpful to the coming generation."

We who support our system of education will make it as easy as possible for these people to communicate to the younger element the salient features of the education which we think has been the foundation of their success; we will utilize the professionals in education simply as generals to marshal the forces that are around, and use them in the evolution of the manhood and womanhood which must grow out of the school children of to-day.

If we want the children to learn about gardening we will have them work in the garden and be taught by successful gardeners—we will carry the facts of this instruction into the school room for academic use in connection with the manual operations out-of-doors; if we wish the growing boys and girls to be impressed with the wonderful strides making along mechanical lines, we will not

only give them the opportunity to make something, but have the makers of things appear in the arena of education and give them tuition. We will not confine ourselves to college professors of horticulture or graduates of schools of technology, we will have the young people draw their nourishment from the mechanics who are doing things. If we wish to impress the population of our school houses with the losses which our country is sustaining through the rapid elision of its forests and the importance of entering upon schemes of reforestation, we will call these men who are giving their lives to this work and ask them to talk to the young people. We will not be satisfied simply with object lessons, but we will ask the men and women who are developing these object lessons to utilize their ability in indoctrinating the school children with the importance and methods of work. We will call into service the bankers, the merchants, the inventors, the states-

educational system. We have utterly disregarded it in our forgetfulness of the opportunity of carrying our school work into the field and allowing the field to make its impress upon our school work.

Given six hours a day for school instruction, given fifteen years of young, active and growing life to be worked upon by a system of education, how can the time be best utilized to fit the life for the world's work and the world's happiness? Having this problem before us we can afford to pause and look up once in a while from our educational rut and see if it isn't smoother riding and clearer sailing out of the usual lines of travel. We laugh at the old farmer who opposes giving his boy a college education because he himself never had one and he has gotten along fairly well; and, still, the educators are in a sense using the same argument. "This plan of education has worked fairly well, what is the use of entertaining a new and untried course?"

BEFORE CHRISTMAS.

'Tis the week before Christmas and all through the store
Are trouble and tumult and bustle and roar,
And mother seems weary, and father is vexed,
And sister is wondering what to buy next;
There're the rattle of drums and the squeal of the fife;
To reach the toy counter, you venture your life.
The salesgirl smiles weakly, 'most ready to drop,
As the crowd surges by, still determined to shop;
The street cars are crowded, the ladies must stand,
And packages loom up on every hand.
And people are figuring hard 'midst their woe
On how far a \$10 bill ought to go;
You are jostled and pushed, you are crowded and jammed,
You are caught in the door injudiciously slammed.
And you envy the people so wise as to go
On their Christmas excursion some two months ago.
And when on your couch you at last lay your head,
A nightmare of toys comes to fill you with dread,
And you long for the day of the reindeer and sleigh,
When Santy came 'round in the old-fashioned way.

men, and even the politicians, and make them a part of our teaching force in the schools.

We can not do without our professional pedagogues because the methods must be in their hands to become effective. However, these educators must be shorn of their prejudices against the plan of utilizing the men who do things in the service of the schools. I do not for a moment under-estimate that kind of training which gives men ability to express themselves, but I do want to give the proper value to the importance of actually doing things right and effectively as a basis of tuition in methods, and I wish to emphasize the importance of giving these men and women the opportunity, while doing the altruistic work in connection with education, to perfect themselves along the line of intelligent expression. This in itself should be an important factor in our

Before a society devoted to the purposes for which this one was originated, it may be proper for me to say that I put strong emphasis upon the importance of all of our schools and colleges giving instruction along the line of the development of agricultural science. I don't care what occupation a boy or girl may enter the basis of the world's prosperity centers itself in the soil. In our methods of educational training we ought to make plain some of the common facts with regard to the far-reaching influences of a successful agriculture. It matters not if a young man proposes to enter the ministerial field or if the young woman expects to follow literature as a profession, they can not afford to divorce themselves entirely from the widest field in the occupations of men. And inasmuch as agricultural and mechanic arts are the means of livelihood of more than one-half of our people, and

in a large sense the other half is dependent upon the same sources of support, we can not go amiss in giving our school and college instruction a range which shall cover in some sense these fields of endeavor.

It might shock the sensibilities of some of the sons and daughters of our wealthy people to have a mechanic, with his soiled apparel and his grimy hands, introduced by the teacher in the school room as one who would give instruction for an hour upon the things of importance connected with his everyday work; it might be a strange innovation to stop the woodsman with his axe in hand and call him into the school room to spend an hour in instructing the pupils with reference to forestal operations; it might seem strange to a boy in school to have the teacher some day introduce the boy's own father, a book-keeper in a banking institution, to talk to the school about methods of accounting, and, still, I am absolutely certain if this method should once come into practice, the school would become a strong factor in the general education of the masses and the practical masses would be able to exercise a molding power upon the educators so that more correct ideas would prevail on either side as affecting the methods of the world's work. In the near future I shall expect to see about the country school houses evidences of imparting instruction along the lines of practical agriculture, horticulture and forestry; I shall expect to see weekly, if not daily, some of the people engaged in soil work introduced into the school room to talk to these growing children in a practical way about their environment, and have them actually become acquainted with the things that are before their eyes every day and which they have not seen.

The time is arriving when there shall not exist a hedge or a barrier between the system of the schools and the plans of the workers who are earning their living. The great out-of-doors will be the school room, the school building will be the educational and social center, and the education which is started in the school room will always be going on in every avenue of life and will be attached in a sense, and a very large sense, to the pedagogical instruction of the class room. There can be no surer method of evolving a socialism that shall not be attached to a few fanatics but become a part of all the people; there is no more certain way to awaken a proper appreciation of the common factor work whether it finds expression in the hands or the head, and there is no surer way to obliterate the lines which divide classes from each other.

Suiting Them Both.

"I can marry a rich girl whom I do not love, or a penniless girl whom I love dearly. Which shall I do?"

"Follow your heart, man, and be happy. Marry the poor one. And, say—er—would you mind introducing me to the other?"

The people who are always short never get along.

*Address delivered by Hon. Chas. W. Garfield at monthly meeting Grand River Valley Horticultural Society.

Soaps That Every Grocer Should Sell

There's no reason why grocers shouldn't get a share of the high class soap trade. There's no reason why a woman who wants a cake of the purest and best soap shouldn't go to her grocer for it as confidently as to her druggist.

Grocers CAN secure the highest class of soap trade if they avoid the numerous cheap, bad and injurious soaps on the market and see to it that all the soaps they sell are PURE.

BUCHAN'S Toilet Soaps

are the purest and best toilet soaps in the world. And they're MORE than pure—they're ANTISEPTIC. Not only cleanse, but PURIFY.

Antiseptic soap is coming more and more in demand every day, because people are rapidly realizing that antiseptic soap is their one protection against bad soaps, which are doing so much harm.

The grocer who sells Buchan's is going to supply this increasing demand for antiseptic soap and monopolize the best soap trade in his neighborhood.

PURITY

has been Buchan's standard for forty years. Not an atom of impure or adulterated material enters into the composition of our soap.

BUCHAN'S SOAPS CORPORATION
Flatiron Building, New York City

THE CORNER CLUB.

Members Start Something They Can Not Finish.

Written for the Tradesman.

As soon as the Club was called to order Saturday night it became evident that there was among the members a feeling hostile to the chairman. The butcher and the hardware dealer, both of whom had received verbal trouncings at the hands of the grocer at recent meetings, whispered for a moment with the teacher, and then the latter arose and presented the following preamble and resolution:

"Whereas—Upon the food supply of a nation depend the health and energy of the people thereof; and

"Whereas—Many purveyors of provisions are both ignorant and reckless of the needs of the public; therefore be it

"Resolved—That all persons engaging in the sale of foods at retail be required to pass a satisfactory examination before a State Board, to be appointed for that purpose."

The delivery boy snorted and rolled over on his bag of beans at the back of the stove. He expected to see the chairman mix with the teacher without further parley, but nothing of the kind occurred. The chairman only elevated his feet to the corner of his desk and grinned. The teacher arose to speak to his resolution.

"The law," he said, "takes cognizance of the fact that dealers in drugs may be ignorant or even revengeful in dispensing medicines; why should it not also take cognizance of the fact that a good many grocers know about as much of food values and food preservation as a cat knows about the fourth commandment?"

"Get to details," cried the mechanic. "What kick have you coming, anyway?"

"The real purpose of the law," continued the teacher, "would be to regulate the sale of provisions. Grocers would be required to pay an annual license fee, and that would place them under the jurisdiction of a State official."

"Is it proposed to require the grocer to wear his license tag on a collar around his neck?" demanded the mechanic, who had missed the payment of his monthly account at the grocery.

"Like a blooming dog?" put in Mr. Easy.

"Would the law require them to be muzzled during the hot weather?" asked the teamster. "You can dodge a grocer, you know, when you can't dodge a dog."

The grocer looked from one member of the Club to another and saw the conspiracy shining in their eyes.

"The teacher will be required to answer the last question," he declared. "This teamster knows what he is talking about when he says one can dodge a grocer. He is a living illustration of the truth of the statement. He has been dodging me and my bill for about six weeks. And here's another thing: If you muzzle the grocer during the hot months how will that affect the mortality record of excursion parties?"

"I don't think it would do any good to try to muzzle a grocer," said the

hardware dealer. "We have a grocer here whose lip is the best example of perpetual motion I ever saw. If he had a little less brass and a few more wheels he'd be a phonograph."

"The chair demands an answer to his question," said the grocer. "Would the fact that grocers were muzzled affect the summer excursion fatality record?"

"What's that got to do with it?" asked the teacher. "The chair is not speaking to the subject. Next he will be asking how the muzzling of grocers would affect the construction of the Panama Canal?"

"The chair decides that the question is pertinent to the issue," said the grocer, "because if you muzzle a grocer he won't be able to do business, and if he is unable to do business he can't kill so many excursionists. I don't know how many excursionists I have exterminated. They come to me and want credit until they come back from Niagara Falls, or the St. Lawrence, or the National Park. The money they ought to feed their folks with they want to spend in carfare and hotel bills. They promise that they will pay up just as soon as they get back. If they are good customers I give the credit, and so assist at a fatality. The people I am telling you about never come back. They probably lie in watery graves somewhere. I have seen people on the streets who resemble them, but they never come and pay the bills or buy more goods. Therefore I conclude that they never come back. I would rather believe a man dead than to know him as a liar. If I had not trusted these people they would have had to remain at home and work, just as I did, and they would be live ones now."

"The chair is about nine thousand miles from the question," said the butcher, who had not spoken to the grocer since the last meeting. "If he wants to make a collection agency of this Club he'd better resign as chairman."

"What are we talking about, anyway?" asked the mechanic.

"You can search me," said the teamster. "Will the teacher submit additional details? We need a map of the route here, it appears to me."

"When we get the grocer to working under a special law," said the teacher, "we'll have eggs sold by the pound."

"No, you won't," said the chair. "I am here to speak for the hen. The hen is a friend to mankind. The hen supplies more food to the world than do the wheat fields. All hens are noble in disposition, loyal to the traditions of the race, and industrious, yet some hens are better than other hens. The egg, the beautiful and nourishing product of the hen, is not understood. You might as well attempt to sell energy by the pound as to put eggs in a scale and weigh 'em. Why? Because eggs is eggs."

"You take a great fat Plymouth Rock hen and she loafs about her job. She is not to blame. She gets fat, like a City Hall politician, and does as little as she can in the field of production. When she just has to lay an egg, she lets go of it under

protest. She hasn't even the energy to call attention to the fact that she has delivered the goods. There is the egg, and it is a big one. Big hen, big egg. But, mind you, the product partakes of the nature of the producer. The hen is fat, and without energy or purpose. So is the egg. You've got to eat about a dozen of them in order to accumulate enough industry to fill up the woodbox. Now, there is the—"

"If this is to be a sermon on hens," said the teacher, "we may as well go home. If there is a physician on the way home I think the chairman ought to stop and get his mind nailed down so it won't go flippity-flop when he thinks he is thinking."

"Now, there is the Leghorn hen," continued the chairman, "the buff and the white. They are little and light, but they have speed and endurance. They are not much to kill and eat, but they are top of the column next to pure reading matter when it comes to eggs. They lay eggs automatically. While a Plymouth Rock is looking about for a shell the Leghorn will deposit a nestful of eggs. They are not large eggs, but they contain the goods. The Leghorn is a nervous, quick-tempered bird, but she puts the energy into the fruit she places on the market. You live on Leghorn eggs for a month and you'll be able to carry home the washings your wives take in in order to get enough food for the children. The Leghorn—"

"I'd like to know what all this has to do with the resolution," said the teacher. "If the grocer wants to talk hen, let him go out and learn the hen language. I have no doubt that he would find it an improvement on his own bum talk. The question is, Should the grocer be required to pass examination before being allowed to sell foods?"

"You take a Plymouth Rock," continued the chairman, "and put her in a cage and give her all the breakfast foods in the world and her eggs will partake of the lethargy of the parent, but you take a Leghorn, and—"

"You take a Leghorn and feed her carpet tacks and her eggs will run an automobile or an air ship," said the butcher. "If the chair—"

"You take a Leghorn," continued the chair, "and put her in a pot and cook her and you've got nothing left. Why? Energy all gone out into the eggs. When you can weigh thought by the pound you can also weigh eggs—"

The delivery boy arose from his nest behind the stove and crowed like a bantam. The teacher again arose to speak to the resolution.

"The proposed law," he began, "will benefit mankind in that—"

"And you take a Plymouth Rock," continued the chair, "and boil and boil and you have something which—"

The delivery boy turned out the lights and the members of the Club scrambled for the door. As they paused on the walk outside they heard:

"The Leghorn is a brilliant bird, and the product—"

Then they fled down the street, and

the grocer locked the store door and went home.

"I'd like to see a resolution like that come to vote in our Club," he chuckled. "They were there to pass it? Well, I guess yes, but they started something they couldn't finish."

Alfred B. Tozer.

Don't Be a Looker On—Do Something.

It is a fact that the mail-order houses have millions invested in their business, while the retailer has perhaps only a few thousands. But after all there isn't so much difference, because the mail-order houses operate all over the country and their customers number over eighty millions. But your thousands command a trade over a limited territory and with probably only a few thousand customers. One man can not win in a fight against ten, but he can take any one man out of the ten and make him show his heels.

And right here is where the retailer has a big advantage over the mail-order house. The retailer has only to fight the mail order house in his particular locality and on his own ground, which puts the mail-order man at a disadvantage. You are there where you can quickly see the drift of events and be prepared for whatever may come up. If Jones is building a new house you should be the first one to know it and should go to Jones and give him prices and styles for his carpets and furniture while the mail-order man has just found out that sometime in the near future Jones intends to build. Use all of these little advantages you have and the mail-order man will soon begin to change that satisfied smile to a more serious look, and will have to scratch his head over a condition that he had not foreseen.

Don't be afraid to break right in on the retail mail-order man. Look over your stock and find some good article that you can sell at a price that will compete with the mail-order house price. Sell it at a little less than they sell it if you have to, but you must compete with them. You must do something to give out the impression among the people of your neighborhood that you are really offering better values than these mail-order houses. Of course you do give out good value and as low prices as these houses and you have always done so, but the people, your customers, must be made to believe that. Their minds have been contaminated with the literature that has been sent them for the past ten years by the mail-order houses in their effort to secure their patronage.

Don't be a looker on any longer, get yourself together with determination, and do something in a positive way to stop the money of your community from going away from your town. Do it now. A good and timely suggestion, although an old one.

Many a man has found the real riches of life by looking into the faces of the poor.

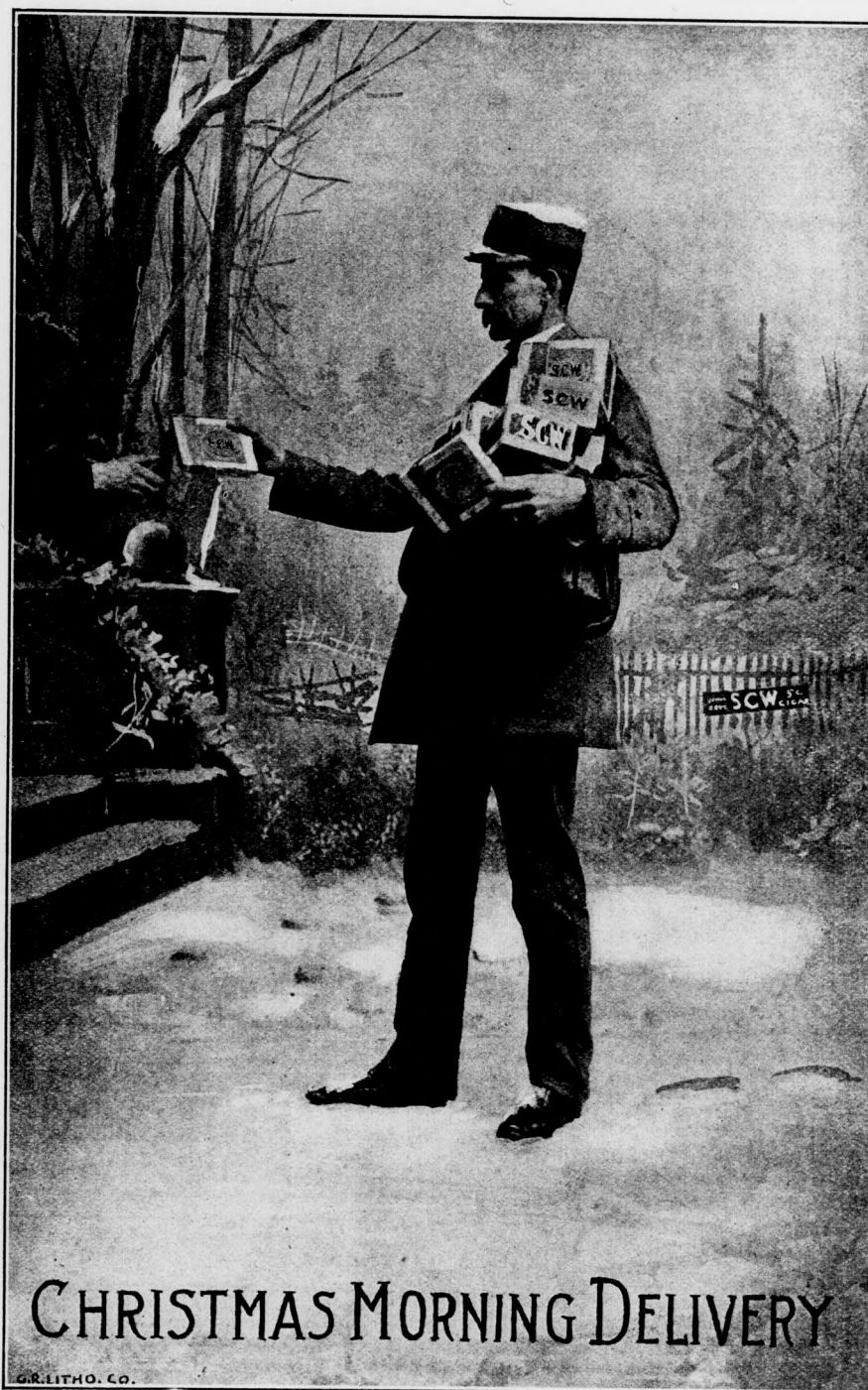
The creed of a church must be a step to the divine and not a substitute for it.

An Up-to-Date Christmas Present

S.

C.

W.



S.

C.

W.

For sale by all jobbers and
G. J. Johnson Cigar Co., Makers
Grand Rapids, Mich.



Before and After Taking, from the Matrimonial Standpoint.

Among the things which are of unfailing interest to me are the pictures that adorn the advertising columns of the papers and that represent people before and after taking some of Dr. Cure-all's specific. In the one the individual is pictured as lean and cadaverous, with an expression of agony that may be caused by the state of his liver, but that would be fully justified by the unfashionable cut of his clothes. In the other he is depicted as having expanded in body and estate and so radiant with good health and gorgeous in swell raiment that you would not know him for the same person except for the legend underneath the picture.

I am quite aware that, viewed critically, such pictures are enough to throw an artist into spasms of horror, but from the purely human standpoint they are full of heart interest and genuine feeling. Life is that kind of doctor, except that it doesn't throw in the prosperity cure very often. On the contrary, after we have taken our little dose of experience we are apt to wear a humble and chastened look and to see things so differently we don't always even recognize ourselves.

You can always tell perfectly experienced people in any line by the absolute certainty with which they speak and the precision with which they lay down the law on a subject. Experienced people are not so rare. Nothing shakes our faith in knowing how to do a thing like having tried to do it and having found out how many difficulties lie in the way. The amateur knows no doubt and rushes recklessly in. The professional who has been up against the game before plays warily and with a due regard for probable catastrophes and losses.

It is funny, though, any way you look at it—the varying attitude we assume before and after different episodes in our lives. There's marriage, for instance. It is strange and unaccountable, but there seems to be some occult power in the marriage ceremony that works a complete and generally disastrous revolution in a man's and woman's manners toward each other. Before marriage they were the very soul of gentle courtesy and charming deference and tender consideration. After marriage only too often they abandon even the common amenities of society, so far as each other are concerned, and regard decent politeness as a luxury not intended for home consumption. When you see a couple at the theater looking bored and tired and sitting up in dead silence between the acts, you don't have to be an old sleuth detective to know that they belong to the "after taking" class. Anybody can pick out a man who is out with his wife by the way he stalks ahead on the street and lets her come trailing along about three feet in the

rear. It is the sign manual of matrimony. Of course there are some exceptions to this rule, but they are so few we can all call them by name.

Did you ever watch a man wait for a woman in a store? No woman in her right mind ought to put a man's affection to that much of a test. It is simply tampering with providence, but they are indiscreet enough to do it every now and then and it works out something like this: The married man walks up and down the aisle and gets madder every minute. Pretty soon here comes his wife, hurrying along for dear life and with an abject apology on her lips. "I do hope I haven't kept you waiting," she says, "but the clerk was slow and I promised Johnny I'd get him that gun, and—" "Kept me waiting!" he snorts. "Great Caesar's ghost, Mary, what did you do? I could have bought out the whole store and the house and lot included, in the time it has taken you to match a dinky piece of ribbon. Come on, now, don't stop to price that. That's just like a woman! Can't go by a thing she doesn't want and has no idea of buying without stopping to ask what it is worth. Come on, I say, we are five minutes late, and if you ever get me to take you to lunch again, you'll know it."

The man who is waiting for the woman he is not married to may not like it one whit better than the married man, but no matter if he has been sitting on a stool twiddling his thumbs for the past three hours, when the girl does appear he greets her with a beautiful smile and the fervid assurance that it has not been a particle of trouble and that he simply adores hanging around in dry goods stores and that this has been the treat of his life. That's "before taking," you see.

Then there are those delicate little attentions that mean so much to women. The double, back-action flop that a man's ideas can execute on that subject after marriage is one of the wonders of the world. It is a lightning change that takes a woman's breath and leaves her gasping and wondering, in the words of the politician, where she is "at." Before marriage he was so anxious that she should see all the new plays and have the new books and be supplied with candy and violets. After marriage he assumes that she does not care for any diversion beyond the excitement of being married to him and that she has lost her sweet tooth. One of the amazing things of life is that a single man can recall any kind of a sentimental anniversary and remember to send a girl a souvenir of the jolly occasion, but that a man's wife has to remind him when Christmas comes around and then go down town and buy herself a Christmas present and have it charged to him, if she gets one.

A woman told me once that on a winter's night she and her husband were sitting by the fire. He was reading and she interrupted him to ask him to get some coal. He grumbled and declared that she always chose the time he was enjoying him-

self to make him do some task, and he didn't see why she didn't manage better, and so on. Finally, however, he went after it, and she picked up his book, just where he had left off, and read the following remark the hero was just making to the heroine:

"My darling, when you are my wife, I will shield and protect you from every care. The winds of heaven shall not visit your face too roughly; those lovely white hands shall never be soiled by any menial task; your wish shall be my law, your happiness my—"

And just then the real husband came back with the coal and dumped it, and the woman who was dealing with the after-marriage proposition went off and had a good cry.

But men are not the only ones who show a difference before and after taking each other for better or worse. Women present just as startling a contrast, and there is no manner of doubt that, if a man could look into the future and see the pretty, delicate, dainty little creature he is in love with metamorphosed into an untidy creature in the slovenly wrappers and curl papers of after marriage, the wedding would be declared off. And it is not in looks only. Women's manners are just as apt to frazzle out under the exigencies of family life as men's. Many a girl who has been so mild that butter wouldn't melt in her mouth turns into a shrewish wife, and many a man who has espoused a sweet little thing because she always agreed with him finds out too late he has married an arguing machine. Too many

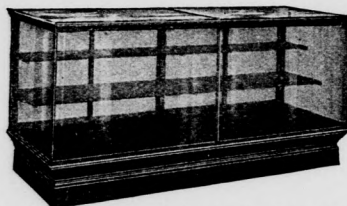
We want competent
Apple and Potato Buyers
to correspond with us
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

The National Cream Separator

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

Hastings Industrial Company
General Sales Agents
Chicago, Ill.

One Thousand Cases in Stock Ready for Shipment

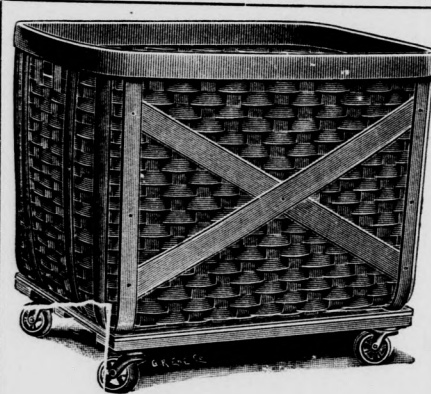


Our new narrow-top rail "Crackerjack" Case No. 42.

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

Grand Rapids Show Case Company
Grand Rapids, Mich.
The Largest Show Case Plant in the World

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding, Mich.

women treat a man as if he was an oracle before marriage and as if he was an idiot afterwards.

The different "before" and "after" marriage attitude always strikes me as the worst sort of dishonesty. It is a breach of trust that ought to land the perpetrator in the penitentiary. When we pick John out for a husband it is because he is so tender, so considerate and generous. When we select Mary for a wife from amongst all the myriads of other women, it is by reason of her prettiness, her winning ways and intelligent sympathy. We are choosing by what they have shown us of their characters, and in any sort of honor they are bound to live up to the sample they showed us. If John, after the wedding, turns into an indifferent husband, who looks on his wife as a kind of upper servant who can not leave, and haggles over the market money; if Mary develops into a tactless dowdy, with no interest in anybody but herself, we have been deliberately defrauded and cheated. Men and women who fail to live up to the "before" marriage standard are thieves who rob others of something far more valuable than money, because they steal another's happiness.

The most complete veering around of opinion before and after experience, though, is in the case of children. This is what makes the advice of old maids and bachelors about how to raise children so peculiarly valuable. It is only people who have never tried it who know exactly how it ought to be done. Those who have honestly faced the little human enigma and tried to solve it have found out that every child has a thousand idiosyncrasies of temper and temperament and quirks of nerves and body and brain and heredity that turn all general rules into foolishness and make it a conundrum that must be dealt with on its own original plan.

Add to this parental love and you have the reason that before people have children of their own you hear them tell about what model cherubs they would raise—children who would never make any noise, or be dirty, and who would obey when they were spoken to, and be simply little plaster saints. After they have grappled with one young demon with the colic you never hear that fatuous remark again. They give in to the inevitable and live cheerfully, even happily, in the midst of disorder and confusion and teething, while so far from being obeyed, they do not even expect it. One of the most pathetic and instructive sights I ever beheld was an ex-club man, an exquisite—a Beau Brummel and a Ward McAllister rolled into one—who had held violent opinions concerning the bringing up of other people's children, but who was calmly submitting to have his own little Johnny smear him with molasses candy.

We talk about people's characters being formed. They are never formed until they are in their graves. We are always changing and we are different before and after every new experience. Sometimes we are better, sometimes worse. It is well to dispassionately measure ourselves up

against our ideals now and then and weigh ourselves in the balance of our own consciences, and if we are not better and stronger after taking to discontinue the treatment.

Dorothy Dix.

What They Really Fear.

The retail mail order houses do not fear ridicule and abuse, but they do fear the improvement in merchandising methods which the retail dealers of the country are continually putting into effect. A representative of this paper learned this fact the other day while in conversation with one of the managers of a large catalogue house of this city. "When the merchants try to win customers by calling us all kinds of names and denouncing us either in private conversation or in advertisements, we know that they are wasting their ammunition. It advertises us, and every 'knock' is so much more publicity for us. But when the merchants begin to study how to make their own stores and their own merchandise more attractive, and how to improve their methods, then we recognize the seriousness of the competition."

This statement from one who is in close touch with the retail mail order business should be suggestive to merchants. The catalogue houses feel that their business is legal, that it is respectable and that it has won the confidence of thousands of consumers throughout the country. When retailers abuse the mail order houses, they do not attack the enemy at a vulnerable point. It does not undermine the legality of the business, nor destroy its respectability in the minds of the promoters, nor does it appear to weaken the confidence of its customers.

But when there is an improvement in the methods of merchandising among the retailers of a certain locality; when the stores become more attractive and customers are made to feel that better goods and fresher assortments are offered by local dealers, then the catalogue houses begin to notice a diminution in the business done in that vicinity. They have been attacked at a vulnerable point, and the first real blood has been drawn. Then the mail order managers begin to wear a worried look, for they realize that the natural opportunities of local merchants when taken advantage of are a most serious menace to the permanency of the retail mail order business.—Dry Goods Reporter.

Tit for Tat.

A plumber who was sent to the house of a wealthy stock broker to make repairs was taken by the butler into the dining room and was beginning his work when the lady of the house entered.

"John," said she, with a suspicious glance toward the plumber, "remove the silver from the sideboard at once and lock it up."

But the man of lead was in nowise disconcerted. "Tom," said he to the assistant who accompanied him, "take my watch and chain and these few coppers home to my missus at once."

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.



Some of the New Things in Neckwear.

If the season so far has not been a very propitious one in clothing, and particularly overcoats, this can not be said of neckwear, for the season has been an exceptionally good one—and it is noticed that there has been a greater demand for good goods. Many merchants, whose business in neckwear has been largely confined to 50 cent goods and who have not been afraid to try a small line to sell for \$1 and \$1.50, report that they have not only sold the latter, but feel encouraged to buy more and thus accustom their customers to use better goods and to their entire satisfaction.

The successful sale of good neckwear is often due to the intelligent manner of showing it. A buyer for a large department store found when he took the position that little, if any, neckwear over 50 cents had been sold before he came. He determined to try and sell dollar scarves and so bought a nice little line and when he received it instructed his salesmen to show these goods to every man or woman who came to buy, and, although the clerks mysteriously shook their heads and predicted a failure, it was soon found that many people bought the \$1 scarves as readily as they had formerly bought the 50 cent goods, and thus a nice trade for dollar scarves was established.

There is certainly a greater demand for \$1 and \$1.50 scarves, and in order to stimulate the sale of \$1 goods manufacturers have made a larger line than formerly for \$7.50 per dozen, which yields the retailer a good profit.

While in some localities there seems to be a demand for the wider shapes, on the whole narrower widths are prevailing throughout the country, and with that continuously popular turn-over collar which has little, if any, space a wide scarf can certainly not be worn. A visit to New York's uptown furnishing stores will convince the most skeptical of the folly of insisting on forcing the wide shapes, as the tendency all along the line is for the narrower widths. In New York two and one-fourth inches is as wide as any one wants them now and for spring, it is predicted, two inches will be the popular size.

The most desirable shades are as follows: cardinal, plum, brown, mulberry, purple, dark green, navy and magenta—and in popularity they come about as in the order named. It is peculiar as to brown. This shade started in last season and soon became the leading one. Then it began to go slower and manufacturers and dealers who found themselves with considerable stock on hand finished them and unloaded, believing it had seen its best days. Very soon after the demand for brown was

greater than ever and to-day it is considered at uptown stores to be as good as ever. Notwithstanding this, however, as it is not a man's color, when it does drop it will go quickly. Purple seems to hold its own; it is really one of the best to-day and it may be considered fairly safe.

Stripes are very popular in all qualities, and the medium wide, say from half to one inch, are especially desirable. In one-inch stripes the combination of Ottoman and satin is very desirable. The stripes run vertically and they are always made up on the bias and retailers who have them find them very desirable. Rich and new effects for holiday business are shown. Imitations of autumn foliage in very fine qualities are exceedingly beautiful. A recent window display of these intermingled with natural maple leaves in the most beautiful tints and colors was so effective that men and women stopped to admire it. The scarves, which were folded in squares, sold for \$3.50. Persian effects are also very desirable, particularly in fine qualities.

In four-in-hands two and one-fourth-inch French with a shoulder, or graduated, as may be desired, is the correct and most popular in medium and fine qualities and the same either lined and with a three-eighths-inch margin, or half French, that is, long end French and the short end lined, is a great seller. A lined scarf ties pretty near as well as the full French and in scarves to sell for 50 cents a better quality of silk is obtained, hence an existing prejudice against lined scarves should cease.—Clothier and Furnisher.

Not Betrothed—Just Waisting.

"If there is anything I like it is a good joke," said a well-known club man. "At a dinner the other night I heard a well-known wit, chuckling a good deal, repeat an Americanism that he said he had heard that day.

"A philanthropic lady, he said, one of those ladies whose delight is to do good, summoned a parlor maid, and said earnestly:

"Jane, I take a real interest in your welfare. Now tell me, is there anything serious between you and the grocer's delivery man?"

"Well, ma'am," said Jane, blushing, "we are keeping company."

"Keeping company? Do you mean by that odd phrase that you are betrothed?"

"No, ma'am, not yet. We've only got as far as waisting."

One Ray of Joy.

In mingled wrath and gloom the woman sits.

"It is awful," she says. "It is simply awful. To-day I saw another woman who had on a dress that is precisely the same as mine. And mine was guaranteed to be an exclusive model."

For some moments she gives herself up to the bitterest thoughts. Then she looks up with something of a brighter countenance, and sighs:

"Well, anyway, there's one comfort. That other woman is feeling just as bad as I do about it."

SALARY SERVICE.

Kind Employes Give Who Are Not Treated Right.

"It seems there's no such thing as faithfulness or loyalty among employes, nowadays," grumbled the older man, weary from inspecting countless applications for work and letters of reference. "Sometimes I think the quality of employes is deteriorating day by day."

The younger man, himself an employe, answered: "From our point of view, the employers are not perfect. Sometimes it seems to us that, speaking from the purely business standpoint, faithfulness and loyalty do not pay."

Here are the two sides of the great problem of the reciprocal relation between employed and employer. Setting aside the complaint of the former that faithfulness and loyalty seldom are considered when the first fresh usefulness of the worker has been sacrificed to long continued and arduous effort, with the answering claim of the employer that the time of the worker is purchased by days and weeks, rather than as a whole, while the sacrifice of the youthful energy and strength to salaried labor is no more the personal concern of the man who buys time and labor than the wear and tear of the railway train on which he purchases a ride, or the electric fan that keeps him cool in summer, as economic argument too big for present handling, the fact remains that better results are secured, both for employes and



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

Hermanwile
GUARANTEED CLOTHING

Better than Custom-Made



There's no come-back to "Hermanwile GUARANTEED CLOTHING" garments. They sell and stay sold.

They sell and stay sold because they show in fabric, style, fit and workmanship value which the consumer cannot find elsewhere—value which enables us to claim for "Hermanwile GUARANTEED CLOTHING" that, at equal price, it is "Better than Custom-Made"—value which enables the clothier handling it to meet, successfully, any and all competition, whether custom-made, pretended custom-made or ready-to-wear.

Every progressive retailer is interested in seeing the line which is "Better than Custom-Made." If our salesman has not called on you, we will be pleased to send a few sample garments, on request, at our expense.

NEW YORK CHICAGO MINNEAPOLIS

HERMAN WILE & CO.
BUFFALO, N. Y.

employed, when a pleasant spirit prevails between them. Since the employee is, at least, most likely to make determined effort in this direction, his side of the case may well be considered.

There are employers who always get more and better work than they pay for because of the pleasant atmosphere of their offices or establishments, the good will earned by personal manner or merit. There are other offices that become veritable refuges for the destitute, where no employee stays longer than he must, from which even the offer of smaller salary under less trying conditions will tempt any worker. Every business man of experience can remember business houses distinguished by a never ending procession of new employees. The heads of such houses should seriously consider the reason for this unfortunate state of affairs.

No worker, however dull or disappointing, but must naturally rebel at linguistic abuse, over-severe or unmerited reproof, or the doing of scapegoat duty—perhaps in the presence of others. The "whipping boys" of the youthful royalties of the middle ages at least enjoyed perquisites that softened the injustice of the vicarious punishment. The modern business victim of the manager's toothache, the superintendent's bad temper, the tendency of the "old man" or the "boss" to visit his chronic dyspepsia, business losses, or home troubles on those least able to resent such mistaken self-indulgence knows, as a rule, no consolation but the philosophic reflection that it is "all in the day's work;" that even a poor job is better than no job, while better luck may come any moment. Even where the unjust employer is of a generous trend "between times," he seldom really is liked or respected. Innumerable Christmas turkeys, summer holidays, and kind speeches will not make up for the indignity of being forced to submit to injustice. The same instinct that would restrain a manly employer from oppressing a child, a woman, or a cripple should regulate his behavior toward the other man in no position to retaliate. The unruly tongue, the uncontrolled temper, these often lie back of the frequent communication between certain business firms and the employment agencies that supply them with office or general "help."

"O, yes, I know he's been good to me, in a way," was the recent remark of a man leaving an employer who would have been vastly surprised to learn his feelings, "but he's called me down a thousand times undeservedly, just because something else had gone wrong or he had a cold or headache, and I wouldn't stay with him until tomorrow if I could begin work for the new firm tonight."

Such employers are made worse by the servile or too complaisant conduct of their employees. Those who remain in the detested environment usually are compelled to do so by force of circumstances. Many a man pockets a wrong that makes his blood boil within him, because he more easily can endure annoyance than the privation or suffering of the family at home.

Another source of trouble between employer and employed is found in the uneven behavior of the foreman. There are men who can be on intimate, even familiar, terms with every employee, yet never endanger the personal dignity best preserved by the head of the business. There are other men who seldom can unbend without making themselves ridiculous by a concomitant accession of haughtiness later. This kind of conduct is particularly detestable to the serious, self-respecting employee, perhaps the equal if not the superior of his employer in all save money and business position. The man who makes jokes one minute only to freeze the unfortunate worker who prolongs his merriment a shade beyond the indefinite period when the jokemaker has tired of this diversion, the man who is a hail fellow, well met today and scarcely recognizes his assistants tomorrow, these seldom retain good employees longer than is necessary for their unpleasant peculiarities to be discovered. So, too, with the man who finds it difficult to remember the faces of his employees away from their desks.

"Of course, I have no social acquaintance with Mr. B.," is a remark all too often heard, and that not by poor or insignificant workers, "nor do I desire this. But I do object to his evident fear, when we meet outside the office, that I shall try to make conversation. It puts me in the uncomfortable position of rudely

refusing to see him, or of inviting a snub."

The equally unfortunate opposite of this kind of employer is found in the one who, all graciousness to his employees away from their work, believes it necessary to uphold discipline by refusing to recognize them, other than as absolutely necessary, in business hours or connections. Of a certain Chicago man, employing large numbers of youths, it is said that he frequently invites some of them to his country home over Sunday, but mysteriously forgets their names and faces—perhaps with some idea of discouraging all suspicion of favoritism—on the Monday morning way to town.

Still another mistaken employer is he who carefully refrains from according anything like praise, or even just recognition of merit, to his employees, depreciating, it may be, their best and most effective efforts. Such a man, frequently quite willing to boast of his assistance to others, not infrequently finds the useful, well trained clerk, secretary, or other worker supposed to be utterly ignorant of his own value seeking wider fields. The man who pours out a flood of home worries upon his helpless stenographer at one time, at another ungraciously repressing a simple inquiry about the sick child or recalcitrant furnace, is apt to "break in" a large number of incumbents.

The man who swears, lays his own faults on others, takes credit not honestly his due, "works" his employees in ways not down on the schedule, "shaves" salaries unjustly, or is irregular about paying them, usually has most to say on the subject of disloyal or faithless employees. The man who promises a financial "raise" every now and then, but finds the necessity of fulfillment conveniently elastic, is a close second. The man

who is without system, who "tears up" the office periodically, or whenever fancy moves him, who degrades or humiliates employees unnecessarily, who, forgetting that he too once worked for a salary, too ostentatiously regards them as mere cogs in the machine that makes money for him, will keep good workers only until a better position offers. Nobody is sorry to bid the conceited, pompous man good-by.

The ideal employer, to sum up the case, reminds one of Charles Dana Gibson's fine definition of a lady: "One who always remembers others and never forgets herself." Be uniformly kind, firm, courteous and just if you would have and retain good and valuable employees. Who could be expected to give more than surface or salary service if not treated right?

John Coleman.

London To Peking in Twelve Days.

How far is Peking from London town? Twelve days. There has taken place the formal opening of the first section of the railway from Peking to Kelgou, which will be eventually carried to Kiahkta, and bring Peking within twelve days of London. The first section leaves the Peking-Tientsin Railway near Peking and runs past the western wall of Peking to Nankau, a village at the foot of the pass, the northern end of which is spanned by the Great Wall. The line has been entirely constructed by Chinese, under a Cantonese engineer, who was educated by Uncle Sam. The rails are French. The cost of construction has been defrayed from the profits earned by the Peking-Newchwang railway system. The same Cantonese engineer is engaged in driving a passage through the pass, where four tunnels are under construction, one under the Great Wall for 3,545 feet.

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.

BACK TO THE CITY.

Chasing the Simple Life in the Country.

The harvest had passed, the potatoes were dug, the corn was cut and husked and hauled to the barn, and the time of the year when the farmer walks around and talks to himself in order to feel sociable had arrived. Winter was coming at us with swift strides and May and I, in our thoughts, hopes and desires harked back to the city.

It was the middle of October, and the weather was bleak and uncheerful. Where before, during the summer and spring, we had spent substantially all of our time out of doors, now we found that it was not well to stay in the open air too long, unless one kept moving. But you can't keep moving all the time, even on a farm, so we began to spend much of our time in the house.

It was hard on us, for we never seriously considered winter on the farm. I asked the hired man if he had lived many winters in that latitude. He replied that he had "put in" thirty-two winters in the country, all told, which meant that he had lived there all his life. It was much to his credit that he avoided the word "lived," when he answered. Hired men usually are not accurate.

"Well, then," I continued, "I suppose you know all about the weather here."

He replied no, he didn't know all about the weather here. Thirty-two years was a short time, he said, when it came to learning all about the weather in that country. A hundred and thirty-two maybe would fit a man, a man who kept his eyes open and noticed things every day, to say that he knew all about the weather there. But he couldn't say so, not if he wanted to tell the truth. Being a young man hampered him, he said.

May entered the conversation here. She asked, timidly: "Does-does it get cold?"

When May asks anything in a timid tone of voice it is safe to say that she dreads the answer. She was timid in her demeanor this time, so I put my arm around her and together we screwed up our courage and awaited the hired man's reply.

"So c-c-c-cold," said he, "s-s-s-so cold that in m-m-m-makes you wish you w-w-w-was a h-h-h-heathen in Afr-r-r-rica."

"O, horrors!" gasped May.

I secured the smelling salts, the hired man got some water, and soon we had her in condition to sit up and ask more questions.

"Do the cold winds blow and howl dismally?"

"Yes'm. I'm 'f-f-f-fraid they do."

"Is the country bare and bleak and ugly?"

"Hard n-n-n-names, those," said he. "But it is."

"It isn't pretty out here, not even so nice as it is now?"

"Nothing p-p-p-purty in the w-w-w-winter here but the g-g-g-girls at the d-d-d-dances."

"Is it lonesome?"

The hired man looked at her care-

fully. He thought a lot of both of us, that simple man, for we had been solid friends ever since he came to the place, and his one great wish in the world seemed to be to do what was best for both of us. As he looked at May now he seemed to understand the whole trouble. He didn't answer her question at all. He just said, "Don't y-y-you try to live here in t-t-the winter, ma'am, if you feel t-t-t-that way 'bout it."

"What way?" demanded May.

"The w-w-w-way you feel."

Then he went away.

We looked after him in silence. Finally May exploded, "What on earth does he mean, anyhow?" she asked.

So I knew that she knew what the hired man knew.

I saw then that it would be cruel to ask May to live on the farm that winter. For her sake I saw we must give up our delightful Simple Life and return to the city. I might be able to stand the winter in the country, but May could not be subjected to such an ordeal. All this I decided as I looked at her, so I was shocked at her next question.

"Do you want to give it up now?"

"Me?" I demanded. "Why, what ever makes you ask such a thing, my dear? You know I like the country too well to ever think of—"

"So do I," she chimed in with. "But I don't see just why it has to get so cold here in the winter time."

"Neither do I, but that doesn't alter the case any. The fact remains just the same. It gets cold here in the winter time, and I suppose we will have to make the best of it."

"How are you going to do that?"

"O, I don't know just yet," I said, vaguely. "Time will show a way, of course. In the meantime, let's go out and look at the sheep and the chickens and see what they have to

say about the approaching winter."

Strange as may seem, the chickens and sheep were not in the least flustered at the coming of the cold days. They picked up scraps around the barnyard and nibbled hay with the same optimism as had prevailed among them in June or July. They weren't worrying about winter at all. May commented upon this and wondered why it was. Suddenly she said, "I have it; they're completely simplified and we're not. If we were like the sheep and chickens we—"

"Would get slaughtered. Come on and look the barn over once more."

"The hired man will have to come in to sleep now," said May, reflectively, when we were in the barn. "It will be too cold for him out here. He'll bring his cornet in and probably want to practice on it."

"Good heaven! I never thought of that. Why, that's an awful thing; I just don't see how we're going to arrange that."

"We might let him go," she said slyly.

"Let him go nothing!" I roared. "D'you think I want to get out and feed the sheep and clean the stables with the thermometer below zero? No; the hired man must stay."

"Well," persisted May, "there will be times when he'll be away. You know his periodical—weaknesses. And they'll probably happen in cold weather; the newspapers say that cold weather conduces to drunkenness."

There was no saying that there was not considerable truth in May's words, but I laughed at them, just to let her see that the prospects which she spoke of did not appall me.

"O, I suppose we'll manage to

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worry through somehow," I said lightly.

"Worry!" said May. "If we're going to worry we might as well live in the city."

I saw then that the prospects of a long and dreary winter on the farm were rendering her irritable, which was a strange thing for May, so I determined to look at the bright side of the matter a little.

"We'll probably have lots of company here this winter, so that it won't be lonesome," I said.

"Company!" said May, and she looked at me with eyes full of reproach.

Once before we had mentioned the subject of company in the country. It was just after we had gone through with our first experience with that institution in our new home, and what we said about it then could not be construed as complimentary by any stretch of the imagination. Company is an awful institution in the country. It possesses the cheerful qualities of a funeral, combined with the blitheness of a snoring deacon. It is the terror of everybody concerned, and yet everybody pretends to like it. I suppose this is true in some measure with social duties of all kinds, but only in a measure. In the matter of company it is true without qualifications of any sort.

We were new to the country, quite ignorant of the qualities of the institution under discussion, when we had our first country company. It consisted of two couples of but a few years' experience in sailing the matrimonial seas. We had become acquainted with these people while we were seeking to rent a team of horses, and liked them. Afterwards we met them in town, and the friendly feeling toward them was confirmed. We met them and chatted with them in the road, and we decided that they were among the most cheerful, light hearted, and socially desirable people that we had ever met anywhere.

"They're so different from what you expect in the country," May had said. "They are actually brilliant in their conversation."

This was quite true. They were all entertaining talkers, the men verging dangerously near conversationalism. They were so cheerful!

So we invited them over for a little dinner one Saturday evening. They came early and in brand new buggies.

"Great goodness!" exclaimed May when they pulled into the yard, "what's this, a funeral or what?"

The general appearance of our guests was enough to justify this question. They were arrayed as stiffly and held themselves as uncomfortably as if they were attending not a social affair, but the interment of some dearly beloved friend or relative. They looked around over their stiff collars as they came in for all the world as if they were looking for the corpse. I half expected them to offer condolences as they shook hands. It was so sad I wanted to cry.

This attitude never left them for a

minute during the whole evening. I attempted to draw them out by referring to some of the light topics that had brightened our intercourse previously. They refused to be drawn out. They sat stiffly on their chairs, smiled wanly at my attempts, and then relapsed into the O is'nt it sad and she was to be married next week too look that marred their physiognomies from the beginning. Once one of the men brightened sufficiently in response to some remark of mine to aver that he guessed "that was right," but his wife froze him with a look. She had watched him all evening with the eye of the woman who knows that her spouse is going to make some kind of a break if he gets the least opportunity, and who wants to be right at hand to foresee and forestall the same.

I gave it up in weariness and gloom and May took up the burden of making the affair a success. She asked the women to sing something with her.

"Let's try this, 'Absence Makes the Heart Grow Fonder,'" she said, moving to the piano.

The women were horrified. Both of them sang, and before they had acknowledged familiarity with the song under question, but now the thing was out of the question. May ran through other songs, and finally she lit upon an old hymn book. The song that they eventually sang was "Rock of Ages." We all joined in, and after that I had to exercise all the control in my makeup to prevent myself from breaking forth in tears and sorrow.

I knew now what the matter was. Just before the party broke up I drew one of the men to me and said, "Say, old man, it was awfully nice of you to come here tonight after getting that bad news."

He said, "What bad news are you talking about?"

I said, "I don't know just what it is myself, but of course it must be something pretty bad, so I want to thank you for coming on and not saying a word about it to spoil our party. What was it—some near relative dead?"

His eyes were running wildly over me by this time and a hopeless expression began to draw at the corners of his mouth. It was plain to see that he thought I had gone crazy, and he was sorry for May.

"We didn't get any news," he said "What makes you say that?"

"Didn't get any news?" I said. "O, come off; you know better than that. I mean the news that made you all so sad and restrained this evening."

"Sad and restrained?" he said in bewilderment. "We weren't that. We weren't anything out of the way—just acted as we always do when we're company."

Then my overstrained emotions overcame me and I was seized by a sort of maniacal laughter. The farmer said afterwards that he thought I was loose in the upper story. So May was amply justified in being horror stricken at my sug-

gestion of plenty of company for the winter.

"We'll have lots of time to read," I continued. I did not wish to appear to admit for a moment that the thought of living on the farm through the winter frightened me in the least.

"Yes," said May, weakly, "sixteen hours a day if we want it."

"It will be improving," I said, not wishing to notice the note of sarcasm in May's remark.

"Yes," she agreed. "We'll hardly be the same people when we get through with it."

We didn't pass a jolly evening. No; one even couldn't call that evening comfortable. We sat on opposite sides of a table and pretended to read, while as a matter of fact we were doing nothing more improving than considering the problem before us. We began with books in our hands, from there we went to magazines, and from the magazines we descended to the newspapers. Then we actually began to sit up and read what we held before us; the papers were from the city—from Our City. Never had anything seemed so entertaining to us as the local news in those papers. Never had there seemed a place so full of bright things and interests as that city of which the news told!

"The concerts have begun," said May, finally. "The third set is next Friday and Saturday."

"The coming Friday and Saturday?" I asked, sitting up. It was Monday then.

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"Yes," said May, calmly turning the paper. "Are you interested?"

"O, no!" said I, subsiding.

Tick, tick, tick, went the clock on the mantel.

"Martin is coming to the Leader next Monday," said I.

"Really," said May. "Say, by the way, here's a note about the Lanes (old neighbors of ours) in the society column. Why, their daughter Esther is going to be married next month to Dr. Saxton!"

"That old fat robber!" I said, because Saxton is one of the best fellows in our world.

"Are you interested in the society news?" asked May, mildly.

"O, no," said I again.

It was that way all the evening. Our thoughts were everywhere but at home on the farm. We wondered what the Soandos were doing, and if the Thisandthats had built their house as they had planned, and if the Somebodyelses had moved to the north side, and all that kind of stuff.

"I wonder," said May, "who has got our old flat and what it looks like right now."

After that we were silent for a long, long time. We both knew what we wanted the other to say, but the other didn't want to say it first. So we went through that day and evening with the question undecided.

It was colder and bleaker next morning. We were both sure that we never had seen a morning less promising than that morning. If all the morbid mornings of the world had been amalgamated into one great bad morning, the effect could not have been more depressing to us.

After breakfast we fed the chickens. It was then, while we were scattering the corn on the chicken house floor, that the desperate courage that put an end to it all came to me. I looked at our flocks and said: "Whom in the world are we going to get to take care of them this winter?"

May never wavered. Without a moment's hesitation she replied, "The hired man, of course."

After that she chirped up and was as happy as ever. She had won, and she was to have her own way.

We put the proposition to the hired man that night. We told him that we loved to stay on the farm but that certain duties and interests made it imperative that we return to the city, for the winter, at least. We didn't want to do this, we explained, because everything was so pleasant and satisfactory on the farm, but he knew how it was when it was a matter of duty, one had to put pleasure behind him. Could we, we asked with bated breath, engage him to care for the place that winter?

"You h-h-haven't fired me y-y-y-you said the sterling good fellow. I c-c-c-calkilate to stay here t-t-till I'm fired. I'm fired."

"Then it's a go?" we both asked in one breath.

"I-i-i-it is," he said.

We got up and shook hands with him solemnly, just why I do not know, but we both felt that it was the proper thing to do under the circumstances. After that I walked the house and stretched myself and felt good for fifteen minutes, and I heard May singing wherever I went. We were going back to the city, back to the lights and the crowds and the noise and the dirt and the flare and the fuss and the grandeur and the sordidness; back to the things we had once known and for which eight months' absence had created a great hunger; and we were as elated as we had been to leave it all.

The simple life of the country we were putting behind us, perhaps forever, yet we were not cast down. We had learned much since that spring. We had learned that people who are bred in the city harken back to the city in their dreams, as the sailor harkens back to his open seas; as the country bred to their broad fields. We were city bred. We knew what it meant now. We knew that the truly Simple Life, the life of contentment, was to be had only in the spot which to us was home. We were wise enough to accept these facts, and act accordingly.

Lee MacQuoddy.

Thought Waves.

Written for the Tradesman.

Have you been invited out for Christmas? We would have you all over to our house only we're out of a girl.

Doesn't it seem ridiculous that girls nowadays don't want to sleep in the attic, entertain their company in the kitchen, wear a uniform and be called "Our maid." And yet they do say when "Our maid" gets married and has a house of her own she is mighty hard to work for. Well, thank goodness, it's up to you women. Let's all of us men stand together anyway. Yes, just a little dash of bitters in mine, if you please.

Throwing sticks into a dirty pool doesn't purify the water. It simply results in your getting slivers in your hands and mud on your clothes.

As the Christmas season approaches it's well to remember that a bill never looks as big when you're making it as it does when you're paying it.

Some mighty poor trotting horses have made a record when their gait was changed to pacing.

A woman down in Indiana shot her husband in the leg the other day because he lost in a card game and the other fellow raked in the money. This seems to be a move in the right direction. Some of our men folks have grown a little careless of late and their poker playing hasn't been quite up to the standard. If a man is bound to play cards for money, it's up to his wife to see that he pays enough attention to the game so that he can rake in a pot occasionally, and a few bird shots in the leg from time to time will have a tendency to make him sit up and notice things.

Have you made your statement to the tax assessor? Did you swear to

it? All right you'd better run down and get some more chalk.

Placing one brick on top of another doesn't make a substantial wall unless held together with good mortar. Good resolutions will topple over unless cemented with good deeds.

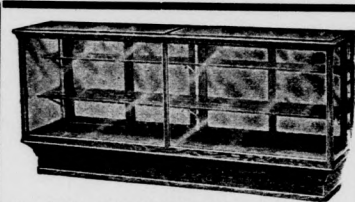
Every good thought crowds out a mean one. We haven't had very many calls for our "don't push" signs lately.

Cheer up. Perhaps things will turn out better than you expected. Anyway the world doesn't like a sobber.

Double dare you to hang up your stocking, just as you did when you were a kid.

W. L. Brownell.

Some girls would like to wipe the dishes out of existence.



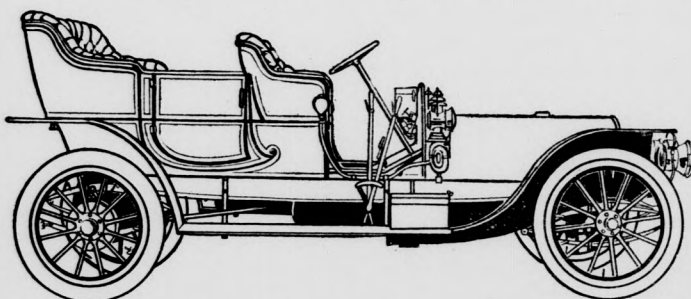
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Simple and Radical Remedy for Laziness.

Are you lazy? Is indolence your only bar to the exercise of your faculties? If so, you probably are lazy in spite of all the literature of inspiration you may have read. If you are one of the thousands who never do to-day what they can put off until to-morrow you can be cured safely and speedily in your own home. Unlike the patent medicine, however, the cure does not come to you in a plain sealed package. Nor is it a faith cure.

The remedy, which is simple and radical, must be preceded by a diagnosis of your condition, assuming that you are among the indolent ones. The announcement recently was made that laziness was a disease caused by a microbe. Barring the microbe, this is true. Laziness, however, is an abnormal condition as physical in its origin as toothache. Its cause is lack of pressure in the arterial system. Either the lazy man's heart is to blame or the walls of his arteries are so flabby that instead of his blood pounding its way through his system the pressure is deficient.

In the past, perhaps, you have been admonished to get over your laziness by "making an effort."

You may remember that Dickens' Miss Chick was fond of applying that remedy to all the evils of life. You may be relieved to hear that in taking this treatment it is not necessary for you to make an effort. In fact, after a little physical treatment for laziness you will have to make an effort to be indolent. The remedy is simple and can be graduated to any degree of laziness you may suffer from. It consists essentially in increasing the arterial pressure which gives you the energy, the lack of which shows itself in indolence. Then when you have restored that energy you may observe a few simple rules to economize it. One way of increasing the blood pressure much resorted to is drug and alcohol taking. Shun these as you would the devil. The other remedy, in one form, is cold water. A cold shower tightens your arteries and gives you that energy without which—nothing.

If you can not stand a cold shower or a dip or a cold sponge in the morning when you rise you must try the next best thing—an air bath and horse hair glove rub. The horse hair glove brings that glow to the skin which a cold bath does, and, like it, contracts the capillaries and increases arterial pressure. If you are too far gone for this to have much effect you will have to try something a little more difficult.

After a few days' cold bathing or skin rubbing every morning you will find that your laziness is cast aside as a worn out garment. You will be hunting work instead of hiding from it. But it is not enough to expend force, you must learn to expend it without fatigue. You will find that your conquest of laziness will not exempt you from feeling fatigue. There is one force that will overcome most of your fatigue for you, however, and that is habit. You must have noticed that the more habitual

your work becomes the less fatiguing it is.

Men who spurt never accomplish much and the awaited inspiration is always the longest in coming. If your work is in an office it will probably be habitual anyway. But perhaps you are studying on the side or have the details of a home to look after or other duties that have an avalanche like propensity to pile up on you. Let the Roman maxim, "Divide and then rule," be your aim. By rising at a stated hour each morning, by doing each stated duty at a stated interval, you will soon not only eliminate fatigue, but will feel lost and cheerless if you try to go without doing a duty.

Now you may ask, On whose authority these optimistic statements? Well, if you have ever felt the invigorating air of a winter day you will hardly need authority, but if you must go by book and bell, then these principles were first formulated by a French physician, Fleury, who hitched a manometer, an instrument for measuring blood pressure as a barometer measures air pressure, to a number of patients and compared their blood pressure to their temperament and found a constant relationship. His experiments were given the indorsement of the French Academy of Sciences and after a fair trial his principles should receive your indorsement, too.

As proof of the pressure theory may be cited the temperamental activity and optimism of the Northern races and as proof of the value of forming habits may be cited instance after instance of men like Darwin—one who, although a neurasthenic of pronounced type and so frail that he could only work three hours a day, did monumental work whose mechanical details provided drudgery enough for a lifetime. Llewellyn Jones.

True Industry.

A Chicago hotel man tells of a night watchman in his employ a few years ago who did not take very kindly to a system, adopted at that time, whereby he was required to go through the hotel at certain hours and touch a set of electric buttons, thus indicating his whereabouts at a given time.

After a while the night watchman rigged up an automatic arrangement on several of the buttons, so that they would report at certain hours. Soon this button device got so out of order that the management were "on-to" the little scheme, and admonished the culprit that a repetition of the offense would result in his dismissal. A pedometer was, moreover, given to him, which would register every step he took.

All went well for a time. One morning, however, the watchman was missing. On search being made he was found asleep in the engine room and the pedometer so attached to the piston-rod of the engine that with every stroke it registered a step. It had been traveling all night, and when taken off it registered 212 miles.

If the merchant is negligent the clerk will not be diligent.

Hot Buckwheat Cakes

With sausage and gravy. Isn't that compensation enough for crawling out of a warm bed on a cold morning?

Blessings on the head of the man who first discovered them—he knew what real breakfast food is.

Good old fashioned buckwheat flour is again coming to the front and the breakfast food fad is dying—for the winter, anyway. This is the time of the year when the average man prefers good hot buckwheat cakes.

There's nothing like them for making a man feel warm, comfortable and well fed on a cold morning.

We have the buckwheat.

It has the real, genuine buckwheat flavor. It makes rich, brown cakes—not the white-livered, pale, pasty things which never saw real buckwheat but the brown-colored, luscious kind that mother made when we were boys and girls.

Remember, if it is our buckwheat it has our name on the sack, and that means our guarantee that it is pure and wholesome.

It is put up in neat small sacks so you can get it often and have it fresh.

Buckwheat is the kind of health food our pioneer ancestors ate, and they thrived on it.

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Grand Rapids, Mich.

KILLED HIMSELF.

Mystery Solved by a Promising Embryo Detective.

"Once in a while you meet a man in the business world who ought to be a detective," said John.

"Not often, for usually the help that a detective of any sort gets from the people in whose interests he is working is like the help that the clown gives the ringman in the circus, but once in a while you do. I have met about three of them in my experience, and one of them was Conlon, Treasurer of Deed & Abey, private bankers and real estate brokers.

"He was what is technically known as a 'pippin,' was this Conlon. A little gray mouse of a man with eyes that burned you when they looked at you, and a brain in his shiny, bald head that would have fitted well in the head of any real detective, and one of the important people in the organization of this firm. Nothing more, but he ferreted out a series of forged notes that a certain official of the firm had been putting through the office for something like three months, and gave the tip that solved a dirty, sneaking murder at the same time.

"It's a long story and complicated; it would fill a book if told with all the details, so I'll tell it as simply as I can, and even at that it will be something of a yarn.

"The last of the notes in question had been put through the house in June of a certain year. They were loans on a certain iron foundry in the outskirts of the city, secured by the property of that firm, signed by the President of it, and vouched for in the firm by Charles Dixon, Cashier of the private bank end of the business. They were in the regular line of Deed & Abey's business—they made a specialty of carrying this kind of loans, and had probably hundreds exactly like it on their books, being a big firm—and they went through with never a question at the time they were made. Dixon was an old employe with the house, had come up from office boy, where his rich father had put him in order to learn the business from the bottom up, and had won his way, not on the old man's pull but on his own ability, industry and merit.

"He was trusted as thoroughly as the President of the house, both as to honesty and business judgment, in all matters pertaining to the banking business, so when this particular iron foundry borrowed \$1,000 on a regular note and Dixon signed it, the thing went through without a hitch, of course. The note was filed away with the other notes, and no particular notice taken of it. A month later another note for a loan to the foundry came through—\$1,000 again—and it went through the same as the other.

"This kept up for four months more, until \$6,000 worth of these notes were in the hands of Deed & Abey, along with some other business of the foundry's. This ended in June, as I've said, and the notes did not mature for a year, so they were dead business for that long. In

September of this year Dixon, along with the head book-keeper, whose name was Murke, went hunting up north of Edmonton, in Alberta, Canada. Dixon was a big game hunter of the most enthusiastic sort, and Murke and he had made one trip into Northern Minnesota the year before. That had made them fast friends and all through the next year they'd been planning a really big hunt. They had two months off, and they went as far away from civilization as they could get in order to make the hunt wild enough even to suit Dixon. Dixon went for the game; Murke, according to his words, went more for the rest than anything else; he'd overworked, etc., the last year and was near the breaking down stage.

"They'd been away from the office a month when a telegram came from the guide at Alberta that Mr. Dixon and Mr. Murke had gone for a week's trip towards the mountains and were lost. No trace could be found of them. Either they'd been murdered and robbed or they had lost their way and were wandering somewhere around in the wilderness.

"The office promptly got busy and offered rewards for their discovery, and got the mounted police out after them. It was Conlon's doing. He loved young Dixon like a son and he would have gone broke if it would have saved him from great danger. Four days after the first telegram came another one. It was from Murke this time. They had got lost, had separated in an effort to find a trail that would lead the mback to civilization, and some half breeds had found Murke wandering about in a half crazed condition. Dixon was still lost. Searching expeditions were being made up and it was expected that he would be found before long. Murke was going out with one of the expeditions, but he would keep in touch of the telegraph, and let the office know the minute Dixon was found.

"Then no word came for a week. At the end of that time came the news that Dixon's gun, cap and coat had been found, but no Dixon. The office, through Murke, offered a reward of \$5,000 for him alive, and \$1,000 for positive proof that he was dead. Neither reward developed anything. Dixon had simply disappeared off the face of the earth and no one ever saw him again in this world. The searching was kept up for a month, but the country was too big to search thoroughly for a man who had left no trail, and Murke had to come home alone, terribly sorrow stricken at the loss of his good friend. Evidently the thing that had happened to Charley Dixon was to remain an unsolved mystery forever.

"And in all probability this would have been the case if it hadn't been for those notes, and—Conlon.

"Even the most terrible things are forgotten in the rush and hurry of business, and the mystery of Dixon's end was no exception to this rule. The office felt sorry for a month at the longest, and there was the regular session of questions fired at the sorrowing Murke, then the office settled back in the old rut. A

new man had taken Dixon's place and his absence was scarcely noticed, except when some one would comment on the way the tragedy had pulled down poor Murke.

"Then it came time for those notes to be taken up. They were reached in the ordinary course of a business and a letter sent to the foundry company. The letter came back. A collector was sent out and came back with the amazing information that the foundry had been out of business for a year, that the President, whose name had been signed to the notes, had been dead for two years, and that the notes, obviously, were plain forgeries. When this discovery was made the head men of the firm held their breaths and looked at each other in silence. Charley Dixon's name was on the notes, and Dixon had mysteriously disappeared while on a hunting trip. Probably he was dead. And if he was it was now apparent why he should be. Suicide is better to a certain type of man than exposure and dishonor.

"This must never get beyond the office," said the head of the firm. "It would shake public confidence in the institution if it were known that one of its chief officials had been guilty of robbing his own house. No one here must ever breathe this again, not even among themselves. Dixon must be forgotten, and the notes destroyed, and the entry on the books canceled. I'll tear the notes up now."

"But Conlon stopped him. 'Give me the notes for a day or two,' he said. 'I can't understand this about

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

Fast, Comfortable
and Convenient

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

Michigan
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"The Niagara Falls Route"

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

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

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The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

BOUR'S COFFEES

The Admitted and Undisputed

Quality Coffees

They Are Trade Builders

Why?

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

Unquestionably the Best

Branch Houses
in all
Principal Cities

The J. M. Bour Co.
Toledo, Ohio

Charley Dixon going wrong. I won't believe it until I've satisfied myself.

"They gave him the notes more to appease him than anything else. 'You'll have them back in two days,' he said. 'I just want to look them over.'

"I told you this Conlon should have been a detective. The first thing he did was to chase over to a handwriting analyst with the notes and dozens of other specimens of Dixon's handwriting.

"Are they all of the same hand?" he asked.

"The sharp got to work with his magnifying glasses and worked for an hour. 'They are,' he said at the end of that time, 'they are the slickest forgeries that I ever saw in my life. Why, the man who forged those signatures must have known or felt every trait of the man who wrote those other names. That isn't any ordinary job of copying or tracing. That's art—and something more. Has this Dixon got a twin brother? No? Then, has he got a brother of any kind? No? Then, has he got a bosom friend? Well, get that friend. He's the one to investigate. This forgery wasn't made through studying a man's handwriting alone. It was made through studying and knowing the man.'

"Thank you," said Conlon, very interesting case, isn't it? I'll be in with some more business for you tomorrow at this time."

"That evening he brought me into the case. Oh, yes, I had a hand in the windup, but it is Conlon who deserves the greatest credit. It was my trade, and it wasn't his.

"I heard his story and said at once, 'Get a letter that Murke addressed to Dixon.' We did that and took it, along with the notes, to the writing analyst. He worked two hours this time. 'Huh!' he said, then, 'this is the limit. I've never been up against anything just like this in all my experience. I won't say that they are written by the same man, although the measurements show they are. I've got no precedent to work on except that of a minister who wrote two hands, one when he was under the influence of drugs and the other in his normal moments. Let me work, let me work all night on this! Then I may know something about it.'

"Next morning we found him with blue rings under his eyes and happy as a kid who's solved a lesson. 'I've got it,' he said. 'It's one hand, only it's a case of dual personality. But I can convict him; I worked the case up last night. I can prove it to any jury in the country.'

"I looked at Conlon and he looked at me. 'Maybe there won't be any case,' he said, handing the sharp three \$50 bills. 'I'll let you know if there is.'

"So Tom Murke forged those notes, did he? he said, when he and I were back in his private office. 'Well, Tom Murke would never have dared to put Charley Dixon's name to those notes if he thought that there was ever a possibility of Dixon seeing them. Then Dixon and Murke go hunting, and Dixon doesn't come back.'

"We smoked a little longer. 'Murke knew that Charley was never coming back when he went on that hunting trip with him,' continued Conlon. 'Now, what do you make of it, Ford? Tell me if there are any flaws in my deductions in the matter; it's something new to me, but it looks plain. If Dixon hadn't disappeared up north and if he had come back, then Murke would have had to disappear or stand the consequences. Isn't that so? It works out that way to me. But what I can't understand is why Murke did this, and what he did with the money. He hasn't got that much to his name now, and he's the kind of man who doesn't take chances or follow the women. I know that. It looks funny.'

"You don't know Murke any more than you know any man in your office," I said. 'What I think is that it's time right now to begin to work on Murke's fear and conscience. If he killed Dixon he'll be ready by this time to break down and confess when proofs are produced. We have the proofs of his forgery, and if you'll leave it to me I can produce what will look to Murke like proofs of the murder.'

"Horrors! it's a dirty business," said Conlon. Then he stiffened up. 'Go ahead,' he said. 'Don't make any mistake. We've got to hang him if he's guilty.'

"Of course there were two chances that he wasn't guilty of murder. One was that Dixon had been killed accidentally, the other was that he'd been killed by some one who had robbed him. But they were small compared to the circumstantial proof against him.

"To cut the story short, four days later we called Murke into Conlon's room. Conlon, the President of the firm, a police inspector and myself were in the room, although you wouldn't have known me if you'd seen me just then.

"Conlon got up and gave Murke a chair in the politest way in the world. This made the man apprehensive; Conlon usually let him stand. 'We've called you in for a little consultation about some matters that are a little old, Mr. Murke,' said Conlon, beginning 'some business affairs that went through last spring, ending sometime in June. Before we begin I want you to shake hands with these two gentlemen. This is Inspector Murphy, from the Central station, and this is Sergeant MacPherson of the Northwest mounted police, Fort Edmonton, Alberta.' I could see Murke wilt when the inspector shook hands with him and looked in his eyes for a minute, and when I took his hand—I was the sergeant of the mounted police—and I took it as if it was something foul—his lips began to get white and his eyes shifted back and forth, like an insane man's. The office had believed that Murke was growing thin because of his sorrow over Dixon, but it was plain now that it had been the working of his conscience that was doing this for him. We had got him at the right moment; he was ready to break down without any more.

"This business," said Conlon, 'is about some notes of an iron foundry. Now, Murke, we'll let you say what you have to say about it.'

"But Murke never said a word. He just sat there, fingering the arms of his chair, and his face went whiter and whiter.

"You won't say anything about the notes?" said Conlon. 'Very well. Murke—you — beast!—what ha evyon to say about Charley Dixon's murder? Tell the sergeant how he happened to be killed!'

"Or would you sooner go back with the sergeant and see the body first?" asked the inspector.

"Nobody said another word. Murke looked around at us all like a penned up rat. I remember hearing a little clock tick on Conlon's desk, and that

and Murke's gasping breathing were the only noises in the room.

"I'll go with you," he finally whispered to the inspector. 'Let me get my hat and cane.'

"The inspector started to follow him into his office, but Conlon stopped him. 'Wait,' he said.

"Murke had got to his desk by this time and the shot that killed him came a second later, while Conlon was still holding up his hand to stop the inspector.

"My God, he's killed himself," said the President, putting his hands before his eyes. But Conlon just looked at the smoke in the other room with hard eyes. 'The best way,' he said. 'The very best way.'

"Ah, he should have been a detective, that man Conlon."

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

WHITE HOUSE COFFEE

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



It Must be a Great Satisfaction

for retail grocers to be able to insure the goods they sell against dis-satisfaction. Knowing this, and thoroughly imbued with the idea, when Dwinell-Wright Co. first put on the market the now-celebrated

White House Coffee

the firm created a standard of excellence the whole coffee-world has since adopted. Even the "Pure Food" principles—the *sine qua non* of commercial integrity—coincide exactly with the "White House" Coffee platform: absolute purity, insurance against adulteration, and coffee robbery. It will be a great satisfaction to your customers if you supply

WHITE HOUSE COFFEE

SYMONS BROS. & CO., SAGINAW, MICHIGAN

Wholesale Agents for the Distribution

DWINELL-WRIGHT CO.'S COFFEES AND SPICES

THE BOSSING HABIT.

The True Master Governs Without Friction.

Written for the Tradesman.

The old book-keeper, who has played in nearly all the games of life and rarely come out winner, touched the grocer on the shoulder as he passed the high desk and pointed to three young girls who stood by the candy counter.

"Just listen to that," he said, and the grocer faced away from the group and took in the conversation. It may not have been exactly the correct thing to do, but girls should not talk in public places that which they regard as confidential.

"I don't care," a tall, slender brunette with splendid eyes was saying, "I am going to marry Frank, and I don't care what the old folks say. They have bossed me all my life. They have told me what to wear, what to eat, which side to sleep on, when to go to parties and when to stay at home, and all the rest. I can't move without something being said about it. I'm sick of being bossed, and that's all there is to it. I don't know as Frank is the right one, people say he drinks and plays the races, but I shall at least have a home of my own, where I can sit down and rise up without being everlastingly called down."

"I think you're awful foolish," said a mite of a blonde. "I wouldn't leave my happy home for a chap like Frank. I don't believe you'll have much of a home to boss in, and he may take a notion to do a little bossing himself."

"You're all right, Belle," said the third member of the party. "I believe I'd marry a Chinaman if I could get out of the racket at home, the bossing and the noise of the young ones and the constant irritation. Yes, I know I'd marry a savage to get out of it all and have a home of my own. I wouldn't care if it contained only one room. I'd get along some way."

"There you are," said the book-keeper to the grocer. "There you have the Great American Home in a nutshell."

"The girls ought to be spanked and sent to bed," replied the grocer.

"I am not saying that you are wrong," said the book-keeper. "What I do say is that for a people who like to boss as well as the Americans do they have paid little attention to the art of bossing. Goodness! How the average American does like to boss! And how little he knows about it! It appears to me that he thinks more of letting people know that he is the boss than of actually bossing. Why can't the parents of those girls control their actions without having all the raw edges show? No; they wouldn't do that if they could. They want the girls to know that they are IT. I don't wonder that the girls rebel. And see what they are being driven to."

"It's a problem that I can't solve to my satisfaction," said the grocer. "I know that people like to boss. I went into business for myself because I would not be bossed by a round-shouldered old galoot who

thought he was teaching me the grocery business, but who didn't know enough about it to make a good living for himself. I wanted to be boss myself. I don't think I care so much for the money. I would not have all my motions watched and commented upon."

"The boss," said the book-keeper, "is born and not made." He's got to be a boss and boss good and plenty without letting folks know that he is the Whole Thing. In the grocery business, for instance, you let a man come in here and declare that he is master of a given situation and that you've got to come to his terms and you'll spend money to put him to the bad. Oh, yes, you will. What did you do when that red-headed idiot called last year and declared that he had the turkey market cornered?"

"I think I asked him how many of the Standard Oil people there were in his retinue of servants. Say, but he was a fool!"

"He had a good thing and didn't know it. If he had dropped in here and claimed to be fighting a corner you'd have bought of him at his own price. I guess there is a corner on turkeys this year, but, if there is, the boss of it won't go around behind a brass band telling about it. But this fellow, last year, he wanted to let you know that he was boss. See? That kept him from being boss."

"I got my turkeys from Iowa, didn't I?"

"Yes, and you worked up a combine on your own account. You were as much of a boss as he tried to be, only you didn't put a sign out for your friends to keep off the grass. I guess the average grocery store is a poor place to prance around in and put on style 'less you have the grocers on your side. But about this bossing in the home. There is too much of it. It is the old story: 'Go and see what little Tommy is doing and tell him to stop!' It sets people to wondering why their children are so anxious to get away from home. Mothers cry when their daughters are married, and all that, but the daughters are looking forward to a home where they can't be bossed, and are not paying much attention to the tears. Nag, nag, nag! That's the trouble. Women are nervous, and some of them are over-worked, but that is no reason why the children should be loaded up with memories of home which are not what you read of in the books of the sentimental poets. Now, in politics—"

The grocer laughed and sat down.

"I suppose I'm in for it," he said. "Tell us about the boss in politics."

"The only way a man can be boss in politics is to conceal the fact that he is the boss. When coarse folks whose vanity overruns their good sense get to the front they soon drop out of sight because people won't stand for their game. When a man stands up before the people and says, 'I'm the boss of this gang,' he's likely to get a dump that will make him sit up and take notice. Sometimes the new bosses who creep in under the guise of reform-

U. S. Horse Radish Company
Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Strategy is an X ray

That brains lend to the eye.

Eat "AS YOU LIKE IT" horse radish,
And you'll have a tear to dry.

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.

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

Reasonable Prices.

GRAND RAPIDS, MICH.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known
EverywhereNo Talk Re-
quired to Sell ItGood Grease
Makes TradeCheap Grease
Kills TradeFRAZER
Axle GreaseFRAZER
Axle OilFRAZER
Harness SoapFRAZER
Harness OilFRAZER
Hoof OilFRAZER
Stock Food

Good to the Very End

S.C.W.

5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

ers are worse than the old bosses who won by buying kegs of beer for the boys, but they hide the cloven foot. Now, in business—"

"There are no bosses in business," said the grocer, with a wink.

"Well, then we will say among the men who combine to fix prices and limit production, if that will answer better. These chaps get tipped over in time. Everywhere bosses, arrogant, unreasoning, vain, ignorant bosses, are being turned down. But in the home there is no such thing as turning out the bosses. The children have to leave home to get free of nagging."

"Sometimes they call good, wholesome and needed instruction nagging," said the grocer. "There are children who need talking to for their own good about every minute of the twenty-four hours, and there are a lot more who want a club beating on their heads about half the time. Parents do the best they can."

"No parent is doing well for children when he or she makes any other spot a place more desirable for the children than their own home. The ideas of the children should be considered in making the home life. That is the best way to prevent hasty marriages. That is the way to keep children off the road as tramps. Oh, I know it is a tough proposition to bring up a family of young ones, but there is a way of doing it which keeps the members of the family on good terms with each other, and there are many ways of doing it which have the opposite effect. You heard what those girls said? They would rather have one room and be mistress of it than live in a big house and be under surveillance. Boys board away from home as soon as they get a job which will permit of it. The whole business makes me sick!"

"What you need," said the grocer, "is a few days off, out in the woods. When the rush is over out you go. Stay a week, and you'll come back with less positive knowledge of the way to run a family than you have now."

"I am not telling how to run a family," said the old man. "I am telling how not to run it! If you think I don't know what I am talking about just look about you at the families you know well and observe the present residence of the children who are earning their own living. I think that will teach you something."

"Well," said the grocer, "I've got to consider the boss principle in the grocery business, and that is quite enough for me to-day."

"When a grocer is threatened with being bossed," said the old book-keeper, "he just kicks up his heels and jumps the bars. He won't stand for it, eh?"

"That's it."

"And the children won't stand for it. They, too, kick up their heels and jump the bars, and that accounts for a lot of fool marriages and the other things I have been telling about. I wouldn't rear a family of children on a bet, but if I did

I wouldn't want the neighbors to see them getting away from home to live the first minute they could support themselves."

But the girls were gone, and the grocer was gone, and the book-keeper turned back to his books.

Alfred B. Tozer.

Value of Individuality in Advertising.

One of the most noticeable, and at the same time lamentable features in connection with the daily store advertising of to-day is the seeming lack of more than ordinary concern as regards that all-important factor so essential to successful publicity—individuality.

Take up almost any newspaper published in cities of the middle class—even those which claim to be metropolitan—and you will observe advertisements which may be literary revelations, so far as language is concerned; that may have splendid item arrangement; right up to the hour on seasonable subjects and apparently alive on modern merchandising; all commendable features, every one, completely offset by a horrible jargon of "hit or miss" type dress, to all appearances thrown together in endless confusion.

Is it not an undeniable fact that such a state of affairs does exist all around us to-day in this age of universal progression?

Most merchants nowadays are very particular about surrounding themselves with seasonable merchandise; are up-to-date on store arrangement; are regular censors on the help they hire—in short, close observers of other details pertaining to the successful management of their business—yet seem to treat their advertising with cold indifference. Their publicity lacks character and personality and, in general, is flat.

Why is it? Is it because these merchants have not a "knack," as they may put it, of getting up a good advertisement, or is it due to carelessness?

It is not the purpose of this article to deal with the latter, but with the former. Study type; learn it—commit it; come to understand its common principles; familiarize yourself with the various styles your printer uses; be able to designate size and style wanted—that's what will give your advertisement tone and an appearance decidedly its own. Take more pains with your copy than does your competitor up the street; make it interesting, easy to read and understand; confine yourself to your store, your goods and your methods. Permit the other fellow to deal in personalities if he wishes—that's his business, not yours. Educate the people in the habit of looking for your advertisement.

By way of instruction, if you prefer light face type, better use a medium dark sized border with a little white space sandwiched in; that gives the advertisement contrast, makes it stick out. Should heavy face type be your choice reverse the order, use a light border, for here again you get contrast.

By all means pay attention to that

word contrast. It will give your advertisements dignity, originality and style. The use of cuts is a big help, but their application can be abused. Have no more than will evenly balance and strengthen the advertisement, and distribute them so they won't have that "huddled" appearance.

Decide on a style for your advertising, make it just as attractive as you know how and stick to it. If your offerings are right and your store policy square, results will come—they're bound to. It is the natural law.

Geo. A. Toolan.

Strong in Death.

A farmer living a short distance from this city in a moment of weakness the other day blew in 25 cents at a city department store for a spring hat for his wife. On returning he was so overcome with remorse that he went out to the barn and did the Haman act from one of the cross-beams. The hired man happening along just before the curtain dropped on the scene promptly cut the old hayseed down. He revived and apparently repented his rashness. At the end of the month, however, while expressing his appreciation of his employe's act, he qualified it by regretting the latter's extravagance in not untying the rope instead of cutting it, and docked him the price thereof. The hired man believes that he cheated hell out of the meanest man this side its asbestos gates.—Canadian Shoe and Leather Journal.

Have a sunny smile and a cheery word for the boys and girls.

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.



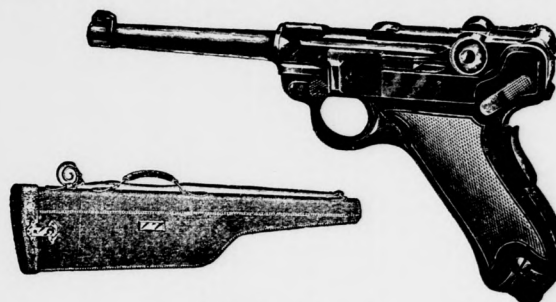
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Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
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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.

BLAMES THE CASHIER.

Beat the Races Until He Didn't Have a Cent.

Written for the Tradesman.

Once there was a merchant who needed money in his business. The circumstance is so unusual that it may be best to put that down first. He sought to increase his receipts by carrying a larger stock, and to reduce his expenses by discounting his bills. So he got the cashier of a bank out of his cage and filled him up with three dollars' worth of cafe viands with imitation French names.

The cashier was a friend of the family, and had reason to believe that the merchant had things coming his way. He saw no reason why the dealer should not be using the top floor of a tall building for a candy and notion store, and transporting his customers upwards in a nickel-plated elevator car with a colored boy in a postage stamp cap at the helm.

"You look pretty good to us," said the cashier. "You are safe for wind and work and don't shy at the cars. I will fix it so you can get \$10,000 at our bank in a day or two. That will help you out, and it will also enable our hard-working stockholders to eat pie once a day."

The merchant departed the dinner with a springy step and appeared before creditors chin up. He also ordered goods by wire, spending half a dollar extra to add to his order the information that the stuff might be sent on without any strings tied to the delivery. Then he laid the palm of his right hand under the elbow of his intimate friend and chaperoned him into a parlor where the stuff they handled was nine years old and as smooth as oil, where they consumed highballs and told how long they had known each other and how dear they were to one another. After which they went out to the fall meeting for gentlemen's driving horses and plunged.

There was at this carnival of speed a fine black roadster which the merchant had been intimate with in his college days, which were not far back in the discard. The black horse had a jockey who wore white and a tired look, and went around the track as if he knew his health would improve with exercise even if he did feel more like lying down and meditating at his ease. The brutes who operated the betting stations put this fine black horse down as a ten-to-one shot, and the merchant sympathized with the horse, because he was not yet in the Osler row, if they left it to him while the 9-year-old stuff was actively engaged in the interior of his cupola. They left it to him, for they saw that he had discovered in an inside pocket a wad which he should have left at the bank, and almost before he knew it he had one hundred on the black horse, and was wishing he had brought the store along so that he might become independent for life.

By way of a joke on the merchant the black horse won the race, much to the surprise of the race-track loungers who had put their money on him. The merchant went down to

the betting ring and exchanged his ticket for a thousand dollars in yellowbacks. He was so cool about it that he put the money in his hat, just to show those who saw him that such events were common with him. When he got home that night his wife, whose name was in the church column of the daily newspaper once a week, brought a pail of ice water for his feet and a bag of ice for his head, and mourned over his feeble health, which came out of the box in shape of dizzy spells.

The next day the merchant strolled down to the bank and gazed through the wires of the cage where they kept the cashier.

"I'll buy," he observed.

It was the lunch hour, and the cashier again placed himself in a position to be defrauded by the waiter who brought German-fried potatoes concealed under a frozen name. When the festivities had amounted to \$5 per plate the merchant leaned back in his chair and lighted a cigar which costs only fifty cents a box—one in a box.

"I'm spifficated with money to-day," he said. "I bought myself a small package of nine-year-old yesterday and went out to the driving park. Unusual thing for me to do. Before I knew what I was doing I had a hundred up on Doc's horse, the one that won. Ten-to-one shot. That was an easy thousand, and so I went out and took a part of the town to pieces just to see the wheels go round. I sure feel like the day after this morning."

The cashier, who began to have the preoccupied air of a man busy with a problem, remarked that he would like to get into a good thing like that himself and went off to the bank to look up the account of the merchant. The next day the dealer went to the bank and anchored himself in a friendly attitude before the cashier.

"I can use part of that \$10,000 to-day," he said. "I've got a cash shipment of goods on the road. I think about four thousand will be enough for this time."

"What was it we were saying about a loan the other day?" asked the cashier, who is an innocent man to look at.

"Why, you are to let me have \$10,000. I thought it all understood."

"I recall some talk about \$10,000," said the cashier. "Up at the restaurant, wasn't it? Yes, I remember saying we could let you have \$10,000, but I can't recall what was said about security."

The merchant looked across the street and wished he was over there.

"There wasn't anything said about security," he said to the cashier, who seemed to be busy studying out other matters.

"Then we'll have to talk that over," replied the cashier. "You come in to-morrow and we'll go out to lunch. I think one good endorser will be all right, but it must be gilt-edged, you know."

The merchant met all his business acquaintances on his way to the street from the cage of the cashier. He was glad to see them, but they would have been more welcome when he wasn't falling so many thousand

feet and striking the solid ground with a thud. When he got to the sidewalk there seemed to be a blue fringe all around the tops of the high buildings, and the pavement was wobbling up and down under the feet of the President of the bank as he told the merchant what a fine day it was—so advantageous to the crops.

That night, after the merchant had stripped his safe and his bank account and kited a few good-sized checks with intimate friends in order to make good on the stuff he had ordered by wire, a tired man sat in the office of a friend with his feet on top of a table.

"I wish you'd look me over," he said to his friend. "I think there must be a blue mark on me somewhere. I guess if I went out to take a walk I'd float in the air. Can you see anything in my face that looks like a funny little room with padding on the walls?"

"You'll have to come again," said the friend. "I'm not here to read the soul from the face. I take it, however, that you've got lost in some thicket."

"Worse," replied the merchant. "Much worse."

"Did you get your coin from the bank to-day?" asked the friend.

"I couldn't get a pleasant look," was the reply. "I'm to go out to lunch with the cashier to-morrow—not!"

"Pass it up, eh?"

"I'm back in the swamp," said the merchant. "I am distanced and scratched for the next heat. I am walking with red things before me eyes. I had both feet frozen off while standing in front of the cashier's desk to-day. Do I go out to lunch with him to-morrow? Not. I can get snowballs elsewhere."

"I don't know what you're talking about," said the other. "Who won out at the races to-day?"

"I didn't. Say, but I did make a winning the other day. The cashier said he'd like to connect with pie like that himself."

"So you told the cashier about getting muddled and flashing a wad, did you?" asked the friend, after the merchant had told his story.

"Of course I did. Nothing wonderful about that."

"What did he say?"

"I told you what he said. Say, I'd give a dollar to know what got into him so quick. One day he was all right, and the next he was up in the air."

The other looked at the merchant guardedly.

"Why," he said, "that was a strange thing to do. I can't imagine what it means. Only I'd have kept my mouth shut until I got the money."

"Gee!" gasped the merchant, "you don't think—"

But the friend was doubled up in his chair and the merchant is still wondering what ailed the bank people. There may be merchants who can guess. Alfred B. Tozer.

The man who has his heart in his own pocket is quite likely to get his hand in his neighbor's.

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.



Imagination as an Asset in Shoe Salesmanship.

Imagination is only another name for success. As a factor in the selling of shoes imagination rates high. Most any clerk of average ability will pick up a great deal of general information about shoes and will discover for himself the more obvious principles of salesmanship, but the fact remains that just most any clerk of average ability doesn't always make a brilliant success. In perhaps nine cases out of ten where failure attends the efforts of shoe salesmen the cause of the failure is to be sought, not in the lack of industry or willingness, but rather in a defective imagination, or, to put it more accurately, in an inadequately developed imagination.

In the selling of a simple and, relatively speaking, inexpensive commodity such as a pair of shoes upon which the average profit is something less than a dollar, too much time ought not to be consumed. Not that the sale should be made in a hurried manner, thus creating the impression that the house seeks profit above all things else; too great haste in disposing of one customer simply because other customers are waiting is bad policy. There's a big difference between a quick sale and a hurried sale. The efficient clerk is he who can make neat, satisfactory sales—and make them quick. When you come to think about it it's a complicated process, this of greeting a customer, "sizing him up" in a fraction of a minute, taking his measure, noting the peculiarities of his foot and ascertaining as nearly as possible his ideals of a shoe. Complicated as the process undoubtedly is, it must be got through with in a very short time. Long-winded discussion and much catechising are not in good taste and, more to the point, they don't increase the profits of the house. Cut them out. Get down to business—and use your imagination at every move of the game.

There is a certain clerk in a shoe retailing house with which I am familiar who has repeatedly shown me the value of imagination in the selling of shoes. He is not the "head clerk"—as yet; my impression is that he will be one of these days—but he is popular. His popularity rests upon the most enduring of all foundations; namely, upon his ability to find out the shoe needs of his customers, and then to interpret these needs in terms of leather. Having thus briefly diagnosed the clerk's success and found that the secret of it lies in imagination, I will now give a few incidents how to make use of it in his salesmanship.

The customer was a tall, athletic man of perhaps thirty-five years of age. He would weigh about a hundred and seventy-five or eighty. Evidently a business man whose work required him to do a good deal

of walking—evidently a sensible, level-headed fellow, but just a little "notion" about footwear. He expressed the desire "to look over" some shoes, hoping that he might "find something" to his liking. As I afterwards learned from the clerk he was new to the house. It was all too plain that he had been accustomed to looking over many shoes—and perhaps going out without a purchase.

From the easy and confident manner in which the clerk took hold of his man, it struck me that the clerk had already mapped out a line of procedure. After removing the right shoe—and the vamp and upper leather appeared to be in good condition—he carefully inspected the sole. The outer sole was through under the fall on the foot. The clerk asked to see the sole of the left shoe. That, too, was worn through in the same place. I observed that the clerk didn't scrutinize the old label nor tax his eyesight trying to read the stock and size figures on the lining of the shoe. For this I was mentally grateful, for my own conviction, from the purchaser's point of view, is that this same scrutinizing of labels and numbers is a gratuitous and unwise piece of business. There is nothing to be gained by it; for you had better ask the purchaser about what price shoe he wants, and the size can be far more accurately determined by the measuring stick. And furthermore it has a tendency—slight, to be sure, but still a tendency—to put your purchaser in the wrong frame of mind. If he doesn't feel just a little resentful, he is apt to be wondering just what you are thinking about that label, and what manner of intelligence you are extracting from that line of figures.

Now the clerk didn't have a great deal of data to work on: just a pair of shoes pretty well preserved except the soles. I was wondering what he was going to make out of it. It was a line of talk something like this:

"On your feet a good deal?" (The customer answered in the affirmative.)

"I thought so," replied the clerk. "These soles show it. These shoes (pointing to the old ones) were well made. There's not a thread broken. upper leather's in good shape and sound. Now what you need is a shoe with a good, solid sole—something that'll bear your weight, and stand hard wear. I've got something that'll suit your needs as if it had been built especially for you."

So saying he went directly and drew out a couple of cartons and returned with them—and all this in a quiet, dignified yet positive manner.

The first shoe wasn't a bad fit, but the second one fitted some better. He of the athletic build stood up with his full weight in the shoe and agreed with the clerk that it was a good fit.

"Not only fits," pursued the clerk, "but it's a solid, substantial shoe. A man of your build needs plenty of leather under his feet. Of course you don't want anything clubby. This shoe is hardly an ounce heavier than the old one, but the weight is better distributed; it has the leather where the wear is—here in the sole."

He took the shoes.

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.

Here's a Pointer


If you want the best selling line of Men's, Boys' and Youths' shoes ever put on a shoe dealer's shelves, you want the

Hard-Pan Shoes

made by the original "Hard-Pan" factory, specialists in the production of shoes for hard wear. But only one man in a town can get them. It's worth finding out if you are the man. Samples for a postal.

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.

Now that was good salesmanship. But it required quick imagination to build up a line of convincing talk upon the trivial circumstance of a worn-out sole.

In another case, where the shoes of a customer were run over—the vamps being pressed out quite beyond the line of the sole—my clerk's imagination worked not less actively, but differently.

"This shoe (referring to the old one) isn't built on your last. Your foot's too wide for it. Put your foot in a shoe of that width and then put your weight on top of it, and something's bound to happen. You see what has actually happened to this shoe, don't you?" (And the customer admitted that he saw.)

"Now you need a wide shoe—not only a wide last, but a little extra sole-leather just for good measure. I can give it to you in a 'swagger effect'—in a shoe with an out-sole swing that'll keep a good solid piece of leather between you and 'Mother Earth.'

"Now this is your kind," he said, producing a shoe with a medium out-sole swing—"this shoe will give you plenty of sole foundation. Fits you, too. Your foot is one of the kind that's always making room for itself; it'll run any shoe over (more or less) that you get into; but the tiny stretching of the leather doesn't mar the beauty of the shoe—and then the sole keeps your foot off the ground."

He sold the shoes all right.

There isn't anything very startling in a whetted-out heel, and it is

assuredly much easier to pass over such a circumstance with a grunt than it is to append thereto a convincing line of shoe talk, but my imaginative shoe clerk was able to do the latter.

"Look at that heel!" exclaimed the clerk. The customer looked—and so did I. It was ground off almost to the heel seat.

"Scotts, man, how do you walk, anyhow?" (The customer was getting interested.)

"Now if I can fit you—and I think I can—I want you to try one of our low, flat-heeled shoes—and I'll have our man put in an extra row of nails." And the clerk was off after that marvelous shoe with the low, flat heel. It was built very much after the manner of ordinary shoes—the heel, perhaps, a trifle lower than the average run of shoes. But it was a good, comfortable shoe, and there was not much trouble in finding his size and last. When the sale was consummated the clerk told him he would have the nails put in in such a manner as to protect the shoes as much as possible against that whetting-out evil, and wound up by saying:

"Be sure to watch that heel—it's important. I want you to get plenty of service and lots of real comfort out of these shoes; but you can't do it if you let that heel grind off. Throws the whole shoe out of balance. Come in about six weeks from now and let me see that heel. It it's wearing off we'll build it up and put on a new lift. Won't cost but a trifle, and it will make your shoes last

almost twice as long—and feel better and look better while they last."

I am confident that customer went out of the store under the impression that he had listened to a most illuminating bit of shoe talk—and he had.

My estimation of the imaginative powers of the junior clerk was raised to the tenth power by an incident of recent occurrence. The customer was a lean, long, cadaverous person with lantern-jaws and critical little bluish eyelets that had a way of squinting in a disquietingly sapient manner.

He of the elongated stature opined that present-day shoemaking was on the whole bad—rotten; that he could not get a fit; that shoes with common consent pinched and persecuted his footsies.

"I am not surprised that you've had your troubles with shoes," said the clerk, "you're workin' on the wrong idea. These shoes were too snug to start with—not enough room for feet of your build. Let me show you (and he made some measurements); see that? Your foot is almost as long as the shoe, and as a matter of fact, wider than the shoe! Your feet can't stand a tight fit. You need a shoe not too big but one that'll give your feet a little play.

"A fleshy foot—one of your short, fat kind—can stand a tight fit; and ought to have it. Why, I wish you could have seen the fit I gave a foot like that yesterday. My! but it was a squeeze; he pushed; I pulled. I thought it never would go on. But

it did. I asked him how it felt. 'Fine,' he said; 'never had a better fit in my life.' 'Does it hurt?' 'Not a bit; just what I want.' Now he could stand a close fit; but you can't. If your shoe fits too tight you'll hear from it.

"Now this shoe you have on is just your size to a dot—plenty of foot room, but no wrinkles."

The tall one took the shoes.

Now the moral I deduce from these incidents is simply this: You go and do it, too, if you are at the selling end of the shoe business. And you can. Imagination is more of a trick than a gift. You can get into the habit of letting your fancy play same as winding your watch. Something about an old pair of shoes—and there's always something noteworthy about them—will serve just as well as anything else to turn the faucet of your imagination. But by all means turn the faucet: It's the bone and the marrow of salesmanship.—Cid McKay in Boot and Shoe Recorder.

Easier Said Than Done.

When your neighbors turn against you and declare you are a crank,
Smile—smile a little.

When you haven't got a solitary penny in the bank,
Smile—smile a little.

When every business deal you try just leaves you stranded high and dry,
Don't pucker up your face and cry—
Smile—smile a little.

When your business cares perplex you till you don't know what to do,
Smile—smile a little.

When the jeers of those you thought were friends just pierce you through and through,
Smile—smile a little.

And when you're feeling weak and sad,
And your investments turn out bad,
Just show your grit, pretend you're glad—
Smile—smile a little.

Just to Remind You

that we carry the stock and can take care of
your wants promptly.

Beacon Falls goods are too favorably known
to need comment.

They're the best.

Our prices on **Combinations** make pleasant
reading if you haven't bought.



The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 8—We have a moderate—perhaps a fairly satisfactory—jobbing trade in coffee to note this week and at the close quotations are just about as last noted—7½¢ for Rio No. 7. At primary points there continue to be liberal arrivals, and from July 1 to Dec. 6 the amount received at Rio and Santos aggregates 10,597,000 bags, against 7,185,000 bags during the same period last year. In fact the receipts to date have been over 600,000 bags more than were received during the whole twelve months last season, and if the next six show such quantities there will be 20,000,000 bags. It is said that last Tuesday a Pittsburg man sold his holdings at a loss of over a million dollars. Pittsburg had better stick to steel. In store and afloat there are 4,042,406 bags, against 4,031,406 bags at the same time last year. Mild sorts seem to have been in rather more demand and rule fairly steady for Central American and Mexican. Good Cucutas are held at 8½¢@9½¢. East Indies are steady.

No change is to be noted in the tea market, which is the very general experience of the tea trade during the holiday season. True, there is something doing, and holders are, as a rule, firm in their views and confident that after the turn of the year things will "come their way."

Refined sugar is quiet. For the time being the trade seems to be pretty well supplied and there will be for some time only an everyday movement. The refiners ask 4.70¢, less 1 per cent. for cash.

Rice shows a fair movement. Prices are well sustained and holders look for a satisfactory trade after the holidays. Choice to fancy head, 4½¢@5¼¢.

Jobbers generally report a good trade in almost all lines of spices and quotations show firmness everywhere. Nutmegs have advanced about 1¢ and cassia tends to a higher basis. Zanzibar cloves are firm at 15¢@15½¢.

Firmness characterizes the molasses market and this seems to be more and more pronounced. Good to prime centrifugal, 24¢@35¢; open kettle, 35¢@39¢. Syrups are quiet. Offerings are light and rates are unchanged.

Canned tomatoes have been moving with some freedom. One jobber is said to have found his stock larger than needed at this time of the year and disposed of some 5,000 cases at 95¢ delivered. This for 1906 pack. Some 1905 goods have been worked off at 92½¢. There is a very general disposition to "work off" all the old goods possible before there is any possibility of coming in conflict with the pure food law. Other tinned goods are moving in about the usual manner and the range of

quotations shows little, if any, change.

Butter is firm and advancing. Extra creamery is worth 31½¢@32¢ and seconds to firsts, 27½¢@30¢; imitation creamery, 23¢@26¢; Western factory, 17¢@21¢; renovated, 20¢@24¢.

Cheese is more active and 14½¢ seems to be about the usual quotation for full cream. There is still a good deal of stock that is by no means desirable, and this works out for what it will fetch.

Eggs are worth(?) 43¢@45¢ for nearby stock and 36¢ for finest selected Western. Average best, 34¢@35¢; seconds, 30¢@33¢. Even ordinary refrigerator stock is worth 18¢@22¢, and it is doubtful if there has ever been so high a range for eggs as at present.

Possibilities of a Garden on a City Lot.

The possibilities may be classed as of the vegetable, mineral and animal kingdoms.

You can raise vegetables according to the size of your lot, your industry and the depth of your pocket book—quality depending on the individual and on causes over which he can obtain no apparent control.

The mineral possibilities are financial—the conversion of vegetables into silver dimes and dollars. This is speculative and, while it is logically a possibility always, yet the result is not invariably positive, but is quite as often negative, which means a deficit—expenses exceeding returns.

The possibilities classed as animal—the gardener himself grows. Gardening on city lots is a practice of value in my eyes, chiefly insofar as one may succeed in raising food for the soul rather than for the body. I can buy vegetables and flowers cheaper than I can raise as good ones. But the real returns from city gardening are not to be purchased at the green grocer's. The product of fresh air, healthy exercise and co-operation of hands and wits, the acquirement and cultivation of a love of Nature that comes only to one who works in actual contact with her—these things bring a broadening of mental vision that reaches beyond physical lot boundaries.

To bring within the mental vision, as a source of ever-present and everlasting delight, the common sights of out-of-doors, which most have eyes to see but see not, is a little work of creation. Now, the creators, even of little things, are the great people in this world. Through the aroused interest that begins among the vegetables of the kitchen garden, or in the flower bed and extends itself to all of Nature's doings in the woods, highways, along rivers and in marshes—in fact, wherever one goes; through the developed powers of observation that result, comes the pushing back of the boundaries of the mental horizon and the creation for the individual of a new world of intellectual possibilities—the gardener thus becomes a creator; the gardener grows. It is this expansion of the limits of his mental vision which is the greatest possibility of gardening on a city lot.

Chas. B. Blair.

Snow is King

Court him by ordering a liberal supply of

"Glove" Rubbers

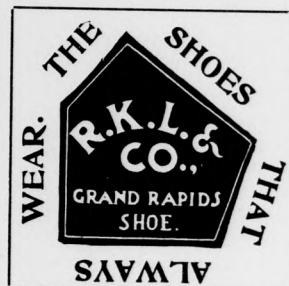
"They're the Best Made"

If you must have seconds we can furnish you

"Rhode Islands"

They look as good as firsts; are no better than other seconds, but just as good, though they cost 5 per cent. less We fill orders promptly.

HIRTH-KRAUSE CO., Grand Rapids, Mich.



You May

be enterprising and aggressive, but the whole foundation of your success rests on the QUALITY of the SHOES you sell.

QUALITY talks all the time, favorably for you, in a practical way.

Our slogan is QUALITY and our shoes possess every quality good shoes can have. They are strengthened and perfected down to the last detail at every point of comfort and endurance.

They will get and hold more of the better trade for you than any other line.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Unique Store Building in Wisconsin.

The accompanying illustration is not a Carnegie library nor a mission style public building in California. It is a country store in Northern Wisconsin, where stumps were the principal crop only a few years ago.

Twenty-three years ago Geo. E. Scott, then 23 years old, moved to Prairie Farm as a clerk for a lumber firm. He stayed there and prospered, and now runs a store that does a business of over \$50,000 a year. He has ideas of the duties of a merchant to the town in which he has achieved success and the result is the new store.

It is a brick building 80x110 feet, and stands in the center of a square containing three and one-half acres.

that I owed it to the town to show that I appreciated the fact."

Buying a Business.

Ask the seller why he is selling and see that you get a straight answer. Scrutinize his answer closely and view it in the light of such local information as you can obtain. Distrust the "going abroad" excuse. It is too old.

Old stock or stock in hand should receive close attention. Why buy stuff the seller can not sell—at any rate at the prices often asked? Observe the date of ordering and see just how long the goods have been waiting a purchaser.

Don't be frightened if competitors are close by. In some trades proximity is a blessing and not a curse. The solitary shop is not necessarily

New Plan for Tracing Debtors.

"How were collections this month, Simpkins?" asked Col. Culver, as he entered his office and saw the Secretary footing up the clerk's reports.

"Good, sir; we have but little trouble with them, as a rule," answered Simpkins.

"Yes, we're lucky in that respect," responded the promoter, "but think of these installment dealers; they are the fellows who have the trouble. Every day I see advertisements in the paper for collectors and tracers. As a rule, these installment houses lose track of their customers and have to put tracers on their trails. But even then they don't land many, for they don't go at it in the right way. The trouble is that the tracers are common, plugging men. If they happen to run on to a man that is want-

age of accounts collected in this way is small. Am I right, Simpkins, am I right?"

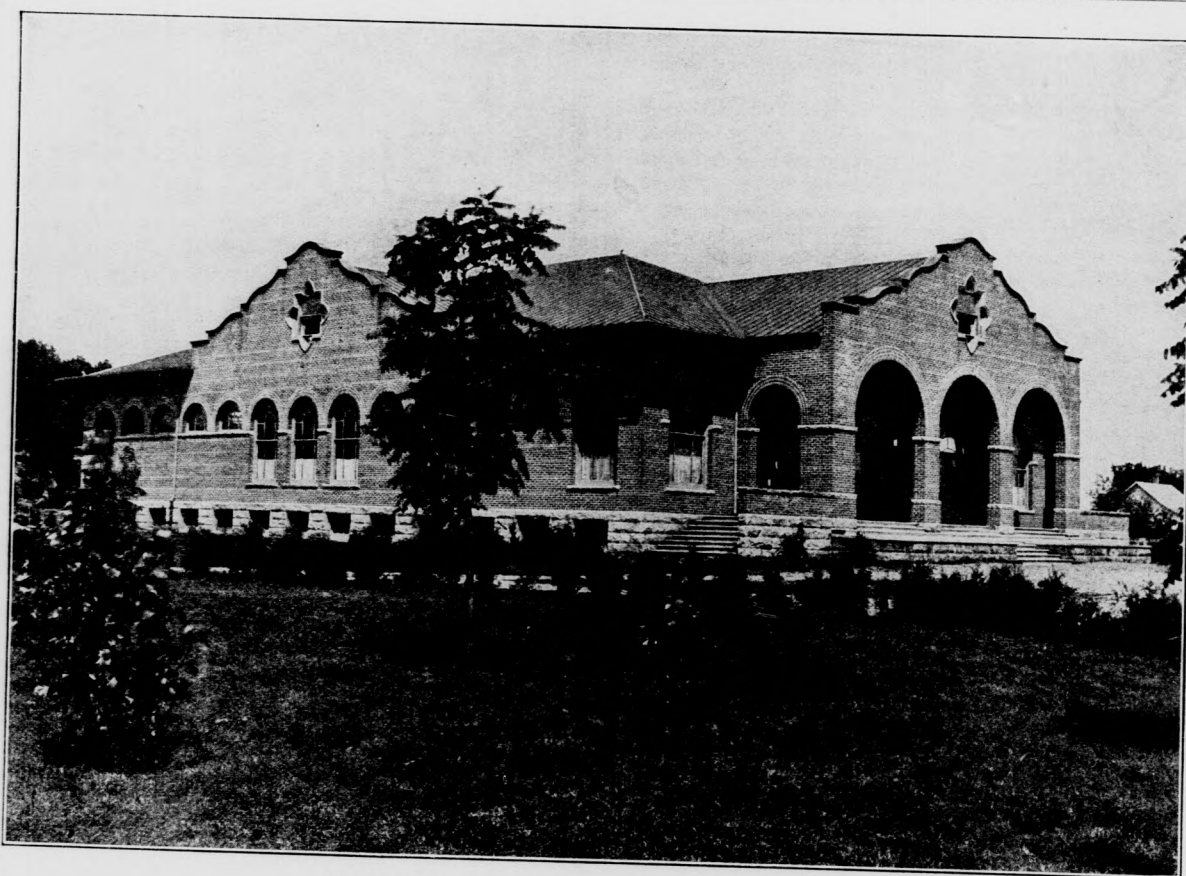
"It is my opinion, sir, that you are correct, as usual, in your statement," replied the Secretary.

"I believe I am," admitted the promoter.

"Now, Simpkins, you will notice that in those books, as a rule, they give the address of a parent or other relative. I dare say, you hadn't noticed that before. It pays at all times, in business, to keep your eyes open.

"To continue. The customers, represented by the names in these books, have been lost track of by the company that they owe, but usually the relative whose address is given knows where the customer has gone.

"Generally a tracer goes to the ad-



Store of George E. Scott, Prairie Farm, Wisconsin

Landscape gardeners have made the grounds a beautiful park. The store and fixtures represent an investment of over \$30,000.

The 16 foot basement, lighted by twenty-nine windows, extends under the entire store. There are two other stories. There are rest rooms, toilet rooms and every convenience of a department store.

Prairie Farm is a little village of between 400 and 500 people, surrounded by the best farming land in Barron county, and is six and one-half miles from the nearest railroad station. Trade comes to the store from all directions for a radius of between eight and ten miles.

"But does it pay?" was asked Mr. Scott.

"That isn't the question," was the smiling reply. "I made what money I have in Prairie Farm and I felt

the one in which people will come because there is no other near.

In small businesses take over debts on the basis of paying the seller a percentage for your trouble in collecting. Don't pay him and then trust to the debtors to pay you. If you must then make suitable deductions for the risk.

Have a care in estimating for good will and assure yourself that you are actually paying for something instead of nothing. There is no more tricky item in a business, on a balance sheet, than good will.

Get an accountant to examine the books and furnish a report. The money is well spent for such a service. If difficulties are put in the accountant's way, or you are told that you must trust to the seller's "honor," avoid his honor and his business, too.

John Connor,

ed, or bump into one and can't get away from him, then they are all right. But there are few shrewd tracers; they are a worthless, undependable lot, as a rule.

"Here are some books which will show you, Simpkins, what the majority of these houses have to contend with. They get out these books for their tracers. I just counted up the number of names of people who had skipped their accounts with one of these companies, and I found that there were 30,000. Startling number, isn't it?"

The promoter handed Simpkins a couple of collection agency booklets, and continued:

"Rewards of from \$2 to \$5 are paid, merely for the business addresses of these individuals. That is what the tracer goes after, the business address, and, although there are thousands of tracers, most of them make but a meager living, and the percent-

dress, if it is in the city, and tries to find out something. In a moment the people are suspicious of him, and in nine cases out of ten they will tell him nothing. That is why they are so unsuccessful; they go about it in the wrong way, and so you have the reason why so few of these bills are collected.

"Now my idea, Simpkins, is to form a large central collection agency and take on all the business of these companies. Have a central agency that can do the work quicker, cheaper and better.

"My method of procedure in tracing will be this: I will take the names and addresses of the relatives and have a personal letter written to each of them, worded something like this:

Dear Sir (or Madam)—I have a business proposition for your son which I am sure will be of the greatest interest to him. It is something of a personal nature, and I must be assured beforehand that I am dealing with the right man, as there is much money involved. If you will be so good as to send me his present busi-

ness address I will call on him or write to him, advising him of the particulars. Thanking you for your trouble in this matter, I am, sincerely yours,

James Culver.
"Now, Simpkins, the moment the relative gets this letter he will become curious and want to know what it is about. He will, in the majority of cases, send the requested address without delay, thinking that in so doing he will be aiding a relative, and that possibly there may be something in it for himself. It is a human failing, this curiosity, and it is upon that that I will play. Am I right, young man; am I right?"

"It seems to me, sir, that you have the correct idea, and that the success of the collection agency is assured," responded the Secretary.

"That is my opinion also," answered Col. Culver. "You will now arrange, personally, with the collection agencies to let us handle their business. Show them by a trial that we can bring results cheaper, quicker and better than they had ever thought of. If they do not fall in with the idea simply send out the letters, as I instructed, from the addresses in the book, then sell them the results, and there will be a good business in just doing that. Then, in time, providing we keep the secret close enough, they will be glad enough to turn over their business to us. Am I right, young man; am I right?"

Robert Carlton Brown.

Can You Do Them?

How Did He Measure It?

Mrs. Thomson ordered of her milkman four gallons of milk.

The milkman had with him a can containing eight gallons.

But he had forgotten his measure, and the only measures Mrs. Thomson could find were two jugs, one holding three gallons and the other five.

With these and his own can the milkman measures four gallons of milk. How?

How Much Are Eggs?

"What are eggs a dozen to-day?" a lady asked at the grocer's.

"Two more for 24 cents," said the grocer, "would make them 2 cents per dozen less."

"Then," said the lady, "I will take 24 cents' worth."

How many eggs did she buy?

The Street of Houses.

The numbers had been removed and the last one forgotten, and the man was counting the houses.

"You need not do that," said his friend. "The old numbers began at the bottom of the street on the left side, going continuously, then turning down on the right side and coming back to the bottom, so that the last number faced the first. We are going to renumber the houses with alternate numbers on each side, beginning with 'one' on the opposite side, and number 237, I remember, need not be removed. So that the number of houses is obviously—"

What was the number?

He Knew.

Tom—He's engaged to a widow.

Tess—How did he meet her?

Tom—No man meets a widow; she usually overtakes him.

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.	
Drs. of Powder	oz. of Shot
No. 120	4 1/4
No. 129	4 1/4
No. 128	4 1/4
No. 126	4 1/4
No. 135	4 1/4
No. 154	4 1/2
No. 200	3 1/2
No. 208	3 1/2
No. 236	3 1/2
No. 265	3 1/2
No. 264	3 1/2

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

AUGERS AND BITS	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

AXES	
First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	7 00
First Quality, D. B. Steel	10 50

BARROWS	
Railroad	15 00
Garden	33 00

BOLTS	
Stove	70
Carriage, new list	70
Plow	50

BUCKETS	
Well, plain	4 50

BUTTS, CAST	
Cast Loose, Pin, figured	70
Wrought, narrow	60

CHAIN	
Common	1/4 in. 5-16 in. 3/8 in. 1/2 in.
BB.	3/8 in. 1/2 in. 5/8 in. 3/4 in.
BBB.	3/4 in. 7/8 in. 1 in. 1 1/8 in.

CROWBARS	
Cast Steel, per lb.	5

CHISELS	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

ELBOWS	
Com. 4 piece, 6 in., per doz.	net 75
Corrugated, per doz.	1 25
Adjustable	dis. 40 & 10

EXPENSIVE BITS	
Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

FILES—NEW LIST	
New American	70 & 10
Nicholson's	70
Heller's Horse Rasps	70

GALVANIZED	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

GAUGES	
Stanley Rule and Level Co.'s	60 & 10

GLASS	
Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

HAMMERS	
Maydole & Co.'s new list	dis. 33 1/2
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 70

HINGES	
Gate, Clark's 1, 2, 3	dis. 60 & 10

HOLLOW WARE	
Pots	50 & 10
Kettles	50 & 10
Spiders	50 & 10

HORSE NAILS	
Au Sable	dis. 40 & 10

HOUSE FURNISHING GOODS	
Stamped Tinware, new list	70
Japanese Tinware	50 & 10

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate

KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

LEVELS	
Stanley Rule and Level Co.'s	dis.

METALS—ZINC	
600 pound casks	8
Per pound	8 1/2

MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50

MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30

PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10

PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27.	10 80
"B" Wood's pat. plan'd. No. 25-27.	9 80
Broken packages	1/2c per lb. extra.

PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5

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

RIVETS	
Iron and tinned	50
Copper Rivets and Burs	45

SAND PAPER	
List acct. 19, '86	dis. 50

SASH WEIGHTS	
Solid Eyes, per ton	28 00

SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00

SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

SQUARES	
Steel and Iron	60-10-5

TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade.	1 25

TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade.	1 50

BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13

TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25

WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

WRENCHES	
Baxter's Adjustable, Nicked	80
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	55
12 gal. each	58
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
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX	
5 lbs. in package, per lb.	1

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	

Per gross	
Pints	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	2 75

Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60</

CHRISTMAS TRADE.

Unique Suggestions As To How To Increase It.

Written for the Tradesman.

The general dealer who is "up to snuff" isn't going to be leaving any rocks unheaved to sell goods from now until he drops the portcullis of his business castle on the night of December 24, 1906. A little extra effort of the right sort on the part of all the selling force in his place can augment sales far more than they would naturally be increased even at the joyous time when all Christendom is looking giftwards.

There's scarcely a thing in the store but might be given as a present to some one if its presentation were made to the right person in the right way. Even so prosaic a thing as a fitch of bacon or a bushel of Murphys or a bunch of Kalama-zoo may be the very thing to gladden most the heart of some one needing that very fitch, that very bushel, that very bunch!

The same holds true as regards articles in the dry goods line.

A lady steps up, say, to the hosiery counter to buy something in that line for her own self. If only what she calls for is shown her perhaps she would—and then again perhaps she wouldn't—have it pop into her cranium that something in the way of these goods would be just the thing for So-and-So. We will infer that the clerk is acquainted with Mrs. Blank's family and also with a number of her friends. If the lady comes in to buy hose for herself along towards the Holidays, the clerk may with propriety adroitly lead the conversation around to the subject of presents. She might remark:

"I suppose, Mrs. Blank, 'you are just rushed to death making Christmas presents.'"

If Mrs. Blank is anything like the majority of her sex she hasn't given Christmas a thought until now, with the momentous day only a couple of weeks off.

"Oh," exclaims Mrs. Blank, "don't say Christmas! Here it is only two weeks until then and I haven't done a thing towards making my presents. I don't know whatever I shall do. It's just thisaway every year, though: I put off everything until the last minute and then I break my neck to get things done. I wish I might do differently, but somehow I don't catch the Christmas spirit until very near the time of 'goodwill towards men.'"

"Yes," sympathizes the cunning clerk, "it is hard to get started on Christmas work until almost the last thing. You're not the only one, however, who's that way by several thousands."

"Now, Mrs. Blank," she continues, gently leading up to the subject uppermost in her mind, "what makes you worry over your Christmas presents this year? You always make such lovely articles your own self, I know, and it must be a great pleasure to your friends to receive these beautiful gifts from you, but why don't you relieve yourself of that work and worry for one year and buy all your presents? To be

sure, they wouldn't be so nice as the work of your own hands, but still they would be 'very good' (to use a trade term, and you would be spared so much personal bother. When you were in here last year about this time you showed me some very fine work you had been doing in the way of embroidery. I remember admiring it greatly, but thinking to myself, 'What an enormous amount of labor Mrs. Blank has been to to get that present up!'

"Do you know, Mrs. Blank," the clerk continues, apparently absorbed only with the thought of the lady's indefatigability, "people who do not embroider or do similar work themselves don't ever realize the great amount of effort that is expended on such presents?"

"Now this year, if I may be so bold as to suggest it" (this very deprecatingly) "why don't you save your strength for something else and buy your presents readymade?"

"Just let me give you a glimpse of some fine new goods I just opened up this morning in my department—"

"Now, what do you think of these?" she continues, shrewdly but covertly keeping her eye on that of Mrs. Blank as she hands her as pretty a pair of black silk hose as a lady could wish to possess.

"And here I have colored ones in evening shades," this wise clerk expatiates, "just the thing for parties with a frock and pumps or dancing slippers of the same shade!" And she gives them over to Mrs. Blank to "look at with her hands," as we all possess such a child's love of doing.

The customer softly passes the silk meshed things through her fingers with evident delight.

"Now, hasn't that a delightful feel?" pursues the clerk, picking up another pair of the delicate beauties and daintily handling them. "And see how exquisite the pattern is," she observes; "just the thing for your pretty little daughter to wear to Mrs. D's big coming-out party for

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

SELL
Mayer Shoes
And Watch
Your Business Grow

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

"Red Seal Shoes"

"Red Seal" is the seal of shoe quality for women. All leathers. Twelve styles Blucher cut, lace or button, for house or street wear. Retails for \$2 50 and \$3 00.

MICHIGAN SHOE CO., - - - DETROIT



Useful Xmas Goods

Suspenders, Neckties, Brushes, Mufflers, Handkerchiefs, Fancy Socks, Fancy Hose, Lace Curtains, Ribbons, Perfumes, Umbrellas, Rugs. Also a large assortment of sterling silver novelties.

When you are in town come in and examine our line.

We also carry a nice line of Furs—

P. STEKETEE & SONS
Wholesale Dry Goods

Grand Rapids, Mich.

VILETTA **Famous Bitter-Sweet Chocolates** VILETTA
A T T A

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.

her niece—of course your little May will attend, she's such a friend of the debutante."

Thus the knowing hosiery girl leads the lady on, and first thing the latter knows—and without exactly understanding how it was brought about—she has invested twelve or fifteen dollars in truly elegant hose for different members of her family and others and has saved herself, at the same time, a deal of anxiety as to possibly-unfinished gifts.

Now here is real genius on the part of a salesperson. She thoroughly understands her advantages and, also, she thoroughly understands her limitations. She has made a study of each one of her usual patrons and by so doing she knows just how far along the road of the purely personal she may travel. She doesn't attempt familiarity with those who would be likely to resent it—that would spoil present and future trade relations. She is discreet, she is cautious.

Other instances suggest themselves whereby the foxy merchant—and that not in a bad sense—and his sales-help may make the Holidays a lively time for the cash register.

The lace-embroidery girl can do her share by persuading her regular customers to allow her to show them some of the choice things in her line. What young lady but fairly dotes on a sheer handkerchief with fine lace around its narrow hem or dainty embroidery in the corners; or a round one with embroidery encircling it and costly lace on the edge? I recall one of the former. It was an infinitesimal affair with a fine linen lawn center and in each corner were little appliqued maple leaves and flowers. The tiny stitches that held these in place were oh, so eye-straining that I pitied the foreign woman or girl who had put them there. The handkerchief had been brought over by a relative to the owner, a young girl who has been peculiarly lucky in having unusually lovely personal presents showered upon her by her sea-crossing relation. She ought to "consider her blessings" in this particular regard, but, as a matter of fact, she doesn't one-quarter appreciate the elegant gifts that are constantly bestowed upon her. If she were obliged to do without these treasures matters would take on a different hue. 'Tis a case of "To him that hath shall be given."

The lace clerk—as well as others—should be extended permission by the proprietor to send out personally written letters, at the expense of the store, to the patrons who would be most likely to consider their contents. This will bring in lots of extra trade. These letters should not be neglected until the Christmas rush is well under way, but should be carefully composed and sent out before the rush begins. They might be worded somewhat on this order:

City, Dec. 1, 1906.

Mrs. Cinderella Goodlady,
City.

Dear Madam—Knowing that you present many beautiful things at the gift-giving season, I beg the privi-

lege of showing you some of the handsomest articles that have ever come to my department. I know you can not but be charmed with them. Please drop in soon, as the stock in these special goods is limited and I would like to give you first choice.

Very respectfully,

Mary Jane Clerque.

Of course, the above letter is merely a suggestion. Such letters must be varied to suit the merchandise and—more important—the recipient. They may not be overbold—must not be presuming too much on acquaintance. They should be couched—not in Uriah Heap language but in most respectful phrasing, and should be submitted to the eagle eye of the employer before Uncle Sammy has them in his possession.

These missives and other business-getters may be used as a means of greatly increasing the Christmas trade.

John B. Still.

Employs Women in Foundry Work.

Bay City, Dec. 11—The Smalley Motor Co., Ltd., manufacturer of gasoline and alcohol engines, and which recently doubled the size of its plant, has built another addition, this time to its foundry. It has, in connection with this addition, introduced an innovation in local industrial circles by employing women in its lighter foundry work.

The company has been unable to secure the men it wanted, being unable even to secure a sufficient number of "green" men to take up the work and learn it. It turned to the girls and started this week with four as an experiment. The girls have been so successful that the new addition will be given over to them entirely.

There are about four applicants for every position, although it is next to impossible to secure girls for housework. The company says the girls do coremaking and pattern work of the lighter kind better than men do; are quicker to learn and develop more skill.

Sawyer's
CRYSTAL
See that Top **Blue.**



For the
Laundry.

**DOUBLE
STRENGTH.**

Sold in
Sifting Top
Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice
as far as other
Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.



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.



Holds 200 kinds of cards in glass case. Customer selects the card by number. Cabinet contains surplus stock with numbers corresponding.

No soiled stock. No time lost in waiting on a customer. Ask

HAZELTINE & PERKINS DRUG CO., Grand Rapids

Or write to T. H. Paulson, Maker, Bloomingdale, Mich.



Established 1872

Buy the Best



Jennings' Flavouring Extracts

Known and used by the consuming public for the past 34 years. The Jennings brand is worth 100 per cent. in your stock all the time. We shall hope for a continuance of your orders during 1907, assuring you of a square deal at all times. * * * * *

Jennings Manufacturing Co.

Owners of the

Jennings Flavouring Extract Co.

19 and 21 South Ottawa St.

Grand Rapids



Michigan Knights of the Grip.
President, H. C. Kloockslem, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, W. D. Watkins, Kal-
amazoo; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No 131, U. C. T.
Senior Counselor, W. D. Simmons;
Secretary and Treasurer, O. F. Jackson.

Liberty That May Handicap Boys of To-Day.

Often I have wondered what mountainous aggregate of misery and failure is the fruit every day of the petty hypocrisies of business and social life. It is doubtful if mighty Everest of the Himalayas overtops it.

If it were realized fully by that conventionalism which insists everywhere that everything ought to be good, just how hard of understanding and appreciation is the simplest expression of simple truth, the mere recognition of conditions would be a palliative. As it is, conventionalism is teaching an ideal, laboratory conception of life, which the misled student will be unable to realize when he has passed on to post-graduate reality.

To appreciate the condition of the young person of to-day in respect to all this, it must be remembered that the family life of to-day is in a reactionary stage. Not more than twenty-five years ago the average child in the household was in a condition of repressed serfdom. The parent was the autocrat and had been the dogmatic ruler of the household for centuries. His merest whims were laws against which there was no appeal in equity. The child might revolt and flee, but he could not question. "Children should be seen and not heard." In those days the teacher in the secular schools was judged more largely and favorably by his ability to administer corporal punishment and enforce a dumb obedience to rules of order than by his knowledge of text books and his tactful ways and means for interesting a student in his work. And, indeed, much of this tyranny of the pedagogue was necessary, considering the child's serfdom in his home life.

From this impossible state of the child, reaction was necessary, but, as with all reactionary movements, it has gone too far. Within a dozen years we have seen the growing popularity of any sociological topic bearing upon the training and development of children—almost as if children were a new element and problem in sociology. Legislatures of great states have been moved to prohibit corporal punishment in the schools. "Moral suasion," the antithesis of the old home code, is a "mothers' convention" topic which seems exhaustless in its possibilities of discussion. And in the meantime humanity is born of humanity year after year as it has been born age after age.

Under the reactionary influences of

the times one of the commonest expressions of the parent type of to-day embodies the substance of, "Well, we do not believe in harsh measures with our children—they will get enough of it when they get out into the world!"

They will indeed! Far more of it than if the parent with a rugged, courageous, unconventional acceptance of conditions would face his duty, and with kinder and yet firmer methods prepare the child for the inevitable.

In all the activities of man in all the fields of his endeavors there is not now and never will be a substitute for discipline. This leavening discipline of the world's work in its best sense bears no relation to the old dumb driven serfdom of the old school. It is best when it is least in evidence. The fact that such a vast army of mankind in every walk of life is undisciplined is responsible for most evils in the world. Discipline in its best sense does not imply the observance of written rules. Discipline logically is the result of training and knowledge, and the tendency of this combination is toward the elimination of all rules of conduct written for enforcement. Not only are the written rules superfluous but the army of individuals required to force the observance of rules might return to the ranks of the individual where individualism is raised to its highest standard through individual training.

But the influences of the time are against discipline of the old school, and the substitute for the discarded method has not been isolated and defined. To-day the employer of men finds his greatest discouragement in the lack of discipline among them. To the same degree the young recruit in the world's work finds his greatest discouragements in the new conditions which he is called upon to face.

In his home life he has had little of the characteristic discipline which rules in the world of work. In the common schools, under the widening laws of compulsory education, he has been seduced by the widening license which results from prohibited corporal punishment, from the inability of the teacher to enforce discipline by expulsion, or even to make temporary suspensions carry a lesson in duty. These handicaps to the teacher naturally have bred wider tolerations, until to-day one of the sinister signs of the times in the school is a misnamed "school spirit," which is handmaid to anarchy.

To-day in an age of machinery and of special training the field of the mechanic and artisan requires an enormous proportion of men in supervising capacities, due to the lack of individual discipline. Anywhere in the field of men's endeavor there is no one other short-coming of the employe more destructive of his opportunities than is this one evidence of inability for self-control. Take all the detail causes of all the individual failures in the world and catalogue them as you will, a study of these groupings on broad lines will bring 90 per cent. of them back under the

one heading, "Lack of discipline."

In all times, perhaps, men in adult life have looked upon the boy and sighed over the fact that children were not brought up as they were when they were boys, but to-day you may take the young man hardly out of school who has been advanced to a position of supervision of young men and of responsibility for them and their work, and he may be loud-est of all in his plaint, "You can't do anything with them!"

Something is wrong with the young man and the young woman to-day as factors in the world's work. That young man and that young woman who will accept the suggestion and ask of themselves, "What is it?" will have made a long stride toward success when they have found the answer.

John A. Howland.

Food Fallacies of Cranks.

A great deal of erroneous teaching, which because it is enunciated with emphasis passes for gospel, lately has been promulgated on the question of diet as an aid to physical culture. I never have subscribed to the doctrine that we are all given to overeating, and yet this is the text which recently has occasioned more sermons than any other.

My observation has convinced me that a large proportion of people eat too little and are much undernourished. If there be any fault at all it lies in taking too much proteid—i.e., the part of the food usually considered to contain the nourishment.

It has been shown clearly by Prof. Chittenden, working under the auspices of the United States agricultural bureau, that perfect health may be maintained on one ounce of animal food per day. But no amount of experimentation will ever carry conviction, because in this, as in most other things, every man is a law unto himself, and serious objection always must be taken to the theory of the ardent apostle that what suits him must of necessity suit every other man.

The old fashioned method of training on great quantities of lean meat was based on a fallacy and was eminently risky. It was responsible for many cases of staleness and actual breakdown. Animal food is stimulating, and its strength giving properties are more rapidly transferred to the tissues of the body. But it fails

to give the same amount of endurance as vegetable proteid, so that in a contest where staying power is required a well fed vegetarian is likely to lower the colors of the meat eater.

Whatever may be said of the merits of the two meals a day plan, and even of the one meal plan, three meals a day have stood the test of experience and are much more likely to be useful to the average man.

In England the additional afternoon tea, and the beer lunch too frequently taken in America, is the cause of more indigestion and other maladies than all the other meals together. The hot tea, with its sugar, as well as the malt, is full of fat producing elements, and if only half an ounce a day be added to the weight it means more than ten pounds a year. The Jap drinks a great deal of tea, but besides preparing it in such a way as to extract the volatile oil, which gives it the flavor, without dissolving the theine, the active principle to which the intoxicating properties of tea are due, he adds neither milk nor sugar. His tea drinking, therefore, simply is a means of imbibing agreeably flavored, sterilized water.

Alex. Bryce, M. D.

A bill will be introduced at the next session of the Missouri Legislature forbidding the issue of marriage licenses to men who have no visible means of supporting a wife. The girl who buys a man will then have to pay something in advance if she wishes to consummate the bargain.

Even the man who is truthful in the daytime may lie awake at night.

Livingston Hotel Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

THE 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

News and Gossip About Detroit Salesmen.

Detroit, Dec. 11—Augustus Charles Crowley, a traveling man in the employ of Martin Maier & Co., died Saturday in St. Mary's Hospital from an attack of spinal meningitis, with which he was stricken while on the road two weeks ago. Mr. Crowley was born in Salem, Wellington county, Ont., twenty-nine years ago, and had been a resident of this city about five years. He left a young widow, formerly Miss Anna Mornell, of this city, to whom he was married a little over a year ago, and who is doubly afflicted, her mother dying recently. Mr. Crowley was also survived by his aged mother, in Salem, and by two brothers, Gerald and Ambrose, in Detroit.

Cadillac Council will have a smoker December 29 for all the commercial travelers in Detroit. There are 5,000 in the city, although it is scarcely expected that that many will be present. Still Cadillac Council expects to make a good showing in winning some of the 5,000 as members. This will not interfere with the regular fourth Saturday social and dance, which is becoming a very popular social feature.

Milton J. Silberman, known to the dry goods trade of Southern Michigan for twenty-two years as representative of A. Krolik & Co., has severed his connection with that house, the change to take effect January 1. After that he will be Western representative of Asiel, Putzel & Co., of New York, with headquarters here. Mr. Silberman is the oldest traveling man now employed by his house. When he began the firm had only three men on the road, and occupied about a sixth of its present space. Learning the wants of dealers in his territory thoroughly, he has been kept on the run, new salesmen being used in extending territory. As dean of the force he has been very popular with all of the attaches, and many regrets are expressed at his leaving. Mr. Silberman was the First Vice-President of the old Michigan Commercial Travelers' Association, is a Past Counselor of Detroit Council No. 9, United Commercial Travelers, and at one time was a member of the Executive Committee of the Grand Council. He is also a member of the Phoenix Club.

"Niggardliness on the part of Detroit wholesalers toward their traveling representatives is causing many of the best men to transfer themselves to New York houses," remarked a well informed Knight of the Grip the other day. "You have only to look over the records for a few months back. I can tell of a dozen Detroit salesmen who have gone to the big Eastern concerns because their own do not appreciate them. The employers are apt to gauge their men by their supposed necessities, instead of by what they are worth in amount of goods sold. To pay a man two or three thousand a year would break their hearts, although the sales often warrant it. The next thing they know some metropolitan firm makes him a good offer to cover the same territory. It has gotten so

that Detroiters will register from Cleveland, Cincinnati, Chicago or New York to avoid being considered cheap men. Another thing I have noticed is that comparatively few Detroit houses have their traveling men's trunks labeled with the name of this city. They put 'J. S.' instead of 'John Smith, Detroit, Mich.,' and there are people not 500 miles away who still think we are a suburb of Toledo."

Movements of Michigan Gideons.

Detroit, Dec. 11—M. C. McBrayne, Edw. A. Field and Aaron B. Gates, of Detroit Camp No. 1, conducted the services for the Volunteers of America at Detroit last Saturday evening. Detroit Camp will conduct this service every Saturday evening until further notice, beginning at 8 p. m.

Alonzo C. Holmes, President of Detroit Camp, returned last week from Grand Rapids, where he had been for the past month representing the Parquet Flooring Co.

W. D. Van Schaach, of this city, was elected Secretary of Detroit Camp last month. Mr. Van Schaach came from Boston to this city.

L. E. Davies' present address is 20 Richard Terrace, Grand Rapids, and W. H. Andrews' present address is 244 Sweet street, Grand Rapids. Dues are paid to July, 1907. George Soerhide's present address is 899 Stewart avenue, Grand Rapids.

J. R. Nixon recently moved from Albion to Sunfield.

Secretaries Michigan Camps should make record of above.

H. F. Huntley, State President of the Gideons, was at Grand Ledge last week.

E. M. Armstrong, of Fenton, arrived home Saturday morning and expects to form the acquaintance of his family before starting out again.

C. F. Louthain, Grand Rapids, recently copyrighted a song entitled "Fount of Love."

Bert S. Statton, Owosso, recently joined Michigan Gideons. His Gideon number is 6,354 and he has been assigned to Lansing Camp.

Wilbur O. Ephlin, Grand Rapids, No. 6,369 Gideon, is the "omega" for Camp No. 2.

Lafayette Van Delinder and Thos. G. Adams, of Lansing Camp, have been thinking about the next Gideon State convention and will doubtless send their invitation in a few days for same.

Gordon Z. Gage was in Saginaw and Bay City last week with a full line of Deabrook's perfumery.

E. E. Johnson, of Toledo Camp, will be in Saginaw and Bay City for several weeks in the interests of the International Correspondence School.

Attention is directed to the advertisement published in the Wants Column department of this week's paper under No. 386. This stock is located in a thrifty town in Central Michigan in the center of a rich agricultural community. The business is well established and the stock is clean and up-to-date. Those who contemplate purchasing a stock of this kind would do well to look into this situation.

Public Improvement at the Soo.

Sault Ste. Marie, Dec. 11—By the unanimous adoption of the report of the Committee on Revision, the business men of the city have changed the name of their organization from the Chamber of Commerce to the Commercial club. The passing of the old misnomer of the Chamber of Commerce, which might mean anything, to the definite title of Commercial club, which instantly makes plain the purpose of the organization, was accomplished without a dissenting vote. The report of this Committee, which was adopted in toto, made other numerous changes in the by-laws, all of them in the direction of simplifying and popularizing the organization.

Instead of a board of directors, the work of the club will be handled by ten standing committees, the chairmen of these committees together with the officers of the Club forming an executive committee. The reduction of the annual dues from \$5 to \$2 was confirmed and monthly meetings of the entire membership of the Club except during July and August will be the rule from now on. There are ten standing committees and each committee during the course of the year will have charge of one public meeting, providing the program and such entertainment as they may determine. The first meeting of this character will be held in January and will be in charge of the Committee on Conventions and Entertainment.

The ten standing committees are: Finance, new industries, summer resorts, publicity, transportation, conventions and entertainment, membership, agriculture, civic affairs and legislation and taxation. These standing committees will each be comprised of five members and they will be appointed by the President. To aid the President in the selection of this large number of committeemen, the committee on revision of the by-laws was continued.

The committee appointed to solicit signatures to an agreement to route all possible freight via the D. & C. boats during the summer season reported that they had met with excellent success, most of the shippers of the city signifying their willingness to help the project along in every way possible. In addition to signing the agreement, most of the merchants are writing personal letters to their Detroit jobbers asking them to use their personal influence with the D. & C. people and with the Detroit Chamber of Commerce to secure the boats for the Soo.

The committee on the publication of an advertising booklet reported that an edition of 10,000 would cost in the neighborhood of \$700. A. E. Young, who made the report, indicated by his remarks that the committee had done considerable work on the subject and suggested some excellent ideas. The whole matter was referred to the permanent committee on advertising.

The committee appointed to negotiate with James R. Ryan for the manufacture of his patent buggy tops reported that the necessary funds

had been raised and that within a short time the tops would be under process of manufacture in this city. The first lot of frames will be made in Chicago, but the canvas tops will be made here and as soon as practicable the manufacture of the entire affair, frames and all, will be carried on in the Soo. This report, made by Chairman J. E. Whalen, was applauded as the first tangible result of the present movement.

The fact that all that was required to direct attention to this city as a site for manufacturing plants was an active organization like the Commercial club was further demonstrated by the announcement that a prominent manufacturer of veneer was figuring upon a removal of his plant to Northern Michigan and that he might come to the Soo under certain conditions.

Thirty-Seven Out of Sixty-One.

Battle Creek, Dec. 11—At the Michigan Board of Pharmacy meeting, held in Grand Rapids Nov. 21, 22 and 23, there were sixty-one applicants in all, forty-one for registered pharmacists' certificates and twenty for registered druggists' certificates. Following is a list of the twenty registered pharmacists who were successful in passing the examination:

P. E. Biddecomb, Detroit; George E. Bangham, Homer; Walter M. Budge, Coleman; Louis L. Bryson, Escanaba; Horace E. Blodgett, Gaylord; Emerson M. Cooper, Carleton; Leon J. Campbell, Benton Harbor; F. A. Graham, Big Rapids; George Wallace Jones, West Branch; Colon W. Jeffrey, Armada; Albert L. Jacobson, Lansing; Max Ludwig, St. Joseph; William J. Morland, Bangor; Allen A. Mack, Owosso; Peter McFarland, Mount Pleasant; Joseph E. Noregan, Kalamazoo; Arthus William Roth, Jr., Detroit; Frank Tracy, Manistee; John Van Holt, Kalamazoo; Willard M. Warren, Grand Rapids.

Following is a list of the seventeen registered druggists who were successful: O. J. Baker, Big Rapids; O. L. Ball, Langston; Earl Cassoda, Grand Rapids; Lee Ed Chandler, Chelsea; Clinton R. Furtney, Grand Rapids; Leland A. Foster, Chelsea; Earl L. Fritz, Maple City; Edward Fox Tainier, Grand Rapids; William Thompson, Big Rapids.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Dec. 12—Creamery, fresh, 25@31c; dairy, fresh, 20@26c; poor to common, 18@20c; roll, 20@23c.

Eggs—Fancy candled, 33@34c; choice, 30@32c; cold storage, 24@25c. Live Poultry—Springs, 10@11c; fowls, 9@11c; ducks, 12@12½c; old cox, 8c; geese, 12@12½c.

Dressed Poultry—Fowls, 10@11½c; chickens, 10@13c; old cox, 9c.

Beans—Pea, hand-picked, \$1.50@1.55; marrow, \$2.50@2.60; mediums, \$1.50@1.60; red kidney, \$2.25@2.40; white kidney, \$2.40@2.60.

Potatoes—White, 45@48c; mixed and red, 40@42c. Rea & Witzig.

The fellow who wears glasses doesn't always make a spectacle of himself.



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. Shiley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Prepare for the Winter Business.

Preparations for chapped hands and face are now in order. We take it for granted that every druggist has a dependable formula—some have several—for preparations of this class. Usually they are not expensive and a liberal bottle may be sold for twenty-five cents.

The demand for remedies for coughs and colds will soon be at its height. A druggist should have his own remedies for these ailments. He should have several different kinds, all thoroughly reliable. Some customers want the taste of syrup of tar, others syrup of wild cherry, etc. But the druggist should be careful to push these remedies strictly on their own merits. Imitate nobody's name nor anybody's package.

Many druggists dispense "hot soda" and find it a profitable investment. It will prove so, if it be given proper attention, but to let it practically take care of itself, as many druggists are apt to do, will soon rob this department of what profit might otherwise be in it. A lukewarm cup of flavored water is not "hot soda" and nothing could be more insipid, more disagreeable, more likely to turn a customer against "hot soda." But a steaming hot cup of tomato bouillon, chicken broth, beef tea, or even chocolate or coffee on a cold day—that's what will make a customer walk blocks out of his way to get another.

Several departments of the store need special attention at this time of the year. Holiday goods demand, perhaps, first attention. The season for making sales of this class of goods is, necessarily, short, and the most must be made of it while it lasts. Of course, in the very large cities, the holiday trade of druggists does not amount to much. The dry goods and department stores get most of the holiday trade. Indeed the druggist in the large cities not only has no additional holiday trade, or very little, but he is likely to be annoyed by demands for string to wrap up parcels—and frequently be asked to wrap them—paper for wrapping, extra stamps are wanted and parcels are left for the express man or for the mail man when he comes to empty the corner mail box.

But in the towns and villages, and in the smaller cities, the druggist

has his share of holiday trade, and usually sells Christmas gifts—ranging from the penny picture book to expensive cut glass articles. As the druggist dislikes to "carry over" much of this Christmas stock, thereby cutting into his net profits and leaving him with a stock of "seconds" for next year's sales, there is ample opportunity for the exercise of his originality and ingenuity in so advertising his stock that he will be pretty well "cleaned up" when he closes his store on Christmas eve.

Chemistry Must Be Revised.

Chemical revolutions are promised by J. R. Rydberg, Professor in Physics in the University of Lund, Sweden. He has a new theory about chemical elements. He has come to the conclusion that there must be an element having less atomic weight than any element heretofore known; in fact, only a small fraction of the atomic weight of hydrogen. It is further stated that such an element, the electron, was known before, but that Prof. Rydberg has discovered that it does not consist of any separate kind of material. It is thought that the consequences of this will be exceedingly important, and will lead to the discovery that metals are not simple elements but are composed of electrons. It will follow, also, that electrons, as the new element is called by Prof. Rydberg, is a universal gas which, at all events, forms an atmosphere which prevails throughout our solar system. It is expected, also, that the new discovery will lead to full scientific explanations of many things which have remained doubtful or unexplained, as, for instance, the magnetic storms in connection with sun spot periods, the northern lights, the terrestrial magnetism.

The Drug Market.

Opium—Is very firm and advancing.

Morphine—On account of a higher price for opium an advance is expected.

Codeine—Has again been advanced 10c per ounce.

Quinine—Is firm but unchanged.

Citric Acid—Higher prices will probably rule during 1907.

Cocoa Butter—Has again advanced on account of higher prices in the primary markets.

Glycerine—Is tending higher.

Haarlem Oil—Has advanced 50c per gross.

Menthol—Is slightly lower.

Balsam Peru—Is very firm at the late advance.

Soap Bark—Is scarce and higher.

Oil Peppermint—Is weak.

Oil Cassia—Has declined.

Oil Citronella—Has been advanced on account of small stocks.

Oil Sandalwood—Has advanced.

Oil Spearmint—Has declined.

Saffron—Has declined on account of better supplies.

Gum Camphor—Is very firm.

Pink Root—Is scarce and has advanced.

Squills Root—Is higher.

Cassia Buds—Have advanced.

Women Workers in Science.

Feminine experts are receiving honors. Two recent events show that men of science recognize the ability of women to originate and carry out scientific research and inspire others with their spirit. One is that the Royal Society of London awarded the Hughes medal to Mrs. W. L. Ayrton for her experimental investigations on the electric arc and also upon sand ripples; and the other event is the first lecture delivered at the Sorbonne in Paris by Mme. Curie, who has succeeded the late Prof. Curie in the chair of general physics of the University of Paris. But Mrs. Ayrton and Mme. Curie originated and carried out their scientific investigations unaided. And the tacit acknowledgment of their creative capacity essential to work of this kind is interesting and significant. Although some of Mrs. Ayrton's experiments on the electric arc were made in the laboratories under Prof. Ayrton's charge, it was to her alone that the conception and carrying out of the experiments were due, as well as the original speculations deduced from the results. The logical result of the action of the Royal Society and the University of Paris is that women should be eligible for election into any society or academy that exists for the purpose of extending the boundaries of natural knowledge.

Getting After the Fake Preparations.

New York and Chicago authorities have of late conducted a crusade against adulterated flavoring extracts and fake medicines. The local office of the New York State Board of Agriculture is hard at work trying to run down the makers of flavoring extracts composed of a solution of wood alcohol, coloring material and a little real flavor. Most of these deadly goods are said to have found their way into retail stores on the west side of the city in the middle section along Seventh, Eighth and Ninth Avenues. One of the daily papers stated: "Brands issued by some large jobbing houses under their own labels are said to be of the most spurious kind. In some instances lemon extract containing wood alcohol is sold for twenty-five cents a bottle, while the pure article costs only fifteen cents in stores doing a legitimate trade."

In Chicago the Corporation Counsel has asked the Chief of Police for a special detail of detectives to investigate a number of bogus medical "cures."

The Somnos Controversy.

The Journal of the American Medical Association has stirred up a controversy with the H. K. Mulford Co. about the scientific standing and merits of Somnos.

This article is claimed to be a five

per cent. elixir of a compound of chloral and glycerin and an improvement therapeutically on chloral hydrate.

A number of chemists, physicians and experts for both sides have gone over the subject, but do not seem as yet to have satisfied all parties.

The Mulford Co. admits that they use technical language to protect their interests. The Association says they should take physicians more into their confidence and give full particulars and clinical proofs. Prof. Sadtler says the isolation of a definite compound resulting from the reaction of chloral on glycerin seems to be almost impracticable, owing to its instability.

Chemist Defies Time.

Time and tide may wait for no man, but man may conquer time. The Hungarian chemist, Brunn, claims to have discovered a liquid chemical compound which renders certain kinds of matter proof against the effects of time. He asserts that it doubles the density of nearly every kind of stone and renders it water-proof. It imparts to all metals qualities which defy oxygen and rust. The Professor says that while traveling in Greece some twenty-five years ago he noticed that the mortar in stones of ruins which were known to be over 2,000 years old was as hard, fresh and tenacious as if it had been made only a year. He secured a piece of the mortar and has been working on it ever since, until now, when he says he has discovered the secret. His discovery he claims will at the least double the life of metal exposed to the air, such as in bridges, railroads, vessels and tanks.

Our Holiday Goods

display will be ready soon.

See line before placing your order.

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

PILES

CURED

...without...

Chloroform, Knife or Pain

Dr. Willard M. Burleson

103 Monroe St., Grand Rapids

Booklet free on application

FOOTE & JENKS' FLAVORING EXTRACTS

Pure Extract Vanilla and Genuine, Original Terpeneless Extract of Lemon

State and National Pure Food Standards.

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
 Highest Grade Extracts.

Foote & Jenks
 JACKSON, MICH.

COLEMAN'S
 HIGH FOOTE & JENKS CLASS
 EXTRACTS

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copalba	1 15@ 1 25	Scillae Co	@ 50
Aceticum	6@ 8	Cubebae	1 35@ 1 40	Tolutan	@ 50
Benzolcum, Ger.	70@ 75	Evechthitos	1 00@ 1 10	Prunus virg	@ 50
Boricac	@ 17	Erigeron	1 00@ 1 10		
Carbolicum	26@ 27	Gaultheria	2 25@ 2 35	Tinctures	
Citricum	52@ 55	Geranium	oz 75	Anconitum Nap'sh	60
Hydrochlor	3@ 5	Gossypii Sem gal	50@ 60	Anconitum Nap'sF	50
Nitricum	8@ 10	Hedeoma	3 00@ 3 20	Aloes	50
Oxalicum	10@ 12	Junipera	40@ 1 20	Arnica	50
Phosphorum dil.	44@ 47	Lavendula	90@ 3 60	Aloes & Myrrh	50
Salicylicum	1 1/2 @ 5	Limonas	1 50@ 1 60	Asafoetida	50
Sulphuricum	1 1/2 @ 5	Mentha Piper	3 00@ 3 25	Atrope Belladonna	50
Tannicum	75@ 85	Mentha Verid	3 50@ 3 60	Auranti Cortex.	50
Tartaricum	38@ 40	Morruae gal	1 25@ 1 50	Benzoin	50
		Myrica	3 00@ 3 50	Benzoin Co	50
Ammonia		Olive	75@ 90	Barosma	50
Aqua, 18 deg.	4@ 6	Picis Liquida	10@ 12	Cantharides	75
Aqua, 20 deg.	6@ 8	Picis Liquida gal	@ 35	Capiscum	50
Carbonas	13@ 15	Ricina	1 06@ 1 10	Cardamon	75
Chloridum	12@ 14	Rosmarini	@ 10	Cardamon Cr	75
Aniline		Rosae oz	5 00@ 5 05	Castor	1 00
Black	2 00@ 2 25	Succinl	40@ 45	Catechu	50
Brown	80@ 100	Sabina	90 1 00	Cinchona	50
Red	45@ 50	Santal	@ 4 50	Cinchona Co	60
Yellow	2 50@ 3 00	Sassafras	90@ 95	Columbia	50
		Sinapis, ess. oz.	@ 65	Cubebae	50
Baccae		Tigil	1 10@ 1 20	Cassia Acutifol	50
Cubebae	22@ 25	Thyme	40@ 50	Cassia Acutifol Co	50
Juniperus	8@ 10	Thyme, opt	@ 60	Digitalis	50
Santhoxylum	30@ 35	Theobromas	15@ 20	Ergot	50
Balsamum				Ferri Chloridum	50
Canada	45@ 50	Potassium		Gentian	50
Peru	@ 60	Bi-Carb	15@ 18	Gentian Co	50
Terebinth. Canada	60@ 65	Bichromate	13@ 15	Guaiac	50
Tolutan	35@ 40	Bromide	25@ 30	Guaiac ammon	50
		Carb	12@ 15	Hyoscyamus	50
Cortex		Chlorate	po. 12@ 14	Iodine	75
Abies, Canadian	18	Cyanide	34@ 38	Iodine, colorless	50
Cassiae	20	Iodide	2 50@ 2 60	Kino	50
Cinchona Flava	18	Potassa, Bittart pr	30@ 32	Lobelia	50
Buonymus atro.	60	Potass Nitras opt	7@ 10	Myrrh	50
Myrica Cerifera	20	Potass Nitras	6@ 8	Nux Vomica	50
Prunus Virgini.	15	Prussiate	28@ 26	Opil	75
Quillaja, gr'd	12	Sulphate po	15@ 18	Opil, camphorated	50
Sassafras	po 25			Opil, deodorized.	1 50
Ulmus	36			Quassia	50
Extractum		Radix		Rhatany	50
Glycerhiza Gla.	24@ 30	Aconitum	25@ 25	Rhei	50
Glycerhiza, po.	28@ 30	Althae	30@ 35	Sanguinaria	50
Haematox	11@ 12	Anchusa	10@ 12	Serpentaria	50
Haematox, is	13@ 14	Arum po	@ 25	Stromonium	60
Haematox, 1/4s.	14@ 15	Calamus	20@ 40	Tolutan	60
Haematox, 1/4s	16@ 17	Gentiana po 15	12@ 15	Valerian	50
		Glycerhiza pv 15	16@ 18	Veratrum Veride.	50
Ferru		Hydrastis, Canada	1 90	Zingiber	20
Carbonate Precip.	15	Hydrastis, Can. po	@ 20		
Citrate and Quina	2 00	Hellebore, Alba.	12@ 15	Miscellaneous	
Quinate Soluble	55	Indula, po	18@ 22	Aether, Spts Nit 3f 30@	35
Ferrocyanidum S	40	Ipecac, po	2 50@ 2 60	Aether, Spts Nit 4f 34@	38
Solut. Chloride	15	Iris plox	75@ 100	Alumen, grd po 7	3 @ 4
Sulphate, com'l	2	Jalapra, pr	35@ 40	Annatto	40@ 50
Sulphate, com'l, by	7	Maranta 1/4s	25@ 30	Antimoni, po	4 @ 5
bol per cwt.	76	Podophyllum po.	15@ 18	Antimoni et po T	40@ 50
Sulphate, pure	7	Rhei	75@ 100	Antipyrin	@ 25
Flora		Rhei, cut	1 00@ 1 25	Antifebrin	@ 20
Antica	18@ 18	Rhei, pv	75@ 100	Arzoni Nitras oz	@ 50
Anthemisi	30@ 35	Spigelia	1 45@ 1 50	Arsenium	10@ 12
Matricaria	30@ 35	Sanuginari, po 18	@ 15	Balm Gild buds	60@ 65
		Serpentaria	50@ 55	Bismuth B N....1 85@ 1 90	90
Folia		Senega	85@ 90	Calcium Chlor.	@ 8
Barosma	40@ 45	Smilax, offi's H.	@ 48	Calcium Chlor. 1/4s	@ 12
Cassia Acutifol.		Smilax, M	@ 25	Calcium Chlor 1/2s	@ 12
Cinchona Flava	15@ 20	Scillae po 45	20@ 25	Cantharides, Rus	@ 17 75
Cassia, Acutifol.	25@ 30	Symplocarpus	@ 25	Capisci Fruc's af	@ 20
Salvia officinalis.		Valeriana Eng	@ 25	Capisci Fruc's po	@ 22
1/4s and 1/2s	18@ 20	Valeriana, Ger.	15@ 20	Cap'l Fruc's B po	@ 15
Uva Ursi	8@ 10	Zingiber a	12@ 14	Carphylus	22@ 25
		Zingiber j	22@ 25	Carmin, No. 40.	@ 4 25
Gummi				Cera Alba	50@ 55
Acacia, 1st pkd.	@ 65	Semen		Cera Flava	40@ 42
Acacia, 2nd pkd.	@ 45	Anisum po 20.	@ 16	Crocus	1 30@ 1 40
Acacia, 3rd pkd.	@ 35	Apium (grave's)	18@ 15	Cassia Fructus	@ 35
Acacia, sifted sts.	@ 28	Bldr, 1s	4@ 6	Centraria	@ 10
Acacia, po.	45@ 65	Carui po 15	12@ 14	Cataceum	@ 35
Aloe Barb	23@ 25	Cardamon	70@ 90	Chloroform	32@ 52
Aloe, Cape	@ 25	Coriandrum	12@ 14	Chloro'm Squibbs	@ 90
Aloe, Socotri	@ 45	Cannabls Sativa	7@ 8	Chloral Hyd Crssl	35@ 1 60
Ammoniac	55@ 60	Cydonium	75@ 90	Chondrus	20@ 25
Asafoetida	35@ 40	Chenopodium	25@ 30	Cinchonidine P-W	38@ 48
Benzoinum	50@ 55	Dipteric Odorate.	80@ 1 00	Cinchonidine Germ	38@ 48
Catechu, 1s	@ 13	Foeniculum	@ 18	Cocaine	3 05@ 3 30
Catechu, 1/2s	@ 14	Foenugreek, po.	7@ 9	Corks list D P Ct.	75
Catechu, 1/4s	@ 16	Lini	4@ 6	Creato	@ 2
Comphorae	1 30@ 1 38	Lini, grd. bbl 2 1/2	3@ 3	Creta, bbl 75	@ 2
Cuphorbium	@ 40	Lobelia	75@ 80	Creta, prep	@ 5
Galbanum	@ 100	Pharlaris Cana'n	9@ 10	Creta, precip	9@ 11
Gamboge	po. 1 35@ 1 45	Rapa	5@ 6	Creta, Rubra	@ 8
Guaiacum	po 35	Sinapis Alba	7@ 9	Crocus	1 50@ 1 60
Guaiacum	po 45c	Sinapis Nigra	9@ 10	Cudbear	@ 24
Mastic	@ 45			Cupri Sulph	8@ 12
Myrrh	@ 45	Spiritus		Dextrine	7 10
Opium	60@ 70	Frumenti W D.	2 00@ 2 50	Emery, all Nos.	@ 8
Shellac	60@ 70	Frumenti	1 25@ 1 50	Emery, po	@ 8
Shellac, bleached	60@ 65	Juniperis Co O T 1	65@ 60	Ergota	po 65 60@ 65
Tragacanth	70@ 1 00	Juniperis Co	1 75@ 2 50	Ether Sulph	70@ 80
		Saccharum N E 1	90@ 2 10	Flake White	12@ 15
Herba		Spt Vini Galli	1 75@ 6 50	Gala	@ 23
Absinthium	4 50@ 4 60	Vini Operto	1 25@ 2 00	Gambler	8@ 9
Eupatorium oz pk	20	Vini Alba	1 25@ 2 00	Gelatin, Cooper.	@ 60
Lobelia oz pk	25			Gelatin, French	35@ 60
Majorum oz pk	28	Sponges		Glassware fit box	70
Mentra Pip. oz pk	23	Florida Sheeps' wool	@ 2 00	Less than box	75
Mentra Ver. oz pk	23	carriage	3 00@ 3 50	Glue, brown	11@ 13
Rue oz pk	39	Nassau sheeps' wool	@ 2 00	Glue white	15@ 25
Tanacetum V.	22	carriage	3 50@ 3 75	Glycerina	13@ 18
Thymus V. oz pk	25	Velvet extra sheeps' wool, carriage	@ 2 00	Grama Paradisi.	@ 25
Magnesia		Extra yellow sheeps' wool	@ 1 25	Humulus	35@ 60
Calcined, Pat	55@ 60	wool carriage	@ 1 00	Hydrarg Ch....Mt	@ 90
Carbonate, Pat.	18@ 20	Hard, slate use.	@ 1 00	Hydrarg Ch Cor	@ 85
Carbonate, K-M.	18@ 20	Yellow Reef, for slate use	@ 1 40	Hydrarg Ox Ru'm	@ 1 10
Carbonate	18@ 20			Hydrarg Ammo'l	@ 1 10
Oleum		Syrups		Hydrarg Ungue'm	50@ 60
Absinthium	4 90@ 5 00	Acacia	@ 50	Hydrargyrum	@ 75
Amygdalae, Dule.	40@ 65	Aurant Cortex	@ 50	Ichthyobolla, Am.	90@ 1 00
Amygdalae, Ama	8 00@ 8 25	Zingiber	@ 60	Indigo	75@ 1 00
Anisi	1 85@ 1 95	Perri Iod	@ 50	Iodo Resubi	3 85@ 3 90
Auranti Cortex	2 75@ 2 85	Rhei Arom	@ 50	Iodoform	3 90@ 4 00
Bergamli	3 00@ 3 10	Smilax Offi's	50@ 60	Lupulin	@ 40
Capivi	85@ 90	Senega	@ 50	Lycopodium	70@ 75
Carophylli	1 40@ 1 50	Scilla	@ 50		
Cinnamon	50@ 60				
Cinnopadi	3 75@ 4 10				
Cinnamon	1 40@ 1 50				
Citronella	65@ 70				

Liquor Arsen et		Rubia Tinctorum	12 @	14	Vanilla9 00 @	
Hydrarg Iod	@ 25	Saccharum La's.	22 @	25	Zinci Sulph7 @	8
Liq Potass Arsinat	10 @ 12	Salacin	50 @	4 75			
Magnesia, Sulph.	2 @ 3	Sanguis Drac's.	40 @	50	Oils		
Magnesia, Sulph bbl	@ 1%	Sapo, W	12 @	14			bbl. gal.
Mammia S F	45 @ 60	Sapo, M	12 @	14	Whale, winter	70 @	70
Menthol	2 90 @ 3 00	Sapo, G	10 @	14	Lard, extra	70 @	80
Morphia, S P & W	25 @ 35 @ 2 60	Seidlitz Mixture	20 @	22	Lard, No.	60 @	65
Morphia, S N Y Q2	35 @ 2 60	Sinapis	@ 18		Linsced, pure raw	42 @	45
Morphia, Mal.	2 35 @ 2 60	Sinapis, opt	@ 30		Linsced, boiled	45 @	46
Moschata Canton.	@ 46	Snuff, Maccaboy.	@ 51		Neat's-foot, w str	65 @	66
Myristica, No. 1	28 @ 30	DeVoes	@ 51		Spts. Turpentine	Market	
Nux Vomica po 15	@ 10	Stuiff, S'h DeVo's	@ 51		Paints	bbl. l.	
Os Sepia	25 @ 28	Soda, Boras	9 @	11	Red Venetian	1 1/2 @	2 @ 3
Pepsin Saac, H &	@ 1 00	Soda, Boras, po.	9 @	11	Ochre, yel Mars	1 1/2 @	2 @ 4
P D Co	@ 1 00	Soda, et Pot's Tart	25 @	28	Ochre, yel Ber	1 1/2 @	2 @ 4
Picis Liq N N 1/2	@ 2 00	Soda, Carb	1 1/2 @	2 1/2	Putty, comm'r'l	2 1/2 @	2 1/2 @ 3
gal doz	@ 2 00	Soda, Bi-Carb	3 @	4	Putty, strictly pr	2 1/2 @	2 1/2 @ 3
Picis Liq qts	@ 1 00	Soda, Ash	3 @	4	Vermillion, Prime		
Picis Liq, pints.	@ 60	Soda, Sulphas	3 1/2 @	4	American	13 @	15
PH Hydrarg po 80	@ 50	Spts. Cologne	@ 2 60		Vermillion, Eng.	75 @	80
Piper Nigra po 22	@ 18	Spts. Ether Co.	56 @	55	Green, Paris	24 @	30
Piper Alba po 35	@ 30	Spts. Myrcia Dom	@ 2 00		Green, Penninsular	13 @	16
Pix Burgum	@ 8	Spts. Vini Rect bbl	@		Lead, red	7 1/2 @	7 1/2
Plumbi Acet	12 @ 15	Spts. V'i Rect 1/2 b	@		Lead, white	7 1/2 @	7 1/2
Pulvis Ip'c et Opil	1 30 @ 1 50	Spts. V'i R't 10 gal	@		Whitting, white S'n	@ 70	
Pyrethrum, bxs H	@ 75	Spts. V'i R't 5 gal	@		Whitting, Gliders'	@ 95	
P Co. doz	@ 75	Strychnia, Crystl	1 05 @	1 25	White, Paris Am'r	@ 1 25	
Pyrethrum, pv	20 @ 25	Sulphur Subl	2 1/2 @	3 1/2	Whig Paris Eng		
Quassia	8 @ 10	Sulphur, Roll	2 1/2 @	3 1/2	cliff	@ 1 45	
Quina, S P & W	17 @ 27	Tamarinds	8 @	10	Universal Prep'd	1 10 @	1 20
Quina, S Ger	17 @ 27	Terebenth Venice	28 @	30	Varnishes		
Quina, N. Y.	17 @ 27	Theobromae	50 @	60	No. 1 Turp Coachl	10 @	1 20
					Extra Turp	1 60 @	1 20

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

Col	1	2
ARCTIC AMMONIA		
Ammonia	12 oz. ovals 2 doz. box...75	Cove, 1lb. Oysters @ 90
Axle Grease	1lb. wood boxes, 4 dz. 3 00	Cove, 2lb. @ 1 65
	1lb. tin boxes, 3 doz. 2 35	Cove, 1lb. Oval @ 1 00
	3 1/2 lb. tin boxes, 2 dz. 4 25	Plums @ 85
Baked Beans	15lb. pails, per doz. 6 00	Peas @ 1 00
Bath Brick	25lb. pails, per doz. 7 20	Marrowfat @ 1 00
Bluing	15lb. pails, per doz. 12 00	Early June @ 1 00
Brooms	1lb. can, per doz. 90	Early June Sifted 1 25 @ 1 65
Brushes	2lb. can, per doz. 1 40	Peaches @ 1 00
Butter Color	3lb. can, per doz. 1 80	Yellow @ 1 00 @ 1 15
		Pineapple @ 1 25 @ 2 75
		Sliced @ 35 @ 2 55
		Pumpkin @ 70
		Fair @ 80
		Good @ 80
		Fancy @ 1 00
		Gallon @ 2 50
		Raspberries @
		Russian Caviar @
		1/4 lb. cans @ 3 75
		1/2 lb. cans @ 7 00
		1 lb. cans @ 12 00
		Col'a River, tails 1 80 @ 1 85
		Col'a River, flats 1 90 @ 1 95
		Red Alaska @ 1 20 @ 1 30
		Pink Alaska @ 1 00
		Sardines @ 3 1/4 @ 3 1/4
		Domestic @ 3 1/4 @ 3 1/4
		Domestic, Must'd @ 9
		California, 1/4s @ 11 @ 14
		California, 1/2s @ 17 @ 24
		French, 1/4s @ 7 @ 14
		French, 1/2s @ 18 @ 28
		Shrimps @ 1 20 @ 1 40
		Standard @ 1 20 @ 1 40
		Succotash @ 85
		Good @ 1 00
		Fancy @ 1 25 @ 1 40
		Standard @ 1 10
		Fancy @ 1 40 @ 2 00
		Tomatoes @ 1 10
		Fair @ 1 10
		Good @ 1 20
		Fancy @ 1 40
		Gallons @ 3 60
		CARBON OILS
		Perfection @ 10
		Water White @ 9 1/2
		D. S. Gasoline @ 16
		87 Gasoline @ 22 1/2
		Deodor'd Nap'a @ 13 1/2
		Cylinder @ 29
		Engine @ 34 1/2
		Black, winter @ 9 @ 10 1/4
		CEREALS
		Breakfast Foods
		Bordeaux Flakes, 36 1lb. 2 50
		Cream of Wheat, 36 1lb. 4 50
		Egg-O-See, 36 pkgs. 2 85
		Excella Flakes, 36 1lb. 2 60
		Excella, large pkgs. 4 50
		Force, 36 2 lb. 4 50
		Grape Nuts, 2 doz. 2 70
		Malta Ceres, 24 1lb. 2 40
		Malta Vita, 36 1lb. 2 85
		Mapl-Flake, 36 1lb. 4 05
		Pillsbury's Vitos, 3 dz. 4 25
		Ralston, 36 2lb. 4 50
		Sunlight Flakes, 36 1lb. 2 85
		Sunlight Flakes, 20 lbs 4 00
		Vigor, 36 pkgs. 2 75
		Voigt Cream Flakes 4 50
		Zest, 20 2lb. 4 10
		Zest, 36 small pkgs. 2 75
		Crescent Flakes
		One case @ 2 50
		Five cases @ 2 40
		One-half case free with 5 1/2 cases.
		One-fourth case free with 2 1/2 cases.
		Freight allowed
		Roll'd C. ts
		Roll'd Avenna, bbl. 5 10
		Steel Cut, 100 lb. sacks 2 85
		Monarch, bbl. 4 65
		Monarch, 90 lb. sacks 2 40
		Quaker, cases @ 3 10
		Cracked Wheat
		Bulk @ 3 1/4
		24 2 lb. packages @ 2 50
		CATSUP
		Columbia, 25 pts. 4 50
		Columbia, 25 1/2 pts. 2 60
		Snider's quarts @ 3 25
		Snider's pints @ 2 25
		Snider's 1/2 pints @ 1 30
		CHEESE
		Acme @ 15
		Carson City @ 14
		Else @ 14
		Emblem @ 14

3

4

5

Gem @ 15	Cocoanut Drops @ 12	Raisins
Ideal @ 14	Cocoanut Honey Cake @ 12	London Layers, 3 cr
Jersey @ 14 1/4	Cocoanut H'y Fingers @ 12	London Layers, 4 cr
Peerless @ 14 1/4	Cocoanut Macaroons @ 12	Cluster, 5 crown
Riverside @ 14 1/4	Dixie Sugar Cookie @ 9	Loose Muscateis, 2 cr
Springdale @ 14 1/2	Fruit Honey Squares @ 12 1/2	Loose Muscateis, 3 cr @ 9
Warner's @ 15 1/2	Frosted Cream @ 8	Loose Muscateis, 4 cr @ 9 1/4
Brick @ 15	Fig Sticks @ 10	L. M. Seeded, 1 lb. 10 1/2 @ 11
Leiden @ 15	Ginger Gems @ 12	L. M. Seeded, 1/2 lb. @ 11
Limburger @ 14	Graham Crackers @ 8	Sultanas, bulk
Pineapple @ 40	Ginger Snaps, N. B. C. 7	Sultanas, package @ 9 1/2
Sap Sago @ 19	Hazelnut @ 11	FARINACEOUS GOODS
Swiss, domestic @ 16	Hippodrome @ 10	Beans
Swiss, imported @ 20	Honey Cake, N. B. C. 12	Dried Lima @ 6
	Honey Fingers, As Ice, 12	Med. Hd Pk'd @ 1 75 @ 1 85
	Honey Jumbles @ 12	Brown Holland @ 2 25
	Household Cookies As 8	Farina
	Iced Honey Crumpets 10	24 1lb. packages @ 1 75
	Imperial @ 8	Bulk, per 100 lbs. @ 8 00
	Jersey Lunch @ 8	Hominy
	Jamaica Gingers @ 10	Flake, 50lb. sack @ 1 00
	Kream Klips @ 20	Pearl, 200lb. sack @ 3 70
	Lady Fingers @ 12	Pearl, 100lb. sack @ 1 85
	Lem Yen @ 11	Macaroni and Vermicelli
	Lemon Biscuit Sq. @ 8	Domestic, 10lb. box @ 60
	Lemon Wafer @ 16	Imported, 25lb. box @ 2 50
	Lemon Cookie @ 8	Pearl Barley
	Malaga @ 11	Common @ 2 50
	Mary Ann @ 11	Chester @ 2 75
	Marshmallow Walnuts 16	Empire @ 3 25
	Muskegon Branch, iced 11	Peas
	Molasses Cakes @ 8	Green, Wisconsin, bu. @ 1 25
	Mouthful of Sweetness 14	Green, Scotch, bu. @ 1 30
	Mixed Picnic @ 11 1/2	Split, lb. @ 4
	Mich. Frosted Honey @ 12	Sago
	Newton @ 12	East India @ 6 1/4
	Nu Sugar @ 8	German, sacks @ 6 1/4
	Nu Nacs @ 8	German, broken pkg...
	Oatmeal Crackers @ 8	Taploca
	Okay @ 10	Flake, 110 lb. sacks @ 7
	Orange Slices @ 16	Pearl, 130 lb. sacks @ 7
	Orange Gems @ 8	Pearl, 24 lb. pkgs. @ 7 1/4
	Penny Cakes, Asst. @ 8	FLAVORING EXTRACTS
	Pineapple Honey @ 15	Foot & Jenks
	Plum Tarts @ 12	Coleman's Van. Lem.
	Pretzels, Hand Md. @ 8 1/4	2 oz. Panel @ 1 20
	Pretzellettes, Hand Md. @ 8 1/4	3 oz. Taper @ 2 00
	Pretzellettes, Mac Md. @ 7 1/2	No. 4 Rich. Flake 2 00
	Raisin Cookies @ 8	Jennings
	Revere, Assorted @ 14	Terpeness Ext. Lemon
	Richwood @ 8	Doz.
	Rube @ 8	No. 2 Panel D. C. @ 75
	Scotch Cookies @ 10	No. 4 Panel D. C. @ 1 50
	Snow Creams @ 16	No. 6 Panel D. C. @ 2 00
	Snowdrop @ 16	Taper Panel D. C. @ 1 50
	Spiced Gingers @ 16	1 oz. Full Meas. D. C. @ 65
	Spiced Gingers, Iced @ 10	2 oz. Full Meas. D. C. @ 1 50
	Spiced Sugar Tops @ 15	4 oz. Full Meas. D. C. @ 2 50
	Sultana Fruit @ 9	Jennings
	Sugar Cakes @ 8	Mexican Extract Vanilla
	Sugar Squares, large or small @ 8	Doz.
	Superba @ 8	No. 2 Panel D. C. @ 1 20
	Sponge Lady Fingers @ 25	No. 4 Panel D. C. @ 2 00
	Vanilla @ 11	No. 6 Panel D. C. @ 3 00
	Vanilla Wafers @ 16	Taper Panel D. C. @ 2 00
	Vienna Crimp @ 8	1 oz. Full Meas. D. C. @ 85
	Waverly @ 8	2 oz. Full Meas. D. C. @ 1 60
	Water Crackers (Bent & Co.) @ 16	4 oz. Full Meas. D. C. @ 3 00
	Zanzibar @ 9	No. 2 Assorted Flavors 75
	In-er Seal Goods.	GRAIN BAGS
	Almond Bon Bon @ 15 1/2	Amoskeag, 100 in bale 19
	Albert Biscuit @ 1 00	Amoskeag, less than bl 19 1/4
	Animals @ 1 00	GRAINS AND FLOUR
	Breemner's But. Wafers 1 00	Wheat
	Butter Thin Biscuit @ 1 00	No. 1 White @ 71
	Cheese Sandwich @ 1 00	No. 2 Red @ 72
	Cocoanut Macaroons @ 2 50	Winter Wheat Flour
	Cracker Meal @ 75	Local Brands
	Faust Oyster @ 1 00	Patents @ 4 30
	Fig Newtons @ 1 00	Second Patents @ 4 10
	Five O'clock Tea @ 1 00	Straight @ 3 90
	Frosted Coffee Cake @ 1 00	Second Straight @ 3 70
	Frotana @ 1 00	Clear @ 3 30
	Ginger Snaps, N. B. C. 1 00	Graham @ 3 50
	Graham Crackers @ 1 00	Buckwheat @ 3 50
	Lemon Snaps @ 50	Rye @ 3 75
	Marshmallow Dainties 1 00	Subject to usual cash discount
	Oatmeal Crackers @ 1 00	Flour in barrels, 25c per barrel additional.
	Oysterettes @ 50	Worden Grocer Co.'s Brand
	Pretzellettes, H. M. @ 1 00	Quaker, paper @ 4 00
	Royal Toast @ 1 00	Quaker, cloth @ 4 20
	Saltine @ 1 00	Wykes-Schroeder Co.
	Saratoga Flakes @ 1 50	Eclipse @ 3 75
	Savonour Butter @ 1 00	Kansas Hard Wheat Flour
	Social Tea @ 1 00	Judson Grocer Co.
	Soda, N. B. C. @ 1 00	Fanchon, 1/2 cloth @ 4 30
	Soda, Select @ 1 00	Spring Wheat Flour
	Sponge Lady Fingers @ 1 50	Roy Baker's Brand
	Sultana Fruit Biscuit @ 1 50	Golden Horn, family @ 4 50
	Unedea Biscuit @ 50	Golden Horn, baker's @ 4 40
	Unedea Jinjer Wayfer @ 1 00	Calumet @ 4 00
	Unedea Milk Biscuit @ 50	Wisconsin Rye @ 3 70
	Vanilla Wafers @ 1 00	Judson Grocer Co.'s Brand
	Water Thin @ 1 00	Ceresota, 1/4s @ 5 10
	Zu Zu Ginger Snaps @ 50	Ceresota, 1/2s @ 5 00
	Zwieback @ 1 00	Ceresota, 3/4s @ 4 90
	CREAM TARTAR	Lemon & Wheeler's Brand
	Barrels or drums @ 29	Wingold, 1/4s @ 5 00
	Boxes @ 30	Wingold, 1/2s @ 4 90
	Square cans @ 32	Wingold, 3/4s @ 4 80
	Fancy caddies @ 35	Pillsbury's Brand
	DRIED FRUITS	Best, 1/4s cloth @ 4 90
	Apples	Best, 1/2s cloth @ 4 80
	Sundried @ 7 @ 7 1/2	Best, 3/4s cloth @ 4 70
	Evaporated @ 7 @ 7 1/2	Best, 1/2s paper @ 4 75
	California Prunes	Best, 3/4s paper @ 4 75
	100-125 25lb. boxes @ 4 1/2	Best, wood @ 5 00
	90-100 25lb. boxes @ 4 1/2	Worden Grocer Co.'s Brand
	80-90 25lb. boxes @ 5 1/2	Laurel, 1/4s cloth @ 4 90
	70-80 25lb. boxes @ 6 1/2	Laurel, 1/2s cloth @ 4 80
	60-70 25lb. boxes @ 6 3/4	Laurel, 3/4s & 1/2s paper @ 4 70
	50-60 25lb. boxes @ 7 1/4	Laurel, 1/4s @ 4 70
	30-40 25lb. boxes @ 8 1/4	Wykes-Schroeder Co.
	1/4c less in 50lb. cases	Sleepy Eye, 1/4s cloth @ 4 85
	Citron @ 22	Sleepy Eye, 1/2s cloth @ 4 75
	Coriscan @ 22	Sleepy Eye, 3/4s cloth @ 4 65
	Currents @ 10 1/2	Sleepy Eye, 1/2s paper @ 4 65
	Imported bulk @ 10 1/4	Sleepy Eye, 1/4s paper @ 4 65
	Peel	
	Lemon American @ 14	
	Orange American @ 13	

6	7	8	9	10	11
Meal Bolted 2 80 Golden Granulated .. 2 90 St. Car Feed screened 20 50 No. 1 Corn and Oats 20 50 Corn, cracked 20 00 Corn Meal, coarse 20 00 Oil Meal, old proc. 33 00 Winter Wheat Bran 20 00 Winter Wheat Mid'g 21 50 Cow Feed 21 00 Oats Michigan 38 Corn Corn 50 Hay No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per 1 85 15 lb. pails, per pail. 42 30 lb. pails, per pail. 75 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Saginaw Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 6 00 Half bbls., 600 count. 3 50 Small Barrels, 2,400 count. 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Pig 20 00 Brisket, clear 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 12 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average. 14 Hams, 14 lb. average. 14 Hams, 16 lb. average. 14 Hams, 18 lb. average. 14 Skinned Hams 14 Ham, dried beef sets. 14 1/2 California Hams 9 1/2 California Hams 9 Picnic Boiled Ham 14 Boiled Ham 19 1/2 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 8 1/4 Pure 10 1/4 80 lb. tubs advance 1/4 60 lb. tubs advance 1/4 50 lb. tubs advance 1/4 20 lb. pails advance 1/4 10 lb. pails advance 1/4 5 lb. pails advance 1/4 3 lb. pails advance 1 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 8 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 15 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 10 1/2 @ 11 1/2 Rolls, dairy 10 @ 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 2 10 L. P. 3 00 Wyandotte, 100 1/4 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lb. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 120 10 1/2 lb. sacks. 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 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 Round, 100 lbs. 3 75 Round, 40 lbs. 1 75 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 13 50 Mess, 40 lbs. 6 90 Mess, 10 lbs. 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 100 lb. 9 75 4 50 50 lb. 5 25 2 40 10 lb. 1 12 60 8 lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Birby's Royal Polish. 85 Miller's Crown Polish. 35	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rattle in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marzeilles, 100 cakes. 5 80 Marzeilles, 100 cakes 5c 4 00 Marzeilles, 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 Kirkoline, 24 1lb. 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 gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Pepper, Singapore, blk. 25 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochinch 18 Ginger, Jamaica 25 Mustard 65 Nutmeg 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1 lb. packages 4 @ 5 3 lb. packages 4 @ 1/2 6 lb. packages 5 @ 1/2 40 and 50 lb. boxes 3 1/2 @ 3 1/2 Barrels @ 3 Common Corn 20 lb. packages 5 40 lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20 lb. cans 1/2 dz. in case 1 80 10 lb. cans 1/2 dz. in case 1 75 5 lb. cans 1/2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 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, 5 lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Today 34 Piper Heidsieck 38 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5 lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Black Block 40 Flagman 40 Chips 21 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1 lb. 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 38 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Gold 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, 1 lb balls 6 VINEGAR Malt White, Wine, 40 gr 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band . 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, me'm 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 5 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 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 12 lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, an red, brass . 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 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 3 50 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 . 3 30 Assorted, 15-17-19 . 3 25 WRAPPING PAPER Common Straw 1 1/2 Bore Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut. 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 Jumbo Whitefish @ 16 No. 1 Whitefish @ 14 Halibut @ 14 Ciscos or Herring @ 10 Bluefish @ 12 Live Lobster @ 30 Boiled Lobster @ 20 Cod @ 12 Haddock @ Pickrel @ 14 Pike @ 9 Perch, dressed @ 11 Smoked, White @ 15 Red Snapper @ 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 Lams 75 @ 1 25 Shearings 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 Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Jumbo, 32 lb. Cases 7 1/2 Extra H H 10 Boston Cream 10 Olde Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Koyal 8 1/2 Broken 10 Cut Loaf 7 1/2 Leader 8 1/2 Kindergarten 8 Bon Ton Cream 10 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Sauted Peanuts 12 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Champion Chocolates . 11 Eclipse Chocolates 13 Eureka Chocolates 13 quintette Chocolates . 13 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, 10 lb. box 1 20 Orange Jellies 60 Fancy-in 5 lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops . 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries . 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assort. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 54 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Snack, 24s 65 Dandy Snack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 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. 15 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.

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

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 @ 7
Chucks5 @ 6 1/2
Plates4 @ 5
Livestock@ 8

Pork

Loins@ 10 1/2
Dressed@ 7 1/2
Boston Butts@ 10
Shoulders@ 9 1/4
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;
Fiebach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

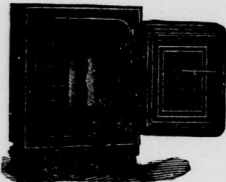
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 30
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 85

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

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

School Supplies Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

San Francisco, California, Crowd.

Fifteen thousand people were congre-
gated, to attend the special sale an-
nounced by Strauss & Frohman, 105-
107-109 Post Street, San Francisco, Cal-
ifornia. Their stock was arranged, their
advertising was composed, set up and
distributed, and the entire sale man-
aged, advertised and conducted under
my personal supervision and instruc-
tions. Take special notice the amount
of territory which the crowds cover on
Post Street. Covering entire block,
while the sale advertised for Strauss
& Frohman by the New York and St.
Louis Consolidated Salvage Company is
located in a building with only a fifty-
foot frontage.

Yours very truly,
Adam Goldman, Pres. and Gen'l Mgr.
New York and St. Louis Consolidated
Salvage Company.



Monopolize Your Business in Your City

Do you want something that will
monopolize your business? Do you want
to apply a system for increasing your
cash retail receipts, concentrating the
entire retail trade of your city, that are
now buying their wares and supplies
from the twenty-five different retail
clothing, dry goods and department
stores? Do you want all of these people
to do their buying in your store? Do
you want to get this business? Do you
want something that will make you the
merchant of your city? Get something
to move your surplus stock; get some-
thing to move your undesirable and un-
salable merchandise; turn your stock
into money; dispose of stock that you
may have overbought.

Write for free prospectus and com-
plete systems, showing you how to ad-
vertise your business; how to increase
your cash retail receipts; how to sell
your undesirable merchandise; a system
scientifically drafted and drawn up to
meet conditions embracing a combina-
tion of unparalleled methods compiled by
the highest authorities for retail mer-
chandising and advertising, assuring
your business a steady and healthy in-
crease; a combination of systems that
has been endorsed by the most con-
servative leading wholesalers, trade
journals and retail merchants of the
United States.

Write for plans and particulars, mail-
ed you absolutely free of charge. You
pay nothing for this information; a sys-
tem planned and drafted to meet con-
ditions in your locality and your stock,
to increase your cash daily receipts,
mailed you free of charge. Write for
full information and particulars for our
advanced scientific methods, a system
of conducting Special Sales and adver-
tising your business. All information
absolutely free of charge. State how
large your store is; how much stock
you carry; size of your town, so plans
can be drafted up in proportion to your
stock and your location. Address care-
fully:

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis

Consolidated Salvage Company

Home Office, General Contracting and
Advertising Departments,
Century Building, St. Louis, Mo.

Eastern Branch:

ADAM GOLDMAN, Pres. and Gen'l Mgr.
377-379 BROADWAY,
NEW YORK CITY.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of dry goods, shoes, clothing and hats. Write for particulars. Address Merchandise, P. O. Station D, Columbus, Ohio. 385

For Rent—Brick store, 20x100 feet. Splendid chance for wholesale grocery, none in city. E. A. Childs, El Paso, Ill. 383

Merchants—I have buyers for all kinds of merchandise stocks. If you want to buy, sell or exchange or close out, write me at once. G. B. Johns, Grand Ledge, Mich. 382

For Sale—Good bazaar business in good town of 5,000 population. Price right if taken before Jan. 15. Lock Box 280, Boyne City, Mich. 381

For Sale—Best house furnishing and undertaking business in Northern Michigan. County seat. Must sell on account of old age and ill health. Address No. 380, care Tradesman. 380

To exchange for real estate or stock goods, 140-acre farm two miles from county seat, middle Tennessee. Good buildings, fences, etc. No marsh. H. T. Whitmore, R. F. D. 1, Parma, Mich. 379

For Sale—Stock of dry goods, amounting to from \$1,000 to \$1,200; will let it go at a large discount. Box 71, Northville, Mich. 378

Wanted—Men of means in every state who understand righteous investment, to help promote profitable invention to be used in every house. Excellent chance for builders or planing mill men. Will sell, take royalty or start stock companies. For particulars address inventor, Jacob Lorenz, 600 Manchester Ave., St. Louis, Mo. 372

For Sale—Best dry goods and shoe business in town of 600. No dead stock. About \$5,000. Robt. Adamson, North Adams, Mich. 375

For Sale—General store in hustling town; cash business, best location. Must be sold at once. Other business demands owners' attention. Less than \$700 will handle it. Good opportunity. Must be seen to be appreciated. We can prove it's the best proposition on the pike for the money. Act quick if you want it. Address Gold, care Michigan Tradesman. 371

Kansas and Colorado Lands—We offer for sale at low prices and easy payments, about 10,000 acres of S. W. Kansas lands, in good farming section; partly improved. Also several nice farms, well located in irrigated district in Colorado. If you can be interested in the coming country, address S. F. Sanders, Grant City, Mo. 377

For Sale—My buggy and implement business in the heart of a first-class farming country. Very little competition. A big chance for someone. I must quit on account of my eyesight failing. Volney Strong, Clarksville, Mich. 376

For Sale—Retail vehicle and harness manufacturing business in live growing town of 3,000 in good farming district in Central Michigan. Sold 100 vehicles this year. Competition light. Will exchange for saleable farm lands, Mecosta or Isabella county lands preferred. Address No. 374, care Michigan Tradesman. 374

For Sale—Millinery business. Stock and fixtures at a bargain. Mrs. C. Dortmund, 391 Grandville Ave., Grand Rapids, Mich. 373

Executor of an estate must sell water power, grist mill and machinery, together with 14 acres of land and good house and barn. Will sell complete for \$1,400, worth \$3,500. Reasonable terms. Decker & Jean, 74 Monroe St., Grand Rapids, Mich. 370

Good paying drug stock to exchange for general merchandise or bazaar stock. Address No. 369, care Michigan Tradesman. 369

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

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 1/2 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

House and lot worth \$3,000 to trade for general stock. Will pay difference in cash. Box 266, Coopersville, Mich. 362

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—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

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. 71, Des Moines, Ia. 327

Sole agents wanted everywhere, for a celebrated California mineral water. Big profits. California Chemical Co., Watsonville, Cali. 323

For Sale—One-half interest in a clean, up-to-date shoe and clothing business. Established 25 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

Wanted for cash to job manufacturers, line of negligee shirts. Address Andreas Rebeil, Tucson, Arizona. 334

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

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.

Salesmen Wanted—Reliable men only, in every section to handle as a side-line, W. H. Goodger's exclusive up-to-date infants' soft-sole shoes. Liberal commission payable on demand. Samples for the spring and summer trade now ready. State territory desired. Address W. H. Goodger, Rochester, N. Y. 384

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.

COUPON BOOKS

SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
ASSURE PROFIT
CONTENTMENT

We make four grades of book in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

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.

Annual Convention of the Implement Dealers.

The fourth annual convention of the Michigan Retail Implement and Vehicle Dealers' Association, which was held in this city last week, proved to be the most largely attended and profitable meeting ever held under the auspices of the organization. The opening session was on Wednesday afternoon, when President Glasgow presented his annual address, which was published in full in the last issue of the Tradesman. Secretary Reid then presented his annual report, as follows:

When I consented to take the position of Secretary of our Association after the convention last year, I realized the importance of the work and that it would be necessary to sacrifice my business to some extent in order to give the time and attention to the affairs of the Association that to me seemed essential to its development. And because I thoroughly believed in the necessity and value of the Association and wanted to do all I could to make it a power for good, and because of the willingness of the other officers to do all they could, I have given all the time necessary to the work of the Secretary's office. You are better able to judge than I am of the value and effectiveness of that work, and I will but briefly review some of its details.

We first made a thorough analysis of our membership and found that we had 112 members in 1904 and 134 in 1905; that 76 paid their dues at the first annual convention in Lansing for 1905 and 106 paid their dues at the second annual convention in Jackson for 1906. We then wrote to all those who had not paid their dues, but who were members in 1904 or 1905, and urged them to pay up and continue their membership with us. We next wrote a letter to all our members, asking them to send us a list of the regular dealers in their county, so as to commence a campaign for new members. Our subject in asking for this information from our members was to secure only such names as were recognized as regular dealers by our members and not get them from the commercial reports or any other unreliable source. By keeping at it we have a corrected up to date list of the regular dealers in implements and vehicles of 1906 which is the best and most reliable list ever compiled. We have them compiled by counties and, while it is not perfect, it is a very valuable asset of the Association. We have given the Committee on Membership the necessary information from this book to show you the details of this work. Early in the year, with the valuable assistance of our President, we formed the various committees which constitute our working force and, with the other officers and directors, make our organization a strong working force. We also wrote to all our members asking them to furnish us a list of the firms they bought goods of, so that we could write to those firms and ask them to join our Honor Roll, which is composed of such manufacturers and jobbers as will agree not to sell their goods to catalogue houses, irregular dealers or direct to consumers, with the result that of those who responded we were able to get our Honor Roll started and have 125 names on it. We were not able to get away from home much but visited fourteen cities and secured twenty members. We have written a letter each month to all our members keeping them informed of matters of interest, and three such letters to our honorary members. Since the 15th of September, we have spent all the time necessary in securing advertisements, copy for same, also copy for the reading matter, revised constitution, etc., for the program. In all we have sent out from our office over 7,000 letters. We have a strong organization in fine working order, and if your directors will find a man who can give his whole time to the office of Secretary and canvass the whole State for members and keep up the present working force, there is no reason why our Association should not contain 75 per cent. of the regular dealers of the State, and accomplish any result desired.

Treasurer Carlton presented his annual report, showing the total receipts to be \$1,829.84 and total disbursements of \$1,654.91, leaving a cash balance on hand of \$174.93.

The convention held two executive sessions during Thursday which were open to members only. It is understood that a large amount of important business was transacted during these meetings and that advanced steps were taken at this time looking toward the further elimination of trade abuses and the securing

of additional concessions which will be of vital advantage to the members. In the evening a delightful banquet was tendered the members of the Association at the Lakeside Club. Geo. G. Whitworth, President of the Grand Rapids Board of Trade, handled the affair as toastmaster in such a way that it will be extremely difficult for any one to follow in his footsteps. He did much to render the occasion an unusually enjoyable one and the masterly manner in which he discharged the difficult duties devolving upon him will long be remembered and commended by all present. The speech of the evening was that of H. S. Earle, State Good Roads Commissioner. He presented his ideas on the subject of good roads in such a forcible way that he left a lasting impression on his audience.

The concluding session of the convention was held Friday morning, at which time the old officers were re-elected and the following resolutions were unanimously adopted:

Resolved—That we tender to the citizens of Grand Rapids, the Entertainment Committee and all others who have contributed to our enjoyment, our most profound thanks for their invitation to hold this meeting in their city; for the many courtesies tendered us, and for the magnificent entertainment we have enjoyed.

Resolved—That the members of this Association should communicate their complaints to the Secretary or Committee on Complaints with full evidence in the case as soon as possible after the difficulty arises.

Resolved—That the action of the officers of our Association in exposing the disreputable and unlawful methods of the National Supply Co., and thereby destroying the worst enemy to the local trade that ever had an existence in our State, meets with our most hearty commendation and approval.

Resolved—That we endorse with profound satisfaction the action of the National Federation in securing from the National Wagon Manufacturers' Association a just and satisfactory wagon warranty.

Whereas—We have received notice that the Carriage Builders' National Association proposes at their next meeting to pass a resolution abolishing the present warranty on vehicles of their manufacture and reduce the time of credit to sixty days; therefore

Resolved, That we consider this action a direct menace to the local trade and a gross injustice to every purchaser of a vehicle, that the natural tendency of such an action will be to cheapen the grade, create a breach between the dealer and his customer and leave him without any protection.

Resolved, That it is the sense of this Association that all goods sold at retail should be settled for at time of delivery, and be it further

Resolved, That this Association is emphatically opposed to the retailing of goods by manufacturers; and be it further

Resolved, That the custom of selling goods exhibited at fairs, except through some regular dealer, should be discountenanced by the members of this Association.

As Brother To Brother.

In an address to a woman's club in Washington, wherein he touched upon the responsibilities assumed with marriage, Andrew Carnegie illustrated his point by the following story:

"A country laird in Scotland at his death left his property in equal shares to his two sons, who continued to live most contentedly together for some years. At last, however, one of them said to the other:

"Tam, we're getting to be auld men; you take a wife, and when I die you'll get my share o' the land."

"Na, na, Jeems," said the other. "You're the younger and the maist lively; you take a wife, and when I die you'll get my share, mon."

"That's always the way wi' you, Tam," said the first brother, "when there's any deeficulty or trouble, I must take it all; you'll do naething."

Late News from a Live Town.

Lansing, Dec. 11—Frank H. Doolittle, for years connected with the Robt. Smith Printing Co. here, has been appointed general sales manager for the New England States for the Radium Sign Co., of Flint, manufacturer of electric signs. Boston will be his headquarters.

A. M. Robson will shortly open a grocery store in the building formerly occupied by the Brackett Clothing Co.

R. B. Jackson, factory manager of the Olds Motor Works, has gone to Europe for the purpose of studying automobile construction. He will visit the Paris automobile show and factories in London, Germany and Italy.

Coke is a scarce article here. Nearly all dealers have sold out their supply, and as the Gas Co. has discontinued making it the delay in the receipt of cars makes a coke famine a probability. Some of the small towns in this vicinity, it is reported, are calling upon local dealers for hard coal, but as none here have an over supply themselves nearby towns may suffer.

Otto Hacker, Jr., has resigned his position with Rork & Price and accepted one with Cameron & Arbaugh.

Wills & Flynn, of Morrice, will open a retail meat business in the suburbs of the city this week.

The Reo Motor Co. has recently purchased an automatic and autographic testing machine. Heretofore the work of testing the material used in Reo cars has been done at the Agricultural College.

The season of the local factory of the Owosso Sugar Co. is drawing to a close and it is expected the last beets will be received at the factory about Dec. 20.

Frank D. Bender, formerly with the Lansing Foundry Co., has completed arrangements for establishing an enterprise which, although small at first, will fill a need that is said to be rapidly growing. Mr. Bender will manufacture wood and metal patterns of all descriptions and will occupy a factory, 40x70 feet in size, at 115½ Larch street, South. Ten men will be employed at the beginning.

Norman H. Cowles, formerly connected with the Dousereaux Dry Goods Co. here, died at his home in Battle Creek Saturday. He was a brother-in-law of Geo. Spoor, the well known grocery traveler.

G. Herbert Cook, traveling salesman for Picard & Picard, haberdashers, Detroit, notice of whose illness from typhoid fever appeared in the Tradesman last week, died at the city hospital Thursday afternoon, and was buried Saturday under the auspices of the Elks and Knights of Columbus Lodges, of which the deceased was a member. Mr. Cook was 27 years of age and previous to his affiliation with Picard & Picard last September had been with the F. T. Colver Shirt Co. here for ten years. He was well known and popular throughout the State.

The Capital Auto Co. has taken over the business conducted by Wall & Stanchfield and incorporated with

a capital of \$10,000. The company will handle the Reo agency here and also have control of sales for thirty counties. Besides Frank A. Wall and B. Stanchfield, Geo. J. Bohnet, H. W. Rikerd, E. E. Peake, F. B. Piatt, R. Loomis and O. R. Starkweather are stockholders.

Mrs. W. C. Hill entertained the Ladies' Auxiliary of the Michigan Knights of the Grip at her home, 900 Eureka street, last Wednesday afternoon. After a business session five hundred was played, the first prize being won by Mrs. E. L. Smith and the consolation by Mrs. H. F. Murray.

The Olds Motor Works has adopted a change in its advertising policy in which the value of newspapers as media is recognized to a greater extent. Magazine advertising is to be curtailed, it is announced, and the chief reliance placed upon the newspapers. It has just placed with Lord & Thomas, Chicago, a contract for a vigorous newspaper campaign the coming season.

The merchants and citizens of the city have started the agitation for the establishment of a public skating park by the city this winter. It is proposed to flood one of the vacant squares owned by the State and cover the necessary expense by popular subscription. The idea is meeting with much favor, as it is believed it will keep the younger boys off the river and eliminate the possibility of danger.

Robert H. Evans, of Detroit, representing a project to construct an electric railroad from Lansing to Howell and Pontiac, there connecting with the Detroit United, has been in this city endeavoring to interest local capitalists. As near as can be learned no capital was enlisted in the enterprise.

Post A. Michigan Knights of the Grip, will give its annual ball Saturday evening, December 15, in Assembly hall. A committee composed of Jim Hammell, J. C. Saunders and John A. Weston have arranged for the usual good time the travelers always have at their annual affair.

Geo. A. Toolan.

The woman who has a telephone in her house receives more calls than the woman who hasn't.

BUSINESS CHANCES.

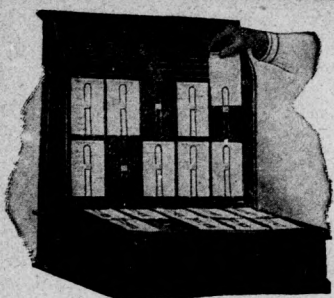
Position Wanted—By experienced shoe or grocery clerk. Best of references. Address Box 522, Belding, Mich. 387

For Sale—Stock of general merchandise, invoicing about \$14,000, located in good town of 3,000 in Northwestern Iowa, centrally located. A clean up-to-date stock, doing a \$40,000 business and can be increased. Has been running twenty-five years. Good reason for selling. A bargain for the purchaser. Will take half in good real estate, balance must be cash. Do not write unless prepared to buy. Address No. 388, care Tradesman. 388

For Sale—Three-story furniture factory, engine, boiler and dry kiln and two acres of ground. Railroad siding to factory. Apply Breon Lumber Co., Williamsport, Pa. 391

For Sale—Good clean stock hardware, implements, etc. Best town its size in Northern Indiana. Good farming community. Invoiced about \$3,500 or \$4,000. Good reason for selling. Prefer straight sale. Address No. 390, care Tradesman. 390

For Sale—Clean stock of drugs and sundries in town of 2,000. Good farming community. Annual sales between \$4,500 and \$5,000. Expenses light. A fine chance for a good man. Reasons for selling, have other business which requires all my attention. Address No. 389, care Michigan Tradesman. 389



Do You
Get
Results
Now?

Do You Know==Each Month

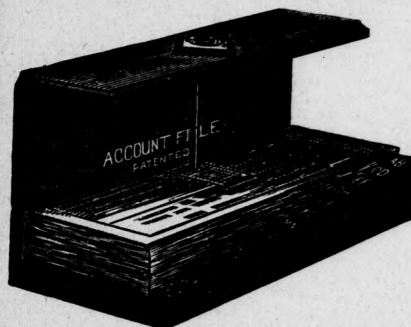
The amount of merchandise bought?
The amount of merchandise paid for?
The amount of discount you have saved?
The amount of merchandise you have on hand?
The amount of your credit sales?
The amount your customers owe you in total?
You can get ALL this information at a glance when your
ACCOUNTS are kept by the McCaskey system.
Our catalog is free.

The McCaskey Register Co.
Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicating Order Pads, every other
sheet a Carbon back.

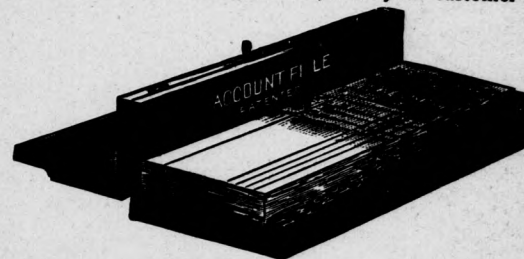
J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids
Agencies in all Principal Cities

Simple Account File



A quick and easy method
of keeping your accounts
Especially handy for keep-
ing 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 charg-
ing 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 in-
dex. This saves
you looking
over several
leaves of a day
book if not
posted, when a customer comes in to pay an account and you are busy
waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

USERS OF OLD STYLE SCALES



are paying
every day for
a loss in time
and goods
that would
ALMOST PAY
THEIR RENT if
stopped!



MONEYWEIGHT Scales

will STOP THE LOSS and pay for themselves in one year by saving the waste which your old style scales are losing every day for you.

195,000 MONEYWEIGHT Scales ARE IN USE in the 250,000 Grocery Stores and Meat Markets of the United
States—sufficient proof that they are a good investment.

TWO CENTS FOR A STAMP to mail us this Coupon is all it will cost you to investigate the best paying proposition for
Butchers and Grocers on the market today. **Don't Wait—Send in this Coupon To-day!**

**The
Computing Scale
Company.**
MANUFACTURERS
DAYTON, OHIO.

Moneyweight Scale Co.

Distributors of HONEST Scales GUARANTEED Commercially Correct
58 State St. = = = CHICAGO

Date.....
Moneyweight Scale Co., 58 State St., Chicago.
Next time one of your men is around this way I
would be glad to have your scale explained to me.
This does not place me under obligation to purchase.
NAME
STREET and No.
TOWN.. STATE

Biggest Bargains Ever Offered

We are going to make a clean sweep this season and every
article in our mammoth stock of

Toilet, Manicure and Shaving Cases
Cuff and Collar Boxes
Jewel Cases, Glove and Handkerchief Sets
Albums, Mirrors
Gold Clocks, Toilet Sets
Decorated China
Toys and Dolls of Every Description

is now offered at

TREMENDOUS REDUCTIONS

Late buyers and those merchants who desire to replenish
their stock should not fail to see our splendid offerings. If
you cannot come in person mail us your wants and we will
attend to them as promptly and conscientiously as if you
made the selection yourself.

Our Entire Force of Travelers

will be on hand to wait on you from now until Christmas.

Leonard Crockery Co.

Grand Rapids, Michigan