

A Backward Look

So goes the Old Year forth as goes
A king with no attending train,
As goes a monarch old who knows
His further effort is in vain;
In stately sequence they have gone—
The courtier months—and now, alone,
The Old Year proudly falters on,
The New Year comes to claim the throne.

But we who stand as subjects stand
Within the temple of the years
While faints the narrow thread of sand
That in the timeglass now appears—
Should we look out adown the way
Whereon our eager feet would fare,
Or should we gaze at yesterday
And see what is recorded there?

Aye, backward then a moment's space—
Look backward at the dimming hills
Ere yet Old Time with gentle grace
With drifting haze the distance fills;
Count now the heights which held the goals
Which had been ours to win and keep,
Save that we in our shrinking souls
Feared that the climb was high and steep.

Now the horizon whence we wend
Seems but a path all smooth and fair,
Where frowning hill and valley blend
And any load were light to bear.
Could we go back! Ah, might we go
Once more upon the dwindling way,
The trials should not fret us so—
The trifles, now, of yesterday.

So, in the temple of the years
We gaze back at the fading view—
The composite of laughs and tears—
Then turn to face the roadway new.
The New Year comes as comes a king,
Appareled in rich stuffs and gold—
Grant that unto it we bring
The good we garnered from the old.

Wilbur D. Nesbit



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Pat. March 8, 1898, June 1, 1898, March 19, 1901.



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Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

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GOOD GOODS — GOOD PROFITS.

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 26, 1906

Number 1214

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FREIGHT Easily
and Quickly. We can tell you
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Fire and Burglar Proof
SAFES
Tradesman Company
Grand Rapids

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HAPPY NEW YEAR.

Next Tuesday marks the beginning of a new year and every one must then learn to write 1907. It seems as if one scarcely gets accustomed to writing one before it moves a unit forward and a new figure is needed. About the best wish which can be made for the new year is that in all respects it shall be as good as the old one. Very few people get everything they want or accomplish everything they undertake in any year, but surely 1906 came as near to fulfilling expectations as can reasonably be expected of any twelve months. It was an era of unexampled prosperity, not only in this State but throughout the country. The United States has far exceeded well and owes no grudge to the cycle now nearly completed and the year departed. In a business and commercial way manufactures and trade have been exceeding brisk and accordingly those who wanted work had the opportunity to get it. There has been very little involuntary idleness of late. This country is bound to recognize in 1906 a year that, on the whole, has been very successful and satisfactory. It would not be human if there were no complaints here and there to make, but in the general average the cause for thanksgiving and good cheer controls by a large majority. What is true of this State is likewise true of the country as a whole.

It is not permitted for mortals to look with certainty into the future, yet there are always signs and symptoms which may be taken as a reasonably safe basis for prophecy, since certain causes are usually sure to bring certain results. This country has, perhaps, never before stood on the threshold of a new year with better prospects than at present. Business of practically every name and nature is good and promises to continue so. The holiday festivities will be followed by renewed activity in all vocations. It is customary to begin the new year earnestly and with a lot of good resolutions. It is often quoted that good times are followed by depression, moving as it were in circles, and that history always has

and always will, repeat itself. Granting the force of the argument it does not follow that there will be any falling off of business activities in 1907. The impetus will keep it going quite awhile at best. Many of the great industrial enterprises have orders now enough to keep them busy through the year. Business depression is a bridge to be prepared against always, but a bridge that need not be crossed until it is reached. There are every indication and every prospect that 1907 will be as busy and as prosperous as 1906. The outlook in all directions is favorable. If anticipations are realized, therewith the United States and all its people will be content. It is best always to look at the bright side, and under existing circumstances that is as easy as it is wise.

DANGERS OF ANNEXATION.

The recent message of President Roosevelt transmitting Secretary Taft's report on the American intervention in Cuba makes it clear that the outlook for the permanent restoration of independent government in the island is not very bright. It also shows clearly that at the time that intervention took place there was really no other alternative, as the insurgents were prepared to destroy plantation and other property of great value; that Palma was preparing to flee from the country, and that there was every prospect that such a state of affairs would be created as would render unsafe the lives and property of foreigners in the island.

The report of Secretary Taft shows that practically all the plantation property and the vast business interests of the island were in the hands of foreigners and Americans; that the Cubans who threatened insurrection, as well as those who were in control as the de facto government, represented in no respect the material interests of the country, and that, therefore, intervention was necessary to prevent anarchy and the impairing of the business prosperity of Cuba.

The sketch drawn by Secretary Taft of the conditions prevailing in the island at the time of intervening, as well as the present outlook for the future government of the island, does not hold out much hope that the Cubans will be able in the near future to successfully govern their country. With them interest in public affairs means office-holding pure and simple. Their whole conception of public life is a constant struggle for office between the ins and the outs. Free and representative government is seemingly a closed book to the mass of Cubans, and Secretary Taft holds out but a small hope that they can be educated to a point where it will

be again safe to permit them to govern themselves unaided.

Despite this unfavorable prospect the President is disposed to accord the Cubans a fair chance and another opportunity to show their ability to maintain their Republic. After a reasonable time for preparation they are to be permitted to choose a new government and allowed to resume control of their own affairs. The President points out that if the second effort to maintain an independent Republic proves abortive, the United States can then with better grace take full control of the island, and no outside power would be warranted in calling into question our fairness or the disinterestedness of our motives.

Cuban annexation, in the shape of making the island an integral part of American territory with all the privileges of citizenship for the people, and the freedom of our markets, would do positive injury to important American interests. The Cubans, being unfit to govern themselves as an independent Republic, are surely not fit to become American citizens. There is already in this country a superfluity of material difficult to assimilate into the general body of our citizenship without adding a fresh batch of even worse prospective citizens. As to the fiscal aspect of possible annexation, the few thousand foreigners who own the Cuban plantations and tobacco farms worked by pauper labor have no just claim to the freedom of American markets to the detriment of purely American industries. The sugar and tobacco output of Cuba are controlled by trusts and other vast combinations which are not entitled to the privilege of free entry into American markets for their raw material in order to distribute it to the American people in the shape of the finished product at full tariff rates and at enormous profits to the injury of American industries.

While public policy may justify a protectorate over Cuba, the United States would not be justified in sacrificing purely American interests and industries to benefit a people proven unfit to govern themselves or for a few rich monopolies who would use the freedom of American markets, not for the benefit of the American people nor even for the benefit of the people of Cuba, but for their own profit and aggrandizement.

On account of the prolonged strike of the lithographers for an eight hour work day—a strike which will result in the almost universal establishment of the open shop and the practical extinction of the union—the G. J. Johnson Cigar Co. has been unable to get out its usual calendar to the trade this season.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 22—Never have we seen such crowds of shoppers, and not only are the big stores thronged, but the little ones are doing a record trade. The year will go down as the best ever.

Jobbers have had an excellent week for staple groceries, and coffee has moved in a most satisfactory manner. Quotations are very firm and show some slight advance, although, of course, it is not likely this will be very marked. At the close No. 7 is worth 7¼c. In store and afloat there are 4,081,202 bags, against 4,562,788 bags at the same time last year. Mild coffees show little change. There is a good average demand and quotations are well sustained. Washed Cucuta are worth from 9½@11¾c. East Indias have met with good call and are very firm. The general tone of the coffee market is more encouraging than for some time.

Neither buyers nor sellers of teas seem to show any interest in the present situation and all hands seem to be shopping. Holders are encouraged in the belief that after Jan. 1 they will have their hands full of business, but a good deal of activity is needed to make things warm in this article. Prices have been well maintained all along, and of itself this is an encouraging item.

Sugar is steady. The market will be closed over Monday as well as Tuesday, and this fact has perhaps led to some extra orders. Prices on granulated remain without change.

There is mighty little to be said of the rice trade. Buyers are simply taking enough to meet current requirements and for the present the article is neglected for Christmas trees. But there is no weakness. If one buys rice at all he pays full rate, and it will need a very great amount of travel to find any "bargain" lots. Holders made mighty little money for several seasons and they are not inclined to give away profits now.

In spices jobbers generally report a fair trade. Quotations are well held and stocks not overabundant. Singapore pepper, 10½@10¾c; Zanzibar cloves, 9@10c.

The demand for grocery grades of molasses this week has been very good and, in fact, the whole line has been moving in a most satisfactory manner. Some orders for January have been sent in and the trade as a rule looks for a good run when business resumes its normal character. Syrups are steady and without material change.

In the canned goods market peas retain the post of honor, and it is said that it would be hard to pick up stock under \$1.05, while in some instances \$1.10 or even better has been paid, while further advance is thought to be inevitable. Tomatoes

are firmly sustained at 95c for worthy goods and the tendency is to a still higher plane. Corn is steady but about unchanged. There will be very little "cheap and nasty" stock left on Jan. 1, and for the past few weeks there has been a big effort made to reduce this amount to the very minimum. Fruits are firm and running mighty light as to supplies in some lines. It is bound to be a good year for those having canned goods to sell and when new stock reaches us next fall it will come on a market almost bare.

The warmer weather has had little, if any, effect on butter and quotations remain very well held. But there has been some reaction from the very extreme rate and extra Western creamery is now quoted at 32½@33c; firsts, 29@31½c; Western factory, 20@22c; imitation creamery, 24@27c.

Not a particle of change is to be noted in cheese. There is just an every-day call and at the close 14½c seems to be about right for N. Y. State full cream.

Eggs have taken a tumble. Receipts are increasing and the tendency is downward. Western selected, finest, 30c; average best, 29c; seconds, 26@28c; dirties, 21@22c.

Organize To Secure Better Treatment.

Flint, Dec. 24—The state organization of vehicle manufacturers, which was effected at Detroit last Thursday under the name of the Vehicle Shippers' Traffic Association, had its inception in Flint. It is the outgrowth of unsatisfactory transportation conditions which have been working to the disadvantage of the local vehicle institutions, as well as similar concerns throughout the state. The organization of such an association has been in contemplation here for some time, and the necessity for action along that line has been lately emphasized by the scarcity of cars, which continues to cause the Flint factories serious embarrassment.

The objects of the Association are to look after and correct errors which have crept into the railroad situation. It will make a determined effort to secure the cars necessary to move vehicles awaiting shipment, to generally improve the conditions by which vehicle shippers are surrounded and, incidentally, to brace up the railroads and put them in the way of doing more business on a basis that will be more agreeable and satisfactory, both to themselves and their freight traffic patrons. The Flint manufacturers are in the Association for the purpose of bringing about results, and nothing short of the attainment of the objects of the organization, as outlined above, will satisfy them.

Has a Bad Spell.

Senior Partner—That new stenographer spells ridiculously.

Junior Partner—Does she? Well, if she does, it's about the only word she can spell, as far as my observation goes.

Observations of a Gotham Egg Man.

We are inclined to think that the serious break in prices for fresh eggs during the past week has not materially changed the generally favorable outlook for refrigerator holdings. It has resulted directly from reports of mild weather in the South and Southwest, and some indications of increased production in those sections, and the natural indisposition of holders to carry any surplus of stock at this season when prices are so high as they have recently been. But we are only at the beginning of the winter season and it is quite probable that the stock of eggs lying at country points outside of cold storage is smaller than usual at this season because of the inducement to clean up country holdings afforded by a long period of high prices. There is every indication that the markets will be dependent upon actual production and storage holdings at an earlier date than usual and while continued fluctuations in prices for fresh stock are to be expected, according to the changes in weather conditions, we think that enough holders of storage eggs will be willing to carry their stock after the turn of the year to prevent any marked change in the present range of prices for these for some time to come, even if the weather should continue comparatively open. And the situation is now such that the occurrence of any widespread wintry conditions in producing sections would have a very quick effect upon the tone of the market for both fresh and held.

Enquiry among receivers and jobbers develops the fact that while receipts of fresh gathered eggs are still of irregular quality the average is better than usual at this season. Many of the smaller marks of ungraded current collections are now showing enough new eggs to pass as firsts under technical grading although the shipments of such are generally too small to warrant offering under the call on 'Change even under the rule permitting sales of twenty-five case lots. The quality averages so much better than usual that there is already some talk of raising the quality requirements of the grades. At present only 50 per cent. of full, strong bodied eggs are required to pass as firsts and dealers are able to get a fair quantity of better stock than that, although there are as yet very few lots that will come up to the requirements for extra firsts, and it is generally considered too soon to make any change in the rules.

According to newspaper clippings friend E. K. Slater, the Dairy and Food Commissioner of Minnesota, is agitating a State law making it a misdemeanor to sell bad eggs. It would be a great benefit to the egg trade if any laws could be passed which would prevent the sale of bad eggs except as such—they have some value for mechanical uses. But it is an extremely difficult question to handle owing to the fine gradations in egg quality and the difficulty in drawing a line between eggs that are good for food and those that are not, and also because of the constantly changing condition of the stock under gen-

eral weather conditions. We seem to be getting business in a law-ridden State and we think that new moves should be made very cautiously and only after a thorough investigation of the conditions.—N. Y. Produce Review.

Cultivating Several New Industries.

Holland, Dec. 24—Never before has Holland had such a year of business prosperity and growth. The prospects for continued expansion are most promising. Several new industries are in sight. Large increase in the business of old plants is certain. There is scarcely a factory in the city that can begin to fill its orders.

A change has been made in the Bush & Lane Piano Co., a local syndicate having bought the large interest of B. F. Bush, of Chicago. The business has developed to such a magnitude that it requires the removal of the general offices of the company from Chicago to this city.

The syndicate is headed by W. H. Beach, who will act as business manager. The new plant is running smoothly in every department, and is turning out twelve pianos a day. After New Year's the force will be increased so that the output will be much larger.

Stock in the new boat manufacturing proposition has been sold to the amount of \$25,000. The only thing standing in the way of landing the factory is the securing of a suitable building. It is probable the building vacated last fall by the Wolverine company will be purchased, together with its machinery. The Wolverine company claims to have many valuable orders to turn over to the new company as soon as it is organized.

The Holland Sugar Co. is turning out more sugar than last year. The total output of sugar will reach 6,000,000 pounds, which is almost 750,000 pounds in excess of last year's production. About 27,000 tons of beets will have been sliced this season. The beets have been coming in very rapidly during the past week. All will be delivered at the factory by Saturday night. It is expected the sugar campaign will end about January 1. The season has been very satisfactory and profitable to the farmers, the yield per acre being heavy, and the test reasonably high.

King's basket factory has been compelled to close down for some time on account of lack of logs, due to car shortage.

Only a short time ago local manufacturers were complaining about scarcity of men, but now factories are besieged by men in need of jobs.

That men are so plentiful at present is largely due to the lull in building operations, and street improvements, and their desire to obtain work inside during the winter months.

Business in the furniture factories has not been so heavy for several years during September as it is this year. Every factory is rushed with orders, and several are way behind, so that they are unable to consider anything new.

New Use for Sawmills in Lake Town.

Alpena, Dec. 24—With the new industries that have been secured and the others that are in sight this city will double its population in five years. Cement rock is doing it.

Extending from the north city limits of this place, along Lake Huron fort ymiles, is a strip of land, averaging three miles wide, that was supposed to be worthless. It is solid rock down 600 feet, as the diamond drill has shown.

Eight years ago this rock land sold for 50 cents an acre. Four thousand acres were sold last week for \$12.50 an acre and the price is still going up.

This rock is of coralline formation, and a few years ago it was discovered it would make the best Portland cement in the world. Six years ago, Alpena got its first cement plant, one of 2,000 barrels daily capacity.

A month or so ago E. L. Ford and J. B. Ford and associates, of the Michigan Alkali Co., organized the Huron Portland Cement Co. and will erect a plant on the shore of Thunder Bay, on the site of the old Avery mill of 3,000 barrels capacity.

A week ago it was definitely announced that Frank W. Gilchrist and associates would erect a 5,000 barrel plant, one of the largest in the world, on forty acres of rock land owned by Mr. Gilchrist, located inside the city limits.

Last week George W. Johnson, of Lancaster, Pa., closed options for 4,000 acres of Alpena stone land. Quarries are to be opened from which 1,000 carloads of Alpena limestone will be shipped every day to the

steel plants at Gary, Ind., and Chicago.

Another old sawmill is being converted into a creamery by Will A. Comstock, son of the late W. B. Comstock. This creamery will use the cream from 3,000 cows.

The D. & M. Railway is building a branch eleven miles west into Wilson township to reach a big ledge of shale. Shale is used in the manufacture of cement.

The Boyne City, Gaylord & Alpena Railroad is to be completed to this city in the spring. This road runs through the greatest tract of maple, beech and hemlock in the State, in Montmorency county. This hardwood will be manufactured in Alpena, and the hemlock will provide bark for our two big tanneries for many years to come.

Congress will be asked to improve this city's harbor. A fleet of big boats will carry limestone to the steel plants at Gary and Chicago. The cement plants will also keep a line of big boats busy carrying cement.

Monroe After Engine Factory.

Monroe, Dec. 24—The committee of citizens which was in Detroit last week to look over the Belknap gasoline engine proposition and the standing of the Belknap company made its report to the M. & M. club Thursday night. Nothing definite was arranged and the matter will probably come up again this week for further discussion. The company desires that \$50,000 stock be subscribed by local citizens. The business men favor free sites to all industries.

Fat Dividends By Battle Creek Factories.

Battle Creek, Dec. 24—Not all of the stockholders in local industries formed during what was termed "the pure food boom," a few seasons ago, face gloomy Christmases, in view of stock liability suits. Many hundreds of other investors will find fat dividends in their stockings. For instance, a Christmas distribution of 6 per cent. will be made by the Hygienic Food Co., maker of Mapl-Flake, which industry started along with the other "mushrooms." The Mapl-Flake industry was developed in a factory on Bartlett street—the remodeled McLane-Swift elevator. Lately it purchased the Caro-Fruto factory, McCamly street south, which it has remodeled and almost doubled the capacity. This addition gives ample room for new ovens.

The Battle Creek Brewing Co., also inspired by the "food boom," will do a like stunt, paying an 11 per cent. dividend, while in the spring it will more than double its capacity. The industry is a neighbor to the Hygienic, and between them lies the Duplex Printing Press Co., which has lately added a new building, twice the size of the former plant, and providing for a doubling of the number of employees.

The Norka Oats factory, recently taken on as an auxiliary to the Toasted Corn Flakes Co., will be occupied within a few days, and will be one of the finest factories in Battle Creek—a fine four-story plant of modern construction. Meanwhile

the Perkins Sanitary Refrigerator Co. will move into the Flour & Cereal Machinery Co.'s building, Fountain street, three carloads of machinery being already installed.

Others among these newer industries show live development, the Advance Pump & Compressor Co., one of the youngsters, having developed an immense European and Asiatic business in its very infancy.

Meanwhile the old industries are running to capacity, many of them night and day, and Battle Creek never faced a more promising industrial Christmas.

Factories All Busy.

Corunna, Dec. 24—This city's manufacturing institutions are very busy this winter, all of them running to the full limit of their capacity. The robe factory is rarely, if ever, idle, and the order book never gets blank. There are so few factories in the country of this character that it makes business good all the year around. The goods made in the factory here have a good sale all over, particularly in the West.

At Fox & Mason's furniture factory, although time is being taken to get out a line of samples for the new factory at Arcadia and for the Chicago Furniture Exchange, where the company will hereafter have space, a full force of men is kept busy. The same encouraging situation prevails at the office of the Corunna Furniture Co. There is no doubt that both factories will run all winter.

Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK

AROUND THE STATE

Movements of Merchants.

White Cloud—Thos. Anderson has embarked in the meat market business.

Boyne City—Quick Bros. are installing a new stock of house furnishing goods.

Boardman—Rose & LaBar have opened a meat market in the LaBar grocery store.

Ludington—A new tea, coffee and crockery store has been opened by J. Jensen, of Racine.

Ionia—Batchelor & Wheaton, grocers, have dissolved partnership, Mr. Wheaton continuing the business.

New Haven—The New Haven Lumber & Coal Co. has increased its capital stock from \$6,500 to \$10,000.

Boyne City—A new grocery store has been opened by Johnson & Fudge, who are now ready for business.

Rapid City—C. M. Tinkham has sold his drug stock to W. W. Morse, who will continue the business at the same location.

Allegan—Carl R. White, formerly of this place, but now residing in Hartford, will return here and open a bakery on Jan. 1.

Elk Rapids—Gus Landstrum will return to this place and take charge of the tin shop of the Antrim Hardware Co. on Jan. 1.

Hastings—Phin Smith has sold his grocery stock at this place to Chas. S. Potts, who will continue the business at the same location.

Otsego—Chas. Ream, who formerly conducted a meat market at Ganges, has moved to this place, where he will engage in the same line of trade.

Petoskey—Geo. L. Petrie has put in an up-to-date lunch room in connection with his bakery, which adds greatly to the general appearance of the store.

Port Huron—J. F. Wilson, who has been appointed receiver for Geo. Lohrstorfer, druggist, has closed the store and is taking an inventory of the stock.

Marine City—Chas. Pasterino has sold his confectionery stock to Chas. L. Doyle, who purchased the same for outside parties. Mr. and Mrs. Pastorino will return to Italy.

Menominee—The Northern Hardware & Supply Co. has decided to close out its retail department and give its entire attention in the future to the wholesale end of the business.

Buckley—The new bank will open its doors soon after the first of the year and will be owned and conducted by D. W. Walker, of Kansas City, Mo., who is a brother of Judge F. R. Walker.

Ionia—Thomas J. Bandfield, undertaker and furniture dealer at Portland and Portland's oldest business man, has purchased the undertaking business of McConnell & Schreider, who recently succeeded Geo. Alured. Mr. Bandfield will operate both stores. Messrs. McConnell and Schreider will go on the road.

Buckley—M. E. Corning, who owns a farm near this place, has purchased a lot and is getting out lumber for the erection of a building in which he will conduct a general farm produce business.

Memphis—The Fillmore Lumber Co. has been incorporated to deal in lumber and cement, with an authorized capital stock of \$5,000, \$3,500 of which has been subscribed and paid in in cash.

Port Huron—Wm. B. Pilkey will be succeeded in the meat market business by Sheldon & Games, who are already in possession. Mr. Pilkey will take a vacation before re-engaging in business.

Reed City—The Gerhardt-Johnson Co. has been incorporated to deal in footwear, with an authorized capital stock of \$5,000, all of which has been subscribed, \$20 being paid in in cash and \$4,980 in property.

Pinconning—The Landsberg Co. has been incorporated to deal in dry goods, with an authorized capital stock of \$5,000, all of which has been subscribed, \$50 being paid in in cash and \$4,950 in property.

Conklin—E. B. Blett has sold his stock of groceries and dry goods to W. J. Hannah, formerly engaged in the mercantile business at Berlin. Mr. Blett will start a newspaper at Farwell soon after January 1.

Marquette—The creditors of David Seidenfeld, dealer in dry goods and boots and shoes, have filed a petition in bankruptcy. H. J. Lobdell has been appointed receiver. It is probable that Mr. Seidenfeld will continue to conduct the business.

Allegan—The lumber business formerly conducted under the style of the Allegan Lumber Co. will be continued in the future under the style of the owners' names, Griswold & Nichols. Mr. Nichols will attend to the management of the business.

Sheridan—The Sheridan Elevator Co. has been incorporated. The officers of the company are as follows: President, P. J. Devine, of Stanton; Vice-President, Fred Pakes, of Stanton; Secretary and Treasurer, C. H. Clement, of Sheridan. C. W. French, of Sheridan, is a stockholder in the company.

Mason—Albert D. Hoyt and Orla B. Hoyt, who have been doing business as A. D. Hoyt & Son, retail grocers, have filed a petition in bankruptcy giving their liabilities as \$3,011.69 and assets of \$5,236.39, the largest items of which are \$2,456.39 unpaid open accounts and \$1,000 stock in trade.

Traverse City—John Gustafson, tailor at George W. Miller's clothing store, last week found a half frozen pigeon on a fish box in the rear of the store. Feeling sorry for it Mr. Gustafson took it into the store, warmed and fed it and now the bird refuses to leave. It is dark in color and its beak is curiously wart shaped, while around its eyes are more shapes like warts. The bird is very tame and doesn't seem to mind company in the slightest.

Manufacturing Matters.

Pequaming—Charles Hebard & Sons have discontinued sawing at their mill here. The last season was

one of the most successful in the history of the plant and the cut totalled several million feet of lumber.

Port Huron—It is announced that the Michigan Cereal Co. will erect an elevator and feed mill at Coral in the spring.

Cheboygan—M. D. Olds' sawmill is to be extensively repaired during the winter and a new resaw will be added to the equipment.

Manistique—The Chicago Lumbering Co.'s sawmill has suspended operations for the winter. It had a very successful season and its cut was large.

Baraga—The Baraga Lumber Co.'s sawmill has closed down for the season. The cut aggregated 6,000,000 feet of lumber, which is a large one, considering the size of the plant and force.

Detroit—The McCormick Mercantile Co. has been incorporated to manufacture candies, with an authorized capital stock of \$25,000, all of which has been subscribed and \$20,000 paid in in cash.

Muskegon—A corporation has been formed under the style of the Michigan Sanitary Co. to manufacture plumbers' supplies, with an authorized capital stock of \$15,000, all of which has been subscribed and \$1,500 paid in in cash.

Adrian—The Gem Toothpick Co. has been incorporated to manufacture toothpicks, with an authorized capital stock of \$25,000, of which amount \$17,000 has been subscribed, \$3,000 being paid in in cash and \$14,000 in property.

White Pigeon—The plant of the Niendam Manufacturing Co., which was but recently organized for the purpose of manufacturing locks and electric stoves, has been completely destroyed by fire. There was no insurance carried.

Allegan—A corporation has been formed under the style of the Allegan Mirror Plate Co. to manufacture beveled plate glass. The company has an authorized capital stock of \$50,000, of which amount \$38,800 has been subscribed and paid in in cash.

Dollar Bay—The Dollar Bay Land & Improvement Co. has closed down its sawmill for the winter. The mill was erected only last summer, but it made a good cut during the last season. It is expected that a shingle mill will be erected next spring.

Detroit—The Chas. E. Hatt Polish & Chemical Co. has been incorporated to manufacture wood and metal polishes, with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and \$500 paid in in cash and \$2,500 in property.

Traverse City—A corporation has been formed under the style of the Edward Payson Manufacturing Co. to manufacture hardware articles, with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$7,500 paid in in cash.

Hastings—A corporation has been formed to manufacture mechanical machinery and tools under the style of the Consolidated Press & Tool Co. The company has an authorized capital stock of \$75,000, all of which has been subscribed and \$37,500 paid in in cash.

Sterling—A corporation has been formed under the style of the Sterling Co-operative Creamery Association, which will manufacture butter. The company has an authorized capital stock of \$5,000, of which amount \$3,500 has been subscribed and paid in in cash.

Grace Harbor—The sawmill plant of the Grace Harbor Lumber Co. was destroyed by fire last Thursday. The mill had been shut down some months and the origin of the fire is unknown. The property destroyed was valued at \$15,000. It is not expected the mill will be rebuilt.

Menominee—This city has secured the plant of the Lloyd Manufacturing Co., formerly located at Minneapolis. A force of 350 will be employed. Orders have been booked already for twenty-five full carloads of goods. The company will manufacture baby carriages, rattan chairs, couches and furniture.

Albion—Three cities—Jackson, Lansing, and Battle Creek—are making efforts to secure the Malleable Iron works from this place. Some of the officials of the company favor moving, as they say the city is too small for an industry of this size, not only from the labor standpoint, but for shipping facilities.

Bay City—The MacKinnon Manufacturing Co. has changed its name and hereafter will be designated as the MacKinnon Boiler & Machine Co. The company has experienced a prosperous year and has been adding to its equipment and output. The construction of additional plant room has been considered, but details have not been definitely determined.

Bay City—The Hine Milling Co., owned by Emil Hine and operating the plant at the corner of Midland and Walnut streets, has gone out of business owing to the ill health of Mr. Hine. When he purchased the property it was Mr. Hine's intention to erect an entirely new plant, on a large scale, and to include a flouring mill and elevator, but recently his health has been so poor that it became imperative that he give up the business entirely and seek a new climate for a time.

Battle Creek—The Dr. Perkins Sanitary Refrigerator Co. has practically decided to purchase the factory of the Flour & Cereal Machinery Manufacturing Co., and install its machinery immediately. This effectually eliminates any probability of the company's removal to Port Huron. At a recent meeting of the stockholders it was decided to squeeze all water from the stock and reduce the capitalization from \$191,000 to \$63,000. Paradoxical as it would seem, more money will be put in at the time as the capitalization decreases.

Negaunee—Tamarack swamps, once considered worthless, have a value now. The timber is being cut into lath, wood and finds a ready sale at the mills. This shows the tendency of the times. Anything, of any variety of timber, that will cut a 2x4 is being logged these days. It was not many years ago that only white pine, and only the finest of this, was being cut.



The Produce Market.

Apples—Spys, \$3; Wagners, \$3; Baldwins, \$2.50; Greenings, \$2.50; Tallman Sweets, \$2.25; Kings, \$3. Receipts are light and there are some apples being taken from coolers to supply the present demand.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The market has remained firm and unchanged during the past week. The demand is large and owing to the small receipts of fresh butter the chief source of supply is storage butter. All of the fresh butter arriving is absorbed upon arrival and the market is healthy throughout and likely to remain so until fresh butter shows an increase. When this will be is quite uncertain. Creamery ranges from 31½¢ for No. 1 to 32½¢ for extras; dairy grades fetch 25¢ for No. 1 and 18¢ for packing stock; renovated, 25¢.

Cabbage—50¢ per doz.

Celery—25¢ per bunch for Jumbo.

Cheese—The market is very firm at unchanged prices. The demand is very slow, as is customary with the season. Stocks in storage are in strong hands and it is evident that nothing but fancy cheese is being held. A firm market may therefore be looked for for some time to come, though possibly without much advance.

Chestnuts—12¢ per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

Cranberries—Wisconsin are steady at \$9 per bbl. Late Howes from Cape Cod are without change at \$9.50 per bbl. For hard, sound stock the market is steady, but on soft berries the feeling is easier. Holiday demand was good and prices are firmly maintained in the East.

Eggs—The price is now stationary, the receipts of fresh cleaning up on arrival and showing a fair increase. The demand is good enough to absorb everything at present prices and the market is entirely a weather market. No material change is looked for during the coming week unless the weather shows a material change. Storage eggs are getting lower in supply all the time. Fresh fetch 26¢ for case count and 29¢ for candled. Cold storage, 25¢.

Grapes—Malagas command \$5@6 per keg.

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

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

Lemons—Californias are weak at \$4.25 and Messinas are in small demand at \$4.

Lettuce—15¢ per lb. for hot house.

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

Oranges—Floridas are steady at \$3.25 and California Navels range around \$3.25 for choice and \$3.50 for fancy.

Parsley—40¢ per doz. bunches.

Potatoes—35@40¢ per bu.

Squash—Hubbard, 1½¢ per lb.

Sweet Potatoes—\$3.25 per bbl. for Jerseys.

The Grain Market.

December wheat has lost about ¼¢ per bushel, while May wheat has shown a decline of about ½¢ for the week. The market has been quiet and of a holiday nature, the volume of business being only moderate. Receipts have held up remarkably well according to reports from the West. The visible supply was late in coming out this week owing to the fact that some of the Boards of Trade were closed from Saturday until Wednesday morning. Foreign reports have been a little more favorable to the bears, and the general lack of trade has brought about a dragging market.

Corn has been coming quite freely, with prices ranging from ½@58¢ lower for the December and May options, while July option is selling at about ¼¢ off. The best grades of N. 3 yellow are now quoted at about 44½@45¢, while cool and sweet corn is offered from ½@¾¢ less, according to quality.

Oats are also weaker in sympathy with other grains, cash oats having lost about ½¢ for the week, while May and July are ¼¢ lower. The movement is light and there is no inclination on the part of holders to sell out. I can not see anything in the situation at present to warrant lower prices. L. Fred Peabody.

Recent Trade Changes in the Hoosier State.

New Paris—J. W. Whitehead, who recently went through bankruptcy proceedings, announces that he will open a general store on Jan. 1.

Elkhart—W. A. Griffin has rented additional store room and will open a meat market in connection with his grocery about Jan. 1.

Indianapolis—L. F. Hurt has purchased a controlling interest in the Rhodes-Burford Furniture Co. stores at Indianapolis, Jeffersonville, Louisville, New Albany, Ind., and Cairo, Ill. This interest he has purchased of the widow of F. J. Burford. Mrs. Burford has also disposed of her stock in the stores at Lexington and Paducah, Kentucky, and at East St. Louis. Mr. Hurt had been identified with the company for some time past. A. G. Rhodes retains his interest. The business will be conducted along the same lines as heretofore and it is probable the style will remain unchanged.

The Boys Behind the Counter.

Petoskey—Jas. Reid, who was employed up to a year ago by the Fochtman Furniture Co. as advertising manager, is to have the same kind of position, with other work, in the new store of G. Dale Gardner. During the past year Mr. Reid has been employed by a firm at Traverse City.

Manton—Miss Edith Whitford has entered the employ of Williams Bros. Co. as assistant stenographer, allowing the stenographer, Miss Maud Williams, more time to assist on the books, as during the winter season the work is very arduous for Mr. Billings, the book-keeper.

The Grocery Market.

Sugar—The harvesting and marketing of the Cuban crop is proceeding much more largely than usual, and this has caused a decline in raws of about 1-16¢. The market is now a trifle steadier, but only from manipulation of the market and not from any actual improvement in conditions. Refined sugar is quiet and weak, with indications of a decline after Jan. 1.

Tea—The demand is light with prices comparatively low. As a matter of fact, the entire year has been bad for the tea business. At no time has there been more than a hand-to-mouth business for immediate wants, and prices and profits have ruled relatively small during the entire year. The past week has brought no changes in prices and none are in sight.

Coffee—The current crop has been discounted to a dangerous extreme, when considering the coffee world is facing a new crop of very small proportions and the combined action of the coffee states and the Brazil federal government shaping for best results of valorization. Many people, with undue haste and not without a suspicion of malice, try to discredit the Brazilian measures to place first-hand coffee values on a better level. When a prime staple of daily necessity and enormous consumption, such as coffee, is habitually depressed until there is nothing left for the producer government action is justifiable to protect the industry, and every coffee dealer should be in sympathy with it. Consuming countries have no stock in the interior—the deliveries go far to prove it. Seaport stocks in Europe and the United States have not increased in the first five months of the big crop movement. The developments of the near future will prove the wisdom of taking on supplies at this low level, and this may be the low point for a long time to come.

Canned Goods—The consumption of corn has been heavy during the fall months and it is generally conceded that it has been the cheapest article on the list, but whether the demand has been sufficiently heavy to absorb enough of the heavy carry-over from last season, plus this year's pack, is a matter upon which opinions differ. The general view is that it has, and this finds support in the lessened pressure to sell cheap grades and the disposition shown by buyers to raise prices. While the renewed enquiry for tomatoes noted at the end of last week does not seem to have resulted in any important business packers show no indications of a desire to force sales. In view of the certainty that the cost of packing during the coming season will considerably exceed that of last year, the majority of packers are postponing the consideration of future business until they know more clearly how they are likely to come out. There is less demand for peas, but with supplies in small compass the firm tone of the market is retained. In canned fruits, as in other lines, business is slack, but a firm feeling prevails owing to abnormally small stocks of all staple goods in both

first and second hands. The demand for domestic sardines, while on the hand-to-mouth order, is unusually good for the time of year, and sellers generally now quote on the basis of prices which, according to the original intention of packers, was not to go into effect until January 2. No further business of consequence is reported in salmon, but the market for all grades remains firm.

Dried Fruits—Apples are unchanged and in light demand. Apricots are scarce and almost prohibitively high. Currants have been extremely scarce on spot, but will be more plenty within a few days. Because of the scarcity the price for the fancy grade is about 1 cent per pound higher than it will be when the supply gets larger. Seeded raisins are scarce and the nominal quotation for fancy, both on the coast and delivered in the East, is 10 cents, which means that the Eastern market is lower than the coast by precisely the amount of the freight. Loose raisins are dull at unchanged prices. Citron is in fair demand at unchanged prices. Prunes have been in more liberal receipt during the past week, and the market is accordingly a trifle easier. The demand is light, which also conduces to weakness. After January 1st the movement will probably be greater.

Syrup and Molasses—Molasses is very strong and anything really fancy is snapped up as fast as offered. Glucose is unchanged, and the present price is unquestionably high considering the cost of raw material. Compound syrup is slow and unchanged. Sugar syrup shows no special demand and no change in price.

Rice—There is quite a little interest in Japans, which with fancies and extra fancies are by no means plentiful. The markets in the South are not changed to any material extent.

Provisions—Prices are probably 10 per cent. higher than usual. The receipts of hogs are light, and it does not look like much lower prices on provisions this winter. The demand for hams, bellies and bacon is dull. Pure lard is unchanged and steady. The demand is only fair. Compound lard is dull and unchanged, as is dried beef, canned meats and barrel pork.

Fish—Cod, hake and haddock are strong and in good demand. Prices are high. Hake is in very low supply and pollock is about exhausted. Domestic sardines are unchanged, but, as stated last week, will advance in January from 10 to 20 cents per case. All packers will concur. Foreign sardines are unchanged and steady. Salmon are steady and very quiet. Mackerel are firm and quiet. Prices are still maintained on the former high level. Norway 4s seem to be the strongest of the line.

Baraga—The Nester estate has closed down its sawmill after a very successful run. The cut during the last season was 26,000,000 feet and had conditions permitted 30,000,000 would have been cut. Practically all of the lumber was shipped to outside markets by lake and rail.

CONVICT LABOR.

How It Should Be Employed in This State.*

I am glad of an opportunity to address such a body of representative men from every section of the State, for I have a message on my heart and I am sure that when you have heard it I will have your assistance.

In my opinion the State, the counties and the townships can not expend money to greater purpose for good than by improving the leading public wagon roads.

About four years ago I was privileged to be in a good roads convention and hear a certain man talk, and it pleased me very much to hear him say something like this: "I can see the benefits to a people that has tamed a continent in a day in having good roads on account of the saving in cost of transportation, but that benefit sinks into insignificance when it is compared with the benefits derived from having good roads, in making it easy to get to church, to school, to library, to grange and club and last but far from least in getting to your neighbor's sitting room and dinner table; and, further, I can not see anything very attractive in living on a farm when such farm is connected with other farms and the market village or city by a long line of liquid morass." The man who said nearly those words is the man who dares to say what he thinks, and the man we all admire—our loved and respected President, Theodore Roosevelt.

I deem it proper for me, your hired man as State Highway Commissioner, to give to you, my employers, a short account of the doings of the State Highway Department since its creation, seventeen months ago. The last Legislature submitted to the people an amendment to the constitution, which, if adopted, would permit the State to help the counties and townships to build good roads, and it was carried overwhelmingly in every county in the State at the April election, the majority in its favor being 142,242. After that the same Legislature, by act, created the State Highway Department and appropriated \$90,000 to be used by the Department in encouraging road building. I was asked to become the head of that Department, I presume because I had fought good roads since 1894. I told the Governor I would take the office if he desired me to, with the understanding that I would run it just the same as I run my scythe business—employ no man unless he was the best man for the place that could be had, regardless of politics.

In order that you may better understand what I have done with the \$90,000 so far I will compare what we have done with what other states did in the first two years of the existence of the highway departments in those States. Massachusetts expended \$18,000 and built no road. New York expended \$100,000 and built five miles of road. New Jersey spent \$280,000 and built thirty-seven miles. Connecticut expended \$150,000 and built thirty-five miles.

*Address by Horatio S. Earle, State Highway Commissioner, at annual banquet Michigan Retail Implement and Vehicle Dealers' Association.

We have had, in addition to our appropriation, \$8,000 from the automobile license fund, which makes a total of \$98,000, of which we have spent only \$65,000 and have awarded the building of thirty-five miles of gravel road and fifty-five miles of macadam road, and have eighty-seven miles pending and in course of construction, with \$33,000 still in the treasury. It is safe to say that at the end of our first two years, June 30 next, we will have built not less than 150 miles, or four times as much road as was ever built by a State Highway Department in the first two years of its existence, and I am proud of it. Are you satisfied?

Now, if you reckon on this any, figuring that we pay State reward of \$500 a mile for gravel and \$1,000 for macadam road, that we shall not have money enough to pay the rewards, we certainly will not, but these will be paid out of the next appropriation.

It is only fair to the other states for me to say that they did a lot of investigating that cost a lot of money, and they have been very willing to give us any data that we needed to help us, so with this and the work that I did when running my good roads train and while I was serving the first two years as unconstitutional Highway Commissioner, at no cost to the State, we were ready to go to building roads with our money, and we did so, and will keep it up if you will see that we get money enough to attend to the rewards and necessary expenses. I need more help and I want better stone for the upper course of my roads, and so the last Legislature passed a resolution instructing me to make a thorough investigation into the advisability and the practicability of the State procuring a trap rock quarry in the Upper Peninsula and using a portion of our convicts to crush it and load it on boats or cars for shipment. I have made that investigation, not as thoroughly as I would have been glad to, for I could not spare the money from my Department without crippling me in my good roads work, but I found that we have enough trap rock in one mountain to macadamize 300,000 miles of road, and this is about five times as many miles as we have in all Michigan. I found up there men of large caliber who are willing to help along the cause, and Mr. C. A. Wright, President of the Keweenaw Copper Co. and President of the Keweenaw Railroad Co., offers for the State a site for a prison, with all the trap rock that all the convicts in Michigan could crush in the next 200 years, and offers to build his railroad past the quarry and down to the dock and to haul the stone at ten cents a ton if 1,500 tons a day are crushed and fifteen cents a ton if less is crushed.

What a howl went up from certain papers about the awful cost it would be to the State to move the Jackson prison to Keweenaw, and they said the scheme was visionary, and so forth. Well, I believe what Andrew Jackson said was true, "An energetic one is a majority." I am that one, and, By Gum, I'll build that prison, and don't you forget it. Cost? I'll tell you what I'll do: I will build a bet-

ter prison in Keweenaw than the Jackson prison is; I will put in the stone crushing machinery, storage bins, etc. I will build a dock, then I will pay the railroad fare (no passes) of all the able bodied prisoners at Jackson and Warden Armstrong and all his retinue of servants, and then give you, the State of Michigan, \$250,000 and a deed to the Keweenaw prison if you will give me a deed of the Jackson plant.

You are told by some papers that this plan isn't practical, that on account of the distance the hauling charges will make it impossible. It seems to me boat companies and railroad companies ought to know more about it than newspaper reporters or editors who don't know a dang- ed thing about it, but I have no intention of recommending doing away with the Jackson prison. I would keep it, and I would employ the prisoners there in quarrying and crushing limestone for the lower course, and have the ones in Keweenaw doing the same with trap rock for the upper course, and I would give this stone to the townships and counties that would use it, according to the rules and regulations of the State Highway Department in building the leading public wagon roads. They are doing this at the present time in other states, and at Joliet, Illinois, the convicts are crushing 400 cubic yards a day and will soon be doing twice as much.

At Marquette there are oceans of trap rock, yet 250 convicts are making cigars for you and me to smoke. I believe these men should have work,

but if I have my say they will not make cigars long, neither will they work for some favored contractor but will crush stone, and when a man is put at that work with proper machinery to assist him he will produce about four cubic yards a day. This furnishes a free man with a day's work to put it into a macadam road, so the free man, the honest, tax-paying, law-abiding, family-supporting man gets the day's work at making cigars that the convict was doing and another free man gets the macadam road to build. After such a regime is adopted in the State the convicts will be creating more work to do, instead of destroying what there already is and debasing wages and, by the help of the State, destroying fair earnings for capital invested in plants supplying honest free men with employment. I can tell you, gentlemen, that I have enlisted and I'll fight against the convicts being employed at any work that hurts labor or capital as long as I live, whether it is cigars, chairs or binding twine.

Some say there would not be enough stone crushing for the convicts to do. I think I ought to know as well as any man about that, and I tell you that I will give you orders for all the stone that your convicts can crush if you will give it to the townships and counties that will use it. Then why not let these men work for the whole State?

I used to pride myself on knowing the manufacturing business and have said when I was foreman of an iron foundry that I could make the drawings for the patterns, make the pat-

The old year is finished and
"what's done cannot be undone."
We hope our customers and
friends have had as satisfactory
and prosperous a year as our-
selves, and we

Wish You All a
**Happy and Prosperous
New Year**

During 1907 our company will
endeavor to maintain and, where
possible, improve our excellent
shipping facilities, and continue
giving your orders return freight
deliveries.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

terms for a plow, make the castings, machine and set that plow up, paint it, go out and sell it and collect the bill if the man was good for it, and if he wasn't he didn't get the plow. I used to notice in other departments things that would make it more profitable for my employers, and these employers appreciated such work and advanced me until I was a part of the company, and sharing in the profits, and that is why I am not pounding sand and carrying iron in some foundry to-day.

I am busy in the road department, but I can not help looking around and into things with these crooked eyes of mine and I have discovered Michigan's farrow cow. Now, I have no inclination to find fault with the head of any other department, or any of the employes of any department, but if I see a system that I don't believe is a good one, I shall, when opportunity presents itself, tell you, my employers, of it and I shall expect you to order it changed. I name then, the State tax land business—Michigan's farrow cow. We pay out between \$150,000 and \$175,000 a year for advertising these lands for sale, and who among you, if you were to offer your household goods for sale at auction, would advertise one fork, one fork, one fork, and so on until you had all the forks advertised, and then one knife, one knife, one knife, and so on until all the knives were mentioned, and then one spoon, one spoon, one spoon, and so on through the whole category, and in so doing you would have more advertising to pay for than your goods were worth. Yet we do this very same thing with the land every year, description after description, so much and so long that no other person except the proof reader ever thinks of reading it. Who of you would keep a cow that cost fifty dollars a year to keep and that gave you \$26.70 worth of butter to pay her board? You would fat that cow and beef her or "come her in" and get more milk. And one of these things ought to be done to the State tax land farrow cow and give the one hundred clerks who have to work hard all the time to keep track of the business at Lansing a chance to go out and plant potatoes, hoe corn and mow grass.

What would I do with it? First, I would say to those who know something about it, like the Hon. Chas. W. Garfield, of Grand Rapids. How much of this land should be set apart as a State forest reserve? The remainder I would deed to the counties that it is in and make the county treasurer the custodian of that land, and he would advertise it on the walls of his office, and if there were no red line drawn through a description you would know that that piece of land was for sale, you wouldn't have to ask anybody or be told that some tax title shark had bought it the day before and that you could see him. I would pass a law that would force every county to place the proceeds of the sale of these lands in a road fund, not for good roads of gravel or stone, but for settlers' roads, to be built into and through the lands, so that settlers could get in on

them, and get their product out when ready for the market. By so doing the valuation of these lands would be changed from \$1 an acre to \$25 and \$50. Can't do it? Let me tell you that up in Ontonagon county there are 400,000 acres of land, most of it red clay land that grows timothy and clover six feet high and hemp fourteen feet and six inches. Saw it myself in a farmer's institute and they told me that the hemp grows in the night time so fast that it whistles through the air and they have to shut the windows to get any sleep.

But more, I would pass a law that would exempt from taxation any plats of land of twenty acres or more which were set out for forestry purposes and were fenced, not pastured, and from which not even a fish pole should be cut. If you will do this I will buy a township and set it out to trees and I will leave that as an inheritance to my boys. This will beef Michigan's farrow cow and will give to all a piece of the meat. Some will get it in land, some in less taxes, and all in the welfare and prosperity of the State, and the \$200,000 or thereabouts which we save every year we can use to buy food and clothing for the convicts who will be crushing stone and making our roads better, so improving the best of all states—Michigan.

If you think I am right, stand out and say so. Join with me for good roads, convict crushed stone and help to dispose of Michigan's farrow cow. To be sure, you are liable to get a whole lot of fault found with you, just as I have, but it is the men who do things regardless of criticism who are a benefit to themselves, their families, the State and the Nation, and that is the class of men whom you find among the successful business men everywhere. They remind me of the poem by my friend, Sam. Wal-

ter Foss, entitled "Land Upon Your Feet:"

You take a cat up by the tail,
And whirl him round and round,
And hurl him out into the air,
Out into space profound,
He, through the yielding atmosphere
Will many a whirl complete;
But when he strikes upon the ground
He'll land upon his feet.

Fate takes a man, just like a cat,
And, with more force than grace,
It whirls him wiggling round and round
And hurls him into space,
And those that fall upon the back,
Or land upon the head,
Fate lets them lie there where they fall—
They're just as good as dead.

But some there be who, like the cat,
Whirl round and round and round,
And go grating off through space
Until they strike the ground;
But when at last the ground and they
Do really come to meet,
You'll always find them right side up—
They land upon their feet.

And such a man walks off erect,
Triumphant and elate,
And with a courage in his heart
He shakes his fist at fate;
Then Fate, with a benignant smile
Upon its face outspread,
Puts forth its soft caressing hand,
And pats him on the head.

And he's Fate's darling from that day,
His triumph is complete,
Fate loves the man who whirls and whirls
But lands upon his feet.
That man, whatever his ups and downs,
Is never wholly spurned
Whose perpendicularity
Is never overturned.

Instruction in the Art of Shopkeeping.

The great increase in the number of five and ten cent stores in the last few years, nearly every small town having at least one and larger cities several, has caused jobbing concerns to give them special attention. One wholesale house has a complete five and ten cent store on one of its floors, not a single detail missing.

Here the man who wants to buy the outfit for such an enterprise will see all the articles that can be bought for a nickel or dime, from needles to dishpans, on the walls or in showcases. The proper arrangement of the show windows is exhibited and everything in a real store is duplicated, even to the plate glass win-

dow in front, the shelves, showcases, etc. Two young women are there to show the intending purchaser the art of selling.

The jobber has a printed catalogue giving the prices of all articles and the lump sum for the whole outfit. He will duplicate everything, even painting the front, and the intending purchaser can see exactly how his store will look from the sidewalk and indoors when it is ready for business on the main street in Boonville. —New York Sun.

Business Acumen.

In Philadelphia is a small girl who, until recently, was the only child in the family. The arrival of a baby brother was regarded by her as something of an intrusion, and her parents endeavored in every way to cultivate in her an affection for it. Wishing to ascertain how successful their efforts had been in this regard, her father one day said:

"Mary, a man came into my office to-day and said that he would give me a big boxful of money, enough to buy all the candy and toys in the city, if I would sell him little baby brother. That is a great deal for such a little fellow. Shall I sell him?"

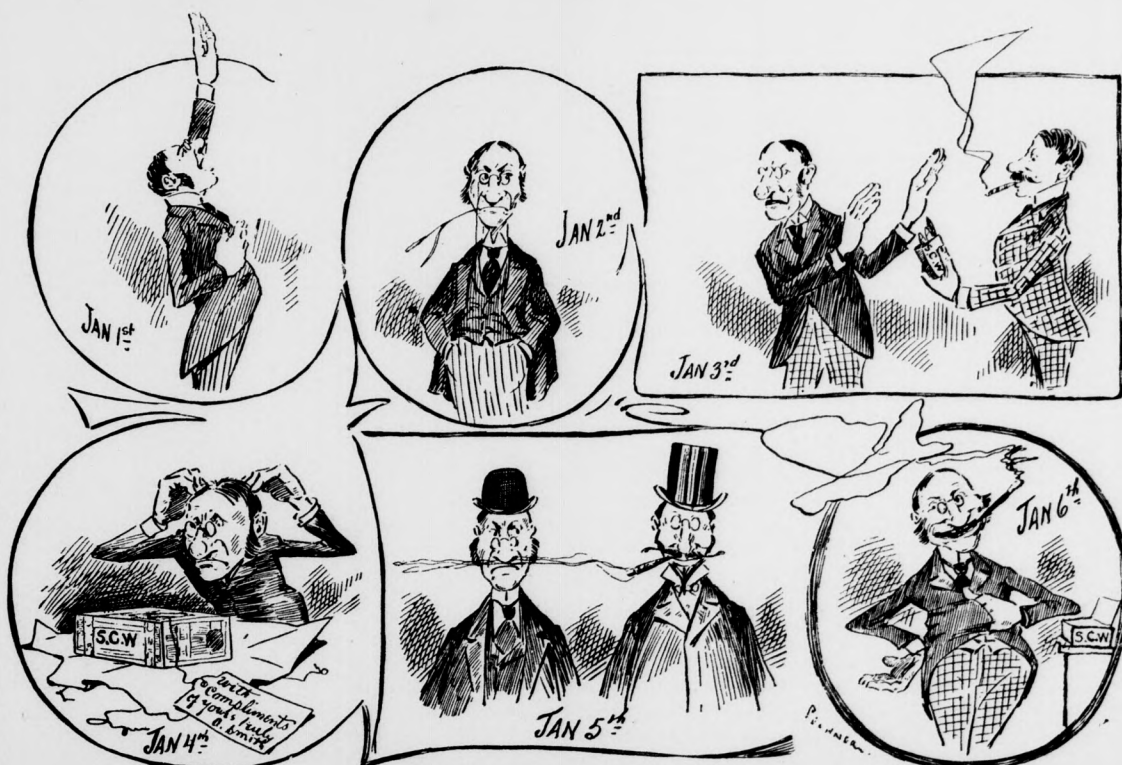
An eager assent trembled on the little girl's tongue, but she hesitated, and a shrewd look came into her eyes.

"No, don't, papa," she said. "I'll try to stand him."

"Oh, you are commencing to love baby, then," the father said, delightedly.

"Huh! No, I ain't!" was the reply. "If you can get so much for him now, I guess you could get twice as much when he's growed bigger!"

Some people are satisfied to make both ends meet, but most of us want the ends to lap over.



As it was, is, and ever will be.



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E. A. STOWE, Editor.

Wednesday, December 26, 1906

MANUFACTURING NEWS.

One of the powerful factors in the lives of nations to-day is the newspaper correspondent.

Whether he is the one who has the open sesame to all the royal courts of the Old World or the one who keeps tab on daily happenings of the smaller world in which he lives, he has power. It is for good or evil as his judgment may dictate and provided his judgment is approved by the journals who authorize and pay for the matter he sends for publication. Very properly every newspaper correspondent is ambitious to achieve fame and fortune, and as their material income as well as all other profits depend upon their success as accurate, prompt and fair minded news-getters, they live strenuous lives as a rule.

And so it happens daily that the world is startled by an approximately even exchange of sensations in all departments of life and from all parts of the globe. A striking illustration as to these methods and results was given recently in connection with the Japanese pupils' treatment in San Francisco. The City of the Golden Gate sent out various versions of her ultimatum on the subject and the National Capitol countered with the President's ultimatum. Instantly the newspaper correspondents got busy on the theory of "putting two and two together." Word came from Honolulu that the Japanese had two regiments of troops fully organized, equipped and officered at that city disguised as laborers; that our Government had despatched two regiments of United States soldiers to counteract such surreptitious military occupation of a friendly country by the little brown men; that the possession of the Philippines was coveted and determined upon by the Japs; that a Japanese fleet of war ships was to make a friendly visit to our Pacific coast; that this friendly demonstration had been abandoned because of the Pacific Coast's attitude toward the Japanese; that France and Germany were viewing with suspicion and alarm the possibility of greatly increased British influence in both China and Japan and possible alliance on the part of those three governments against the United States, and so on, and so on.

Meanwhile the newspaper correspondents who "wire" news daily ap-

pear to be indifferent, somewhat, as to what Russia is doing in relation to Japan, but from political writers who study, historians who make a business of collecting facts and travelers who go about with their eyes open there is abundant evidence presented that Russia, in spite of her own tremendous internal dissensions, has already well-organized operations of very great extent in seemingly smooth working order, looking toward the ultimate recoupment of her disastrous experiences with Japan. There is plenty of corresponding testimony that Japan is engaged with equal energy, skill and resources in preparing for the struggle which she realizes must come eventually.

The situation is distinct, inevitable and palpable to all other nations, and national politics everywhere is taking note of and preparing for the climax. Therein lies a complete, unanswerable contradiction of the sensational stories as to a possible naval and military struggle between our own nation and that of Japan. The Island Empire of the Orient covets the Philippines, no doubt, and it is a possibility that she may realize her desires in that direction, but it will be, if ever, through straight bargaining and buying—never through war with this country. She may cast longing eyes upon the Sandwich Islands, but she will never fight the United States to gain possession thereof. Indeed, it is the expressed opinion of the leading diplomats and statesmen of the world that Japan will go to any extreme almost during the next two or three decades to avoid war with any of the greater powers.

When Japan and China have succeeded in perfecting the affiliation they have been working for the past year or two, when they have their fleets and their armies thoroughly prepared for a war that will be worth the name, they will find ample opportunity for their very best effort along the Western coast lines of the Pacific Ocean, the Sea of Japan and the Chinese Sea. The thousands of millions of men they have available will be needed at home and the hundreds of battle ships, cruisers, transports and the like will have no time or reason to make the journey eastward to the shores of America, no matter how strenuously the newspaper correspondents may insist to the contrary.

The French are so certain of the future of aerial navigation that they are already appointing commissions to study the problems that will surely arise. Some of these are very interesting, such as prevention of border smuggling, crimes and the dropping of bombs by anarchists. Devotion to such things at this time makes one think France is a kind of topsy-turvy land.

It now appears that China's hardest task in suppressing the opium trade will not be with any other country that may be deriving revenue from it, but with her own people. It was hardly to be expected that so old a habit would be cured without some difficulties. In this case the government seems to be the prophet without honor among its own people.

THE JAPANESE SITUATION.

The great ado which San Francisco has been making over the attendance of Japanese children in its public schools forms the subject of a special message sent to Congress by the President. The message itself is brief, its important feature being the report made to the President personally by Secretary Metcalf, who conducted a painstaking investigation of the whole situation affecting the Japanese in San Francisco. The report covers three matters of controversy—first, the exclusion of Japanese children from the public schools and their segregation in a separate school maintained expressly for those of Oriental parentage; second, the boycotting of Japanese restaurants, and, third, acts of violence committed against the Japanese. Upon the last two subjects San Francisco newspapers and the California Senators and Representatives in Congress have, for the most part, maintained a discreet silence. Upon the first question, however, that of the presence of Japanese children in the schools, they have been violent in their denunciation, and as we have the facts in Secretary Metcalf's report, these newspapers and politicians have not scrupled to exaggerate and willfully misrepresent. Seemingly the best excuse that can be offered for them is that it is at present very popular and probably politically and otherwise profitable on the coast to engage in violent denunciation of the Japanese. Secretary Metcalf in his report contents himself with stating the exact facts as he found them after a searching investigation. He offers no comments and no opinions. He treats the whole matter fairly, lets both sides present their cases and the reader of the report can draw his own conclusions therefrom. In the light of the facts stated here, the paragraphs of the President's annual message as it related to this anti-Japanese question will bear reading again, and the fair-minded judge will agree with all that the Chief Executive said there and admit that the discrimination against the Japanese in San Francisco was characterized in none too forcible language.

It has been represented to the public in dispatches, obviously inspired by anti-Japanese sources, that Japanese adult pupils were crowding out native children from public schools in San Francisco; that they were corrupting young girls and treating other pupils roughly. These statements were false, and the last ones infamously false. Secretary Metcalf gives the testimony of teachers that the Japanese pupils are as bright, cleanly and well behaved as any in the schools. As to the crowding out of American children from the schools, this is obtained from the Board of Education's own report: There are exactly ninety-two Japanese pupils in the San Francisco schools and these are scattered among twenty-three different schools in the city. Of these ninety-three pupils, sixty-eight were born in Japan and twenty-five in the United States; twenty-eight are girls and sixty-five boys. No complaint against the conduct or behavior of these Japanese pupils was ever made to any

school authority. The only objection raised has been in the case of about a dozen young men between the ages 18 and 20, who, because they could not speak English, have had to attend in the primary grades. The objection to them in such cases is well grounded, but, as the President points out, it can be met by excluding them on the score of age. Secretary Metcalf shows how absolutely impossible it is for these ninety-three Japanese pupils, scattered as they are throughout the city, to attend one special school, no matter how centrally situated. The foregoing is the essential substance of the whole school question about which San Francisco has raised such an uproar.

But the exclusion of Japanese children from the schools is not the only feature of the anti-Japanese campaign. A systematic attempt was made by means of violence and a form of boycott, the latter instituted by the cooks' and waiters' union, to drive the Japanese restaurants out of business in San Francisco. The association of Japanese restaurant keepers finally succeeded in having the boycott called off by the payment of \$350 to the leader of the boycotters. Assaults upon Japanese since the earthquake and fire by gangs of boys or men have been frequent. Secretary Metcalf includes in his report the statement of a score or more of Japanese who were attacked in the streets and more or less severely injured. Complaints to the police by individual Japanese were of no avail. These assaults ceased, however, soon after the matter was taken up by the Japanese Consul, who made formal complaint to the chief of police, and after other prominent Californians made public expression of regret for these attacks. The anti-Japanese propaganda was instituted by an organization styling itself the Japanese and Korean Exclusion League, composed exclusively of union men in San Francisco, who are very generally conceded to be the lowest specimens of humanity to be found anywhere in the world—mostly criminals of the basest type. The aim of this organization is a national law excluding Japanese from the United States, and the present anti-Japanese campaign is expected to contribute to that end. That it is powerful is evident from the fact that the politicians and political party organs are falling over one another in their efforts, by fair or unfair means, to foment anti-Japanese sentiment and win the support of the league. But if the propaganda is to win converts elsewhere than on the coast it must base its cause upon juster arguments than those recently presented.

A new blackmailing scheme is being worked in Muncie, Ind. The widow of a former State Superintendent of Public Instruction is being bothered by mysterious messages purporting to come from him out of spirit land and directing the recipient to call on his wife and collect. So far no one has got rich on these collections, but this method of extortion is novel and much more pleasant than black hand-

NOT WORTH READING.

The Utley-Cutcheon-Burton History of Michigan.

Michigan as a Province, Territory and State, the Twenty-Sixth Member of the Federal Union. By Henry M. Utley, Byron M. Cutcheon, Advisory Editor Clarence M. Burton. In four volumes. Publishing Society of Michigan. 1906.

I have been asked to review this work, the latest contribution to the historical literature of the State. It is with reluctance that I undertake the task. There is no pleasure in expressing opinions of a work of which even in charity so little of praise can be spoken.

This history is in four volumes. The first and fourth, by Henry M. Utley, of Detroit, cover, respectively, the exploration and provincial periods down to the withdrawal of the English in 1796, and the modern period from the close of the war to the present time. The second and third volumes are by General Byron M. Cutcheon and deal with the territorial and statehood periods from the withdrawal of the English down to the close of the war.

The four volumes, in rich red binding, make a handsome appearance on the shelf. The generous margins and large type make the pages attractive. Beyond this I can find little to commend, even in words of faint praise.

We have long been looking and hoping for a carefully written, comprehensive history of Michigan, one that would represent a thoughtful condensation of all that has been written, with intelligent comment, philosophic review, and with the authorities cited; one that would mean the earnest work of a man in love with his subject and who, if he lacked genius, would at least have industry in the collection and classification of his materials. We had reason to expect from the names given in the prospectus that this history would fulfill some of our hopes. But this work is carelessly written, superficial, repetitious and hopelessly dull. There are no evidences of study or thought or research. It is drawn from the most commonplace sources of information and the authorities cited are limited in number, those easiest to procure and the nearest at hand. No skill is shown in the composition and the sense of historic proportion which discriminates between the important and the inconsequential is absent. Even the dignity of language which we look for in history is wanting, such expressions occurring as "gave them a bad scare," "made himself scarce," "pretty thoroughly," "rather dull," and "cut no great figure." In certain classes of literature such phrases will not be seriously criticised, but their place is not in history. The work is embellished with numerous illustrations, and these illustrations are thoroughly in keeping with the text. They are reproductions from other works and in no instance is credit given. Five maps are reproduced and were chosen with little regard for their appropriateness. The publishers apparently had an impression that a few maps ought to be given in a work of this character and at random picked out as many as seemed to be necessary

and threw them in. The proof reading is wretched. As a whole I can not better describe this work than as a "pot boiler." It is not a credit to the literature of the State. Its place is by the side of the history of the Chicago fire issued while the embers were still smoking or of the San Francisco earthquake before the tremors had ceased.

Taking up the first volume of this history, the volume that deals with the exploration and provincial periods, we find at the very outset an example of the carelessness which characterizes the whole work. It is as follows:

"In 1508 two ships were fitted out, one commanded by Thomas Aubert and the other by Jean Verazzano, which sailed from Dieppe at the be-

after the voyage is said to have been made. John Fiske, in "The Dutch and Quaker Colonies in America," and Justin Winsor, in "Cartier to Frontenac," both pronounce it a legend of Dieppe rather than a fact substantiated by documents or even circumstantially probable. Following the voyage of the Cabots in 1497 and 1498 fishermen of France, Portugal, Spain and England made frequent voyages to the Newfoundland waters for cod and halibut. That some of them may have penetrated the St. Lawrence Gulf is quite possible, but such explorations were not made a matter of record nor was the world made wiser thereby. The real discovery was by Cartier, who explored the St. Lawrence Gulf in 1537 and a year later, on his second voy-

fore returning, he passed up as far as Montreal.

How Verazzano's second voyage in 1523, seventeen years after his first, was "fortunate" for France does not appear. His explorations were from the present North Carolina coast to some point off the coast of Maine, and along that entire coast not a single French colony was ever established or even attempted. His career ended with his third voyage, as stated, but according to Fiske he did not adorn a cannibalistic banquet, but was captured by the Spanish, taken to Cadiz and there hung as a pirate.

A history of the exploration period in the region in America once ruled over by France is giving mere results without the motives, purposes and policies back of them unless we have at least a brief view of the French court. It was from Versailles that the orders came which sent out exploring expeditions, which made men come and go, which regulated traffic and furnished the impetus for all that was done. The activities of the church had the royal sanction and support. Wars were declared and peace treaties made as the will of the court directed, and the same authority determined the relations of the French with the English and the Spanish. We would scarcely know from reading the history before us that such a country as France ever existed, and it is almost equally silent as to affairs at Montreal and Quebec.

The history of this Western country is essentially a history of individuals, of explorers, of missionaries, of traders. The country was a wilderness. Its people were savages. Of the country and its people there was little to tell. But what romantic interest attaches to the bold adventurers who for peltries or to save souls pushed their way into the unknown, braving untold dangers, suffering innumerable hardships and, returning, gave to the world authentic information of the vast interior regions visited! These dauntless pioneers of trade and church established stations and missions, described resources and the people, made maps and gave names which cling to our geography to this day. The lives of these men, priest and trader alike, are epics as thrilling as will be found in romance or legend. And how does our historian deal with them?



Lewis G. Stuart

ginning of the year, and in the same year discovered the St. Lawrence River, to which they gave the name because they began to ascend the river on that saint's day, August 10. * * * * * Fortunately for France Verazzano was sent a second time on a voyage of discovery toward the West * * * * * and spent the spring and early summer of 1524 exploring practically the whole Atlantic coast of the United States from Florida to Maine. * * In 1526 he set forth from Havre de Grace on his third voyage, from which he never returned, having been murdered by cannibals after landing with a few of his men to confer with the savages."

The statement that Aubert and Verazzano discovered the St. Lawrence is based on a book published in 1785, a century and three-fourths

age, he sailed up the river to Quebec, where he spent the winter, and be-

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Cartier is given •fifteen lines, Roberval two short paragraphs, Champlain about two pages, Nicollet a page, Menard, Allouez and Marquette, three of the most striking figures in Northwestern history, a total of nine pages. The picturesque scene at Sault Ste. Marie, so ably described by Winsor in an address to the Michigan University, when Saint Lussan raised the French flag and claimed all this region for the French King, is passed with a mere mention. La Salle, another great figure in French American history, is given less than a chapter. Tonty, Joliet, du Lhut, Dollier and Lahontan are little more than named, and as for Hennipin, Radisson and other history makers, we would never know they lived. Cadillac is more adequately dealt with in the history of the founding of Detroit, and the suspicion may be justified that it was because information concerning him was easily procured.

A chapter is given to the Jesuit missionaries, and two of the eleven pages devoted to a blood curdling description of the torture of Father Jogues, which occurred not on Michigan soil, nor even within French jurisdiction, but in what is now New York, and by the Mohawk Indians.

The exploration period proper and the adventures, sacrifices and achievements of the heroes of that time are covered in a total of eighty-one pages. And then we have a chapter on the Indians, from which it is learned that the Iroquois had "a certain bearing of personal pride and self reliance" and "a spirit which never quailed in the face of danger." We are further informed that "his instincts were those of the genuine savage. In small or large parties they invaded the country of the Hurons, scalping squaws in the cornfields, tomahawking the sleeping inhabitants and burning the wigwams." All of which would be thrilling in a tale by Cooper or in a Nick Carter romance, but could as well be spared in a history of Michigan.

We are given a chapter on the fur industry and its importance, from which we gain the important information that "The animals of North America produced the finest furs in the world. The climate of the northernmost sections was adapted to the growth and development of these animals under the most perfect conditions. The beaver, silver fox, red fox, wolverine, fisher, mink, otter, lynx, black bear, wolf and others were found in vast numbers. Their skins had ready sale in all the centers of wealth and fashion the world over. They were used for muffs, boas, capes, robes, trimming, etc., and many a noble princess was proud to adorn her person with furs brought over seas from the far interior of America." This is interesting as light reading, but how much more satisfactory it would have been had our historian devoted a little honest research to the policies of the Government in attempting to regulate the traffic, to the fur trading companies, their methods, their rivalries and what became of them.

We are informed that "the savages had no appreciation of the value

of the skins which they bartered. They gladly exchanged them for the glittering trinkets which they thought of enormous worth. Thus the Indian was cheated outrageously, although he believed himself getting the better of the bargain." This would be edifying in a juvenile publication, but it loses sight of the adult fact that values are fixed by the relative scarcity or abundance of the commodity exchanged.

We are informed that "the route of travel between Quebec and the West was by way of the Ottawa River. A glance at the map will show that this was the shortest possible distance" and "possessed several advantages." It might have been added in the interest of intelligibility that for more than a third of a century it was the only route to the Northwest that the French knew. Nicollet penetrated to the Saulte and visited Mackinaw and Green Bay in 1634; Lake Michigan had been explored and Lake Superior mapped before Joliet made his first passage of the Detroit River, coming down in 1669 and Dollier going up in 1670. It might have been added also that the hostility of the Iroquois for many years made the Lake Erie route dangerous to the French, while the Ottawa River route was through friendly country. The river route was still used long after the discovery and opening of the lake route, not only because it was more than 200 miles shorter, but also because of the frail canoes employed in the fur traffic it was safer than attempting the passage of the lakes.

In the chapter on "First French Attempts at Colonization" it is stated that "The Indians were none too friendly, especially the Iroquois, who cherished a deadly feud against all outside barbarians." The Iroquois were on the most friendly terms with the Dutch and afterward with the English, but they hated the French with a deadly hate, and this dated from Champlain in 1609 joining the Hurons and Algonquins in a raid against them. This feud was of far reaching consequences. Had the Iroquois been allied with the French and joined them against the English in the French and Indian war the history of this country might have been far different. New York might have become a French province and the union of the colonies impossible.

The French and English motives and methods of colonization are contrasted and nearly every explanation but the right one is given as to why one failed and the other succeeded. The real explanation is that the English had the genius for colonization and the French lacked it; the English had the capacity and training for self government, while the French had it not. The English brought their institutions with them, and soon became self supporting and to a large degree self governing, while the French were kept in leading strings to the home government. The English colonies were given a chance and prospered, while the French were coddled to death with regulations, restrictions and monopolies.

Describing the French settlements

at Sault Ste. Marie and Detroit we are informed in three different places that the farms were laid out in narrow tracts, "each with a frontage on the river and extending back a considerable distance," and that the advantage of this was that "it brought the dwellings near together for social and neighborly convenience and was an aid in self defense against marauding savages." The land was laid out as described, but the arrangement was the worst possible for social purposes or defense. It was adopted because the settlers wanted a water front for transportation purposes, by boat in summer, on the ice in winter. It was cheaper and easier than building roads.

But, for brevity's sake, let us skip a few pages. Instead of following the history in detail let us pick out some of the unique passages.

Describing Braddock's defeat by the French and Indians our history states that the French at Ft. Duquesne "did not wait for the English to attack the fort, but relying upon their superior numbers sallied forth to anticipate the attack. They came upon the English on the south bank of the Monongahela, entirely off their guard and unsuspecting of the nearness of the enemy. Concealed behind trees the Indians and French began the onslaught by shooting and yelling in the most blood curdling fashion."

A shorter and more intelligible statement would have been that the French and Indians laid in an ambush for the British at the ford of the Monongahela. The blood curdling yells might well have been left to the reader's imagination. As for the superiority in numbers, according to Parkman in "Montcalm and Wolfe," and Wisnor in "The Mississippi Basin," Braddock had about 2,200 men in his command, of whom eighty-six officers and 1,373 men were engaged. The French force at Ft. Duquesne was a few companies of regulars, a considerable number of Canadians and about 800 Indians, while the force actually engaged in the ambushade was thirty-six French officers and cadets, seventy-two regulars, 146 Canadians and 637 Indians, a total of about 900. The British losses, according to Porterman, were sixty-three officers and 914 men; of the French sixteen killed and wounded and an unknown number of Indians. This may not be important in a history of Michigan, but if it is to be given at all it ought to have been given correctly. And it would have made as good a story.

About thirty pages are given to the French and Indian war, with accounts of campaigns and battles with their scenes laid in the East. This war was important to Michigan in its results, as marking the downfall of the French in the valley of the St. Lawrence and in the Northwest, but it is not easy to reconcile the giving of so much space to its details when other matters relating directly to Michigan are neglected. Perhaps the author found it "easy writing," and acted accordingly. The capture of Quebec, by the way, is described as the "turning of the tide" against the

French, as though it were not the culmination, the end of the war.

The Pontiac conspiracy and siege of Detroit is given a total of twenty-eight pages. There is no danger that it will ever displace Parkman's history. On one page it is stated that on the Indian side "an immense army had been gathered and in the camp was a great horde of women and children," and on the next page we learn that Pontiac's warriors numbered about 820 and that in the camps, including women and children, were a total of only about 3,000. In the account of the "Bloody Run" engagement it is stated that "scores of English fell" at the first Indian volley, and on the same page we are informed that the total loss, killed and wounded, was four officers and fifty-seven of the rank. The author's dealing with figures recalls the old line, "Two is company, three a crowd."

In the twenty-first chapter, after reading of a man tried, found guilty and hung for stealing furs, we suddenly discover ourselves in the midst of the Revolutionary war. Less than two pages suffices for George Rogers Clark's invasion of the Illinois country, one of the most brilliant and daring feats of the war—practically our only direct connection with it—and far reaching in its consequences.

In the last chapter the author seems to have been in a hurry to be through with his work. The close of the Revolution, the treaty of peace, the determination of the boundary lines, the delay of the British in withdrawing and the final surrender are thrown together, without detail and except in the matter of the delay without explanation. The theory for the British delay as given does not agree with that advanced by Prof. A. C. McLaughlin in a paper read before the American Historical Association.

I have not taken the pains to verify the dates given in the volume, assuming that in the main they are correct. I have not discussed some points at such length as I would like. But on nearly every page evidences will be found of lack of study and research, of an utter want of skill or even of care in editing and review. It is too much to expect that a historian, however diligent he might be, would at this late day be able to develop much new material concerning this period of explanation, but we had a right to expect that the author would search every possible authority for light on his subject and then by editing and combining give us the old facts in a new and attractive form. Instead of doing this the book is full of evidences that the author contented himself with a few commonplace books, and from them compiled his volume. There was no excuse, in my opinion, for this imposition upon the student of Michigan history. Mr. Utley had the whole resources of the Detroit library at his command. Mr. Burton's splendid collection must have been accessible to him. The State Library at Lansing, with all the material it contains, was within two hours' ride from his home. He could have reached the Ryerson Library in a few hours had he chosen to come, and anything we had would have been at his disposal. The splendid historical

collections in Cleveland, Buffalo, Chicago and Madison, Wis., were not so far away but that he could have reached them had he desired. A great wealth of material was within reach and required only diligence in its compilation and judgment in its arrangement, yet we are given a history of which we must be ashamed. The most deplorable feature in this failure is the discouragement it will be to the publication in the future of such a history of the State as we want and ought to have.

The second volume of this history is by General Byron M. Cutcheon, and deals with the territorial period from the withdrawal of the British to the admission of Michigan to statehood. Comparisons may be odious, and therefore none will be made with the first volume. The second volume has its own shortcomings, and they are many and grievous, both of omission and commission, alike in statement of fact and in conclusion drawn.

The territorial period may lack the romance, the adventure, the splendid display of courage, those elements upon which the imagination delights to dwell, found in the exploration and provincial periods, but it has its advantage for the historian. It is a period of authenticity. Those who made its history in many instances left records for posterity to read. Official documents and records of the Government at Washington, of the old Northwest territory, of Ohio and Indiana and of Michigan territory are rich in materials for the historian. In 1809 the first printing press was brought to Detroit, the first to be set up west of the mountains, and from 1812 down we had newspapers with the light they shed on history in the making. Many students of history have delved deep into archives and attics and have brought to light much new and interesting matter relating to this period or parts of it. The literature of Detroit abounds in books, papers and magazine articles, all representing reminiscences or special research relating to the days before Michigan became a state. A careful, conscientious author would have sought every possible source of information, weighed every statement, verified every fact and given us a well-pruned, well-edited work that would have been reasonably complete and authoritative. The author of the work before us gives us a list of the sources of information he made use of. Just thirty-four authorities, or what to him passed as such, are cited. Of these four constitute different parts of a single volume and three are parts of another, reducing the actual number of works consulted to about twenty-seven. In marked contrast with this method of writing history is a paper written by the late Miss Annah May Soule and published in Volume 28 of the Michigan Pioneer collection, dealing with the single question of the international boundary. Miss Soule cites sixty-five different sources of information in the preparation of her article. In another volume of the Pioneer collection is published a second article by Miss Soule on Michigan's southern and western boundaries, and in its preparation she consulted forty-six

different sources of information. Miss Soule's papers covered the subjects of her research so completely and with such apparent conclusiveness that future students of Michigan history need go no farther in seeking information on the points dealt with. The same can not be said of any part of the history before us.

The second volume opens with the treaty at Paris in 1783, which marked the close of the Revolution. This ought to have been dealt with in the first volume, but that may be a question of judgment. I will not pass upon the merits of the treaty chapters. They must be read to be appreciated. It is to be regretted, however, that the author did not look far enough for his information to find Miss Soule's contribution. In a later chapter the treaty of Ghent, following the war of 1812, which fixed anew the international boundary, is dealt with. The two treaties as they related to the boundary ought to have been kept together. The same disposition to "scatter" is shown in dealing with the Indian treaties. Reference to these Indian treaties will be found all through the volume. Had the author consulted a paper prepared a few years ago by the late Alpheus Felsh he would have found full, comprehensive and accurate information on the Indian treaties, when, where and by whom made and the territory comprehended in each. With Governor Felsh's and Miss Soule's papers are given maps which had they been reproduced in this work would have been of more value and interest than all the maps and all the pictures given in the four volumes.

The ordinance of 1787 is one of the most famous instruments in American history, or for that matter in the history of any land. Many historians have discussed it and its influences. It has been made the subject of special study and research by many students of history and by the members of many of the historical societies. There are many works to consult and yet the author of this history of Michigan contents himself with not to exceed half a dozen and makes no attempt to reconcile conflicting statements.

With the close of the first volume we supposed we had finished with the exploration period, but in the fifth chapter of the second, on "First European Settlers in Michigan," we are told again of the missionaries and trappers and the French and Indian war and of the Revolution. In the same way, in a subsequent chapter, the history of Detroit is repeated from the days of Cadillac. Speaking of Michigan in the Revolution the author declares that "Clark's conquest (of Illinois) cut no large figure, either in negotiating the treaty of peace nor in the claim of Virginia to the Northwest territory." It is true Hinsdale, in his Old Northwest, makes some such statement as this, but every other writer on this subject that I have met, including Bancroft, Fiske, Henry Cabot Lodge. English and Mason place a very different estimate on Clark's campaign.

The Indian uprising preceding the treaty of Greenville in 1795 is given two chapters, even although it was of

comparative incidental importance as relating to Michigan. The chapters close with the somewhat surprising statement that "Among all the benefactors of Michigan none can take rank above Anthony Wayne." General Wayne did render valuable services, but was it not to the Northwest Territory rather than to Michigan in particular? This is a pertinent enquiry inasmuch as the British did not withdraw from Detroit and Michigan did not actually become American territory until a year later, in 1796.

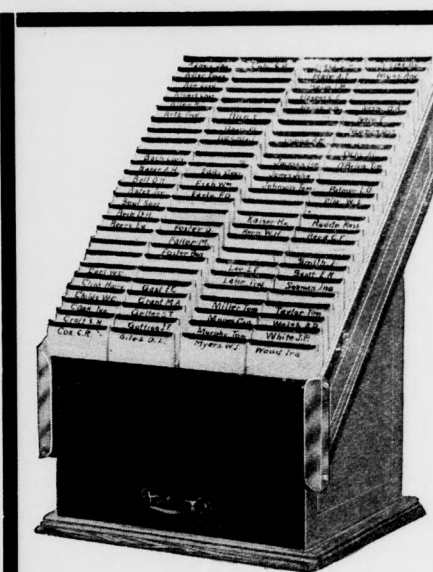
The history of Michigan is closely woven into the history of the Northwest and the states into which it was carved, and a real historian would have given us an intelligible account of the development of the territory, the progress of its settlement, the influences at work in different steps forward, its division into territories and the elevation of the territories into statehood. The author does give us a chapter on this subject, but it is grossly inadequate.

If the author of this history had read a paper by Charles Moore on "Governor, Judge and Priest," he would have found much information to incorporate in his chapter on the period, "1800 to 1812." He would have found an account of the fire which destroyed Detroit in 1805, of the plans for rebuilding, of the arrival of Governor Hull and the judges, of the organization of the first territorial government and of the many quarrels which those appointed to rule had among themselves. Mr. Moore obtained the data for his paper from the manuscripts in the de-

partments at Washington, and no doubt our historian could have had access to the same manuscripts had he looked for them.

The Tecumseh uprising is the subject of a chapter and the statement is made that "the battle of Tippecanoe has been claimed by some to have been the precursor if not the opening act of the war of 1812." This is nonsense. Tecumseh had his grievance against the Americans and went on the war path. He was defeated, but defeat did not reconcile him. When soon after he found the British also on the warpath against the Americans, he joined them with as many of his warriors as he could command. The author ought to have read Atwater's History of Ohio, 1838, Burnett's Notes of the Northwest, 1847, the lives of Harrison, and the publications of the historical societies of Ohio and Indiana.

We now come to Michigan in the war of 1812, and here the student of history must grieve. Naturally, the history deals chiefly with Hull's campaign into Canada, his hasty retreat, his surrender of Detroit and its subsequent recovery. Because of the importance of this incident, alike to Michigan and the nation, it would be particularly thorough in his study and research and careful as to accuracy of his statements. And yet, according to the foot notes, as well as to the internal evidences, the author's source of information was almost entirely the ex-parte statement made by General Hull in his own defense at his court martial for cowardice



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to Go
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and treason. This statement is so framed as to place the most favorable aspect upon his every transaction and to justify the surrender. General Hull's statement is too important to be ignored by the historian, but the judicious writer would have studied the evidence on the other side and which will be found in the report of the court martial. He would have looked up the old biographies of General Cass, issued in 1848 and 1852, and in which General Cass' part in that campaign is narrated, from General Cass' point of view. Additional information would have been obtained in the old biographies of General Harrison, in Adam Walker's "Journal of Two Campaigns of the Fourth U. S. Infantry in Michigan and Indiana," 1815, in the "Defense of General Winchester," from the attacks made on him by General Hull, in the official reports, in the newspapers and magazine publications of that period, and in the Canadian archives published by the Michigan Historical Society. All this information, much of it first handed, is neglected, and reliance is placed on Hull's statement.

The battle of Lake Erie, the only naval battle fought within sight of the Michigan shore and one of the most brilliant in the annals of the American Navy, and vastly important in its results, is dismissed with a scant two pages.

We are told of the Western immigration and great stress is placed in explaining why settlers flowed into Ohio, Indiana and Illinois instead of into Michigan on the report of the surveyor, 1815, that Michigan was a marshland, with not one acre in a hundred fit for cultivation. This report is highly interesting as one of the fictions in official reports, but if it had any appreciable influence on the flow of immigration it must have been ex post facto. This report did not appear until 1815, yet Ohio had enough population to gain admission to the Union in 1802; Indiana was admitted in 1816 and Illinois in 1818, while Michigan did not even think of coming in until after 1830. The reason immigration passed by Michigan will be readily seen with a glance at the map. Immigration in large bodies follows the line of least resistance. It travels the easiest route. The path of the pioneer from New England and Illinois was across Pennsylvania and over the mountains to the headwaters of the Ohio, and then by barge, raft and boat, easily and with but little labor and no cost, down the river to the promised land. There were no roads to Michigan. Even although the immigrant succeeded in reaching Buffalo or Erie, when he would be able to catch a boat for Detroit was uncertain. The first steamboat on Lake Erie was built in 1818 and this gave the first impetus to travel toward Michigan. In 1825 the Erie Canal was opened, and from that time on there was a rush. It was not a question of surveyor's report, but almost wholly one of transportation, that kept Michigan back.

But why prolong the discussion of a work which bears on almost every page the evidence of carelessness, lack of study and lack even of com-

prehension? After the war of 1812 we had newspapers, books, the narratives of travel, official reports, both congressional and of the territory, and personal reminiscences. The materials of history are abundant and the period is picturesque and not without its romance. But the author has contented himself with the gleaning of the commonplaces of history, the surface facts, and asks us to accept this as a worthy contribution to the literature of the State. Even the men who made the history of that period are neglected. Less than a page suffices for the Rev. Gabriel Richard, one of the grandest figures in the history of Michigan as a territory. He came to Detroit in 1798, the year after the withdrawal of the British, witnessed the burning of Detroit, the coming of Governor Hull and the surrender and recapture of Detroit; he brought the first printing press to Michigan, published the first newspaper and was one of the founders of the University of Michigan; he was elected delegate to Congress, was defeated for a second term and died a martyr to duty during the cholera epidemic. He is dismissed with less than a page in what purports to be a history of Michigan! The other prominent men of that period, the makers of history, such men as Woodbridge, Sibley, Wing, Biddle, Schoolcraft, Williams, Stuart, Norvell, Witherell, Griffin and Porter are little more than mentioned. Cass, Governor, explorer, treaty maker with the Indians and member of Jackson's cabinet during the territorial period, and afterward Ambassador to France, Senator from Michigan and the only presidential nominee this State has ever provided, is mentioned only when necessary. Lucius Lyon, who made the first surveys in many parts of the State and as a delegate in Congress was largely instrumental in securing the Upper Peninsula in exchange for the Toledo strip, is referred to as Lucius Lyon, of Bronson. He was one of the first senators from Michigan and afterward member of Congress from Western Michigan, and at the time of his death was United States Surveyor, with headquarters in Detroit. He was a large land owner at Bronson, Schoolcraft, Lyons, Ada and other points in Michigan. He made the first experiments at beet sugar making, importing the seed from France. The first harvesting machine ever built was given its first tests on one of his farms and he spent much money sinking the first salt well in the State and attempting the manufacture of salt, with this city as the scene of his operations. We would learn nothing of this from this history, however.

Two chapters are given to the boundary contest with Ohio and the Toledo war, and from the foot notes the chief source of information drawn upon was the "Appeal of the Convention." This was but one of several Michigan documents relating to this contest; Ohio contributed its quota and much will be found in the proceedings of Congress, in the newspapers of the day and in what contemporaneous writers and later students have written. Our author, however, did not even look far enough

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for material to find the excellent paper prepared by Miss Soule for the Historical Society, and published in the State collection.

The third volume of this work is also by General Cutcheon. It deals with the period from the admission of Michigan to the close of the war. In the list of illustrations we find the name of "George A. Caster." In the preface we are informed that the volume is compiled "almost entirely from official and semi-official sources—from the proceedings of the legislatures, from the public documents printed by the authority of the State, from messages of governors and reports of State officials, and also from documents printed by the Congress of the United States." A casual examination of the volume shows that the preface correctly describes the plan of work. This is one way of writing history. It is an easy way. It does away with the necessity of looking for details or verifying facts. But that kind of history is not the kind of history I like to read. I have not read the third volume. Nor have I read the fourth volume. Nor do I intend to. Life is too short.

Lewis G. Stuart.

Is the Fire Insurance Habit a Curse?

Of national bad habits we have many, but of them all the fire insurance habit is the costliest. For years we have deluded ourselves with the idea that insurance insures. It does not. We foot the bills for the actual loss and pay people most liberally for gambling with us and going through the motions of paying us back individually a small portion of that loss, which payment comes from us collectively originally. And the delusion has gotten us into the exceedingly bad habit, the criminally bad habit of building shoddily, because, forsooth, we think that however poorly we build we will get recouped for the losses that are bound to occur.

We have "enjoyed" what we deemed low rates for years and firmly believed that it was foolish to construct buildings any better than the lowness of those rates justified. But the country has been swept by fire and rates have jumped up accordingly; poor risks have grown so hugely in cities that the insurance companies, in sheer self-defense, have had to demand additional water supply and additional fire fighting appliances, and even then the rates have gone up tremendously in those cities. There has been such an orgy of bad building, aided and abetted by low rates, that, do what we can now in our newer structures, there is enough fuel in every city in the union to give us in each, the conditions and "accidents" being propitious, just such bonfires

as we have witnessed in Baltimore and in San Francisco.

As a result of the encouragement of poor building that has heretofore obtained we have sacrificed nearly 7,000 lives in a year's time and hundreds of millions of dollars to fire.

San Francisco, for instance, "enjoyed" particularly low rates of insurance, because she had a good fire department, and she built so shabbily that she well nigh has been wiped off the face of the earth. Think of it, had San Francisco expended but \$10,000,000 more in her general building, instead of putting ten times that amount into insurance, when fire did attack her her salvage would have been at least \$160,000,000 more than it was. Or, more specifically, if her architects had had sense enough to use \$600,000 more in the proper protection of the big, so-called "fire-proof" buildings, or if they had diverted that sum from frivolous ornamentation and expensive marbles to the safeguarding of those buildings, and had closed up the stairways and protected the windows as carefully as they covered their steel skeletons with hollow tile fireproofing, for instance, they would have found when the test came that not only would those skeletons and their fireproofing be standing as now, but all of the interiors and fittings and contents of those buildings, something like \$9,000,000 or \$10,000,000 worth of property, would have been safe. More than that, had they in addition to fireproofing the skeletons of the buildings also protected them from external attack by constructing their windows properly, an expenditure of perhaps \$60,000 on all those tall structures, their contents would have been saved intact!

That insurance habit has gotten us into such a mess that our fire tax to-day, just the cost of smoke, not of fire departments nor other accessories, is over \$2 per capita, while the same tax in all the countries of Europe averages less than 33 cents per inhabitant.

Since 1860 we have paid in insurance premiums \$3,622,000,000, or just in the last ten years, \$1,610,885,000. In 1905 we carried into that "gambling house," otherwise the insurance companies, over \$196,000,000 in premiums and got back in paid losses the munificent sum of \$95,000,000, which was supposed to console us for the loss of about \$180,000,000 in smoke and fully that much more for fire departments and other alleged "protection." San Francisco offers the latest and best illustration, or worst, rather, of how much insurance really does protect. Property to the value of fully \$350,000,000 was destroyed; the city and country suffered a business loss by the fire in that city of nearly a billion dollars; it will

take at least \$12,000,000 to clean up the city, and undoubtedly \$400,000,000 and twenty years' time to rebuild it. For all of that terrific loss and cost the citizens will receive from the insurance companies \$132,000,000, a goodly portion of which sum they themselves contributed.

Can anything be more insane than that fire insurance habit? Life insurance has some logic to it. You take a gamble with the companies that you will live, but it doesn't particularly affect your mode of life; it simply is a protection to your family in case something did happen to you, but you don't deliberately expose yourself to all sorts of dangers in a foolhardy spirit merely because you are insured. With fire insurance the gamble is illogical. Nine men out of ten take the minimum requirements of the companies as their maximum of construction. It is as if in life insurance the companies stated what would be the major risk they would take on your drinking, living a riotous life, inhabiting insanitary homes, walking on railroad tracks or on automobile race courses, etc., etc., and then you turned about and did every one of those things to the limit established.

It is late in the day, but at last people are beginning to learn that of all "insurance" the best is to build properly in the first place, to construct so that internal fire or conflagrations can inflict but the minimum of damage. And it can be done so easily and at such slight additional cost above that of the most flimsy

construction. Why, take, for instance, the Board of Underwriters' laboratory in Chicago, the most perfectly fireproof building in the country, with all the "frills" and accessories that we have been clamoring for for years to make buildings more thoroughly proof against fire, and, in spite of all that, it has cost but a trifle over 10 per cent. more than if it had been built in the usual shoddy way. That is its first cost. Considering its longevity, freedom from repairs, and the elimination of insurance, or, at least, the payment of heavy premiums, and that building within a few years of its erection means an actual and great economy to the individual, and from the day of its completion a godsend to the community. W. Fitzpatrick.

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Weekly Market Review of the Principal Staples.

Cotton Goods—This market has now reached the period of comparative quiet which usually accompanies the holiday season. Naturally little improvement will be forthcoming until after the first of the year, nor is any looked for. In such lines as those wherein goods are fairly available the demand is still good. However, in most cases the market is so closely sold that the securing of desirable deliveries is a very difficult thing, and in some cases is an absolute impossibility. Delinquents who have not yet covered their future needs, and there are those, will be in a very bad way indeed. The early part of the coming year will no doubt see much higher prices in force as a result of the advances that have been and are being made in wages in certain large producing sections. When these advances become general the whole market will be more or less affected. The lines in which advances are being made will force dependent lines to take similar action. Predictions are being freely made that the next sixty days have developments of this nature in store for prints. For the past two or three weeks these latter fabrics have been so scarce as to cause the wonder of the entire buying public who are familiar with the conditions. Nothing like this condition has ever been known before, and with goods in the gray as scarce as they are and in a condition of continuous advance it is very largely probable that the predictions will come true.

Dress Goods—There are still some buyers who steadily refuse to look at anything for spring, who stand a good chance of not getting what they want when the time comes. The demand for fancies made large inroads in the sale of other fabrics, notably kerseys, and if duplicated proportionately will give sellers all they can attend to in the now near future. However, no one really knows what the future is to be. To be sure, every one has a private opinion on the subject, which he would not care to let go on record, but when it comes to really knowing, no one does. Broadcloths are staples, and have been ordered largely, and are being worn largely, and there is no doubt that they will equal expectations.

Underwear—With the approach of the holiday season the activity of all dry goods primary markets shows signs of slowing down somewhat, a fact which is particularly true of underwear. To be sure, the great bulk of the orders are already placed, but as a rule more or less business follows a sold-up condition. The attention of buyers is absorbed in another direction so that no improvement in the demand may reasonably be expected before the first of the year. Meanwhile manufacturers are indulging in a little worry over the yarn situation. With the datings for con-

tract yarns moving down through September of next year, there is but little chance for those who have not covered to get in. The new lines of underwear that were put out are doing as well as could be expected in the better grades. However, it is a little too early to form a correct estimate of how they will ultimately come out. The cheaper grades do not meet with the ready approval of buyers, on account, in certain instances, of their bulkiness. No little amount of dissatisfaction is expressed over the poor freighting facilities, and the delay that is consequent in deliveries. Instances are numerous wherein a whole week has been consumed in moving merchandise 200 miles. Often a greater length of time is used up in this manner, much to the discomfiture of the waiting purchaser. It would seem as though for such a short distance some better provisions could be arranged. Two days at the outside should be the most that is necessary under capable management.

Hosiery—The market moves along in a methodical manner, handicapped, no doubt, more or less, by the approach of the holiday season. Nearly all lines are doing a very good business, and while some lines are well under order, others are hammering away at the trade, and will be for some time yet. Difficulties are encountered now and then where goods sold last year failed of delivery, or were not up to sample, but this was looked for. A spasmodic demand for 84-needle goods sprang up in some quarters during the past week, but did not amount to a great deal. Other lines of 108-needle goods are moving along very well. Of the lines that the buyers gave their attention to earlier, little can be said, except that they are under order and in a very satisfactory position. Increased uneasiness marks the attitude of the manufacturers on account of the position of yarns and the labor outlook. Deliveries of yarns to the mills are delayed, and in some cases the latter are sorely affected by the fact.

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Early in January our traveling men will start out with complete new sample lines of

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We take this opportunity to thank you for past patronage and assure you that 1907 will find us better prepared than ever before to serve your interests. For months past markets have been firm, marking a steady advance in prices on all kinds of goods, especially cotton goods. Goods are hard to get and shipments are slow.

We were fortunate, however, in contracting before the advance for very large quantities, which are now worth—many lines—15 to 20 per cent. more than we own them at. This special advantage we are going to share with you in the excellent values we are going to offer you.

Look Over Our Agents' New Line of Samples

Write us at any time for descriptions of new goods and price quotations—

And wishing you the compliments of the season, we are,

Yours very truly,

The Wm. Barie Dry Goods Co.
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REAL COURAGE.

It Invariably Has Its Basis in Good Sense.

Real courage has its basis in good sense. No attitude and no act that will not stand the test of sanity ever was deserving of the word. Thus by analogy, when one confronts any condition requiring the element of fortitude to make the stand and hold it, the saneness of the condition compelling it must be the measure of one's courage.

Not long ago I was appealed to by the courageous wife of a discouraged man, asking for some advice as to how she might move in order to help him over the depths of despair into which he had sunk in the quest of employment. A few years before the man had left a position with a large institution where he had been employed sixteen years. He had the ambition to go into business for himself. But his business was a failure. He did his best with his affairs, but in the end his business venture left him penniless and dependent again upon finding salaried employment. The wife had done everything she could—making material sacrifices everywhere and lending always her devoted support. When all this no longer promised anything more for them, she appealed to me for a word of advice.

There are few more tragic situations than this in the life of a self-respecting family, where children are dependent upon father and mother and home influences in order that they may start without handicap in the world. Surely there is no more pitifully belated appeal for advice and counsel than is suggested in such a situation. All the courage that might be in the wife and mother easily could be taxed in her own personal efforts to meet the circumstance of failure and poverty. But when she found herself meeting this for herself and for her children, with still the call to try to keep up the dwindling courage of the husband and father to whom naturally they should look for support—surely there is no darker outlook in life and none presenting more complications to one who would be glad to give counsel.

Yet there are thousands of just such cases in the world and the majority of these cases have arisen from a mistaken idea of courage—from a courage which has not been bulwarked by good sense.

Here was a man who had grown tired of working on a comfortable salary. He decided to go into business for himself. Ordinarily the world is disposed to look upon such a decision as one of courage. "It takes courage for a man to give up a good job and branch out for himself!" How many hundred times have you heard that silly observation as a generality? As a matter of fact such action may have no more relation to true courage than has a trip in a balloon or the jumping from Brooklyn bridge into East river.

As circumstances have shown it, the action of the individual in question bore absolutely no relation to

true courage. This man had just enough mistaken courage, based in lack of knowledge of himself and of conditions, to leave a position where he may have grown tired of routine, and jump blindly into something of which he knew nothing. His one and only test of true courage has been in his failure, and in the face of failure the innate cowardice of the man has cropped out too strong to be overlooked.

At the present moment this man, having all possible support of a devoted life companion, and with a family appealing to every possible sense of duty and of fatherhood in him, simply has "lain down," a deserter from his post and a burden upon those whom he should be sustaining and protecting in a manly, determined struggle against all the odds of circumstance.

"What shall I do—what can I do to keep heart in him?" asks the wife who already has done all that she knows to do.

Out of the worldly man's experience of the world there is little encouragement that can be offered such a wife and mother. Strip a man of his courage, which must be based in the sane recognition of his condition, and there is little that he can hope to do in competition with the world's workers. There is no more hopeless prospect for a possible employer than is to be found in the person of an applicant who is floundering dejectedly in the slough of despond. Everywhere the influences of such a man are inimical to everything and everybody that come in touch with him. He is like nothing else in the world so much as he is like a balky horse. The horse which balks and which will stand unutterable cruelty and torture rather than straighten out the traces and pull is an animal which through misuse has lost its courage. Many a balky horse will pull well under normal conditions, but at the least discouragement he sinks back in harness and no influence can move him to try again to move his load.

Just as the horse which is known ever to have balked in harness is unsalable, so the man of broken spirit no longer is wanted in the world of human effort. His influence may spoil the usefulness of an otherwise good man beside him, just as the balky horse may destroy the courage of his fellow in harness. Under certain circumstances both the man and the horse might give good service. But courage so often is an absolute essential that neither is to be trusted.

"I'll try," as one of the conventional set virtues of men, frequently is overworked. It could be no possible virtue in a man to say determinedly that he would try to take the part of a piano virtuoso when he had never touched a piano key in his life. Yet his determined, courageous efforts to try to steer an officerless steamship into port might be a virtue of virtues in an emergency.

Courage of this true kind which puts a confident front upon itself in the attempt to meet conditions which

have come about in sane sequence is one of the most admirable qualities in man.

Any other type of courage is an imposture. John A. Howland.

Housewifely Instinct.

A Massachusetts man tells a story illustrating the ruling spirit of a Yankee housewife:

Late one night her husband was awakened by mysterious sounds on the lower floor of their house. Jumping out of bed the husband took his revolver from a drawer and crept noiselessly to the head of the stairs. Presently the wife herself was awakened by a loud report, followed by a mad scurrying of feet. Much agitated she in turn sprang from bed and went to the door, where she met her

husband returning from the scene of the disturbance and wearing a very disappointed expression.

"Richard," she stammered, "was it—was it—"

"Yes, it was a burglar."

"Did he—did he—"

"Yes, he got away."

"Oh, I don't care about that," was the wife's rejoinder. "What I want to know is, did he wipe his feet before he started upstairs?"

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Red Seal Gingham

White Goods, Etc.

Our agents will call on you after the first of the year with a complete line.

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Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

MATRIMONY.

A Spirited Discussion Both For and Against It.

Written for the Tradesman.

The speaker was an old woman of the worrying variety. The group around her was composed of married ladies of differing ages for the substantial, with a sprinkling of young girls for the soufflé and three or four cross "bachelor maids" for the pickles.

The old lady was saying:

"Well, times are changed since I was young, and most assuredly not for the better, either. There seems to be a lamentable, a pronouncedly reprehensible lack of reserve on the part of the young people of the present, in their actions toward each other. In my day, when we girls went with a young man" (there was a bridling of the chin, accompanied with a tightening of the lines above and below the lips) "when we went with a young man our parents did not allow us to permit any of the familiarities so common nowadays between young people of opposite sexes. We were required to observe most strictly all the proprieties, to hold ourselves aloof. In short, we had to behave ourselves very, very properly;" and the old lady looked around at the women of her age for approval of her remarks.

Several severe-visaged old women nodded confirmation of the feelings expressed and glanced over their shoulders suspiciously and threateningly at the half dozen young girls who were smiling among themselves in the corner as they slyly nudged each other when the tale of a lost time was told.

"Yes, Grandma Brown, matters are not as they used to be," chimed in a pretty matron, anxious to heal the breach between age and youth, "and yet," she continued musingly, "we must remember that, although the older ones do not exactly like the present attitude of boys and girls toward each other, there may be considerable excuse. There is, as you say, much more freedom observed between them than in your or even my lovey-dovey days. In the first place, young people have not the time, in these racous, hurly-burly days, for the formality that was formerly observed. Your young people had plenty of time to give heed to all the little nice distinctions that are missing on every side to-day. In common with their elders, young people are rushed for time in everything they undertake. They can not even board a street car without running to intercept it at the crossing. They must hurry to school, hurry to church, hurry to all entertainments—in fact, hurry, hurry, hurry from 'morn till dewy eve'—and have not the time to be elaborately courteous all the while. Naturally, a little slipshodness is to be remarked between the young men and young women—a slight lowering of the standard of the pinkness of propriety. Carelessness in speech leads to like remissness as to actions, and soon there creeps in a laxness that is uncommendable, not to say deplorable.

"Then, too, young fellows who are eligible are more scarce than girls who are eagerly waiting to have 'Mrs.' tacked onto them, and in their anxiety to escape oldmaidhood they will often stoop to manners they would not countenance in others. It resolves itself, after all, into this question of desire to enter the state of matrimony."

"And that same state of matrimony is so beset with trials and tribulations that, if a girl did but know it, she's a thousand times better off outside of its pale than in," declared Mrs. Knickerbocker, whose husband is well known by outsiders as "hard to get along with."

"I've no patience with these girls whose sole idea in getting married is that they detest to have the name 'old maid' applied to them. If a girl is capable of earning a reasonably good living, and has a healthy body, I repeat that she is a thousand times better off unmarried than married—that is, if she would get what is called the 'wrong kind of a man.' I'll admit that if she gets the 'right sort,' no matter how tiny her home, and no matter whether it be her very own, or only a rented place, existence for her will be a little bit of Heaven.

"But a girl needs the pity of that same Heaven if she draws, in the marital lottery, a blank in the shape of a grouchy man. Her life, in that event, will be a pocket edition of—well, the other place, that's all."

Not a word against her own huzzy of a husband, but all the old ladies knew the meaning of the look of ashes that crossed the handsome face of Mrs. Knickerbocker.

"Yes," agreed little Mrs. Happy-go-lucky, "a girl with a brute of a husband is a girl to be pitied, but when she gets a husband to tie to like mine she may consider herself fortunate, indeed. 'My man' isn't rich in the slightest degree, but he is so delightfully goodnatured and chummy that my life is a perpetual picnic, with a whole candy factory thrown in. I always advise to get married all the girls who come to me—with two strings tied to the advice, namely, if they are going to better themselves by entering the holy bonds of matrimony, and if they are getting an amiable man with whom to spend the rest of their lives. If a man isn't of a peaceful disposition—if he is one of the snappy, snarly, sarcastic, surly sort—a girl might as well bid a fond farewell to peaceful days, for she'll never see their like again. Such a husband, if he got what is coming to him, should be set in the stocks occasionally—at frequent intervals, in fact—in order to let a flood of needed light break in on his dull perceptions.

"Sometimes the man a girl espouses is unwittingly ugly. It may be that some ancestor—near or remote—is the *raison d'être* of his natural cussedness; it is perhaps, the result of its exhibitor's 'chewing the rag' so 'many a time and oft' that the habit has grown on him to the extent that it has become a part of his individuality. The wife of such a crosspatch has it anything but agree-

able in struggling along by his side. Her affections will get a dreary enough jar when the time comes that her home and her husband should be her all-in-all. God pity her then, for few below will do so; there will be more who will be perfectly willing to pipe out a spiteful 'I told you so.' And that doesn't make her trouble any the easier to bear. The girl will, under the circumstance that she has married an old curmudgeon, do one of two things: either bear her lot in silence, putting up weekly with all kinds of abuse, or make a grand coup d'état—take matters in her own hands, declare war on the existing conditions, plus the maker thereof, and compel him, by the force of her insistence, to turn over a new leaf, to quit being an old bear and transform her misery into the happiness that is her inalienable right."

"Well, bears or no bears," declared one of the young girls in the corner, "I intend to get married. I am self-supporting. I earn enough money at stenography to keep myself going quite comfortably—of course, not exactly as I should like to live, for I am ambitious, but still very nicely. I enjoy the blessing of fine health and the promise of its continuing so. I have a pleasant home with my father and mother. There is no earthly reason why I should get married. Beaux? Oh, yes, I've had 'em galore—all kinds, good, bad and indifferent. There isn't one of them I care a snap of my finger for; I don't now, and I never did. But there's a certain old maid in our office, among the twenty girls employed there, and rather than grow to be like her I'd marry anything with a boy's name—well, almost. This old maid is tall, angular, has red hair more than touched by Father Time's relentless finger; her feet and hands are veritable whales; she walks like a cow. Rather, as I say, than get to be like her I'd accept the first fellow that popped the question.

"Don't talk to me," she exclaimed, as some of the older women essayed to expostulate, "don't talk to me. I know all you would say and more too—'tisn't the least bit of use to reiterate it. Rather than have the prospect of such a life as that of 'Reddy' (as she gets called forty times a day in the office) staring me in the face, I intend to forswear it and accept the first man that asks me to trot in double harness. I may be foolish, but, at any rate, I won't be the first 'bachelor girl' who has succumbed to matrimony rather than to have 'Old Maid! Old Maid!' yelled at her by, perhaps, street urchins." And the young girl pursed up her pretty lips into a firm little moue.

"Oh," began Number two over in the corner, "I'm not going to make the botch of my married life as such a plan would amount to—to get married just so any one couldn't say I didn't have a 'Mrs.' tied to my name. I'm not going to marry the wrong party—not if I have to wait fifteen years for the right one to come on the tapis. I think that married life is just exactly what a wife makes it. If she's all the time looking for trouble she generally finds the object

of her assiduous search. If she tries her prettiest always to make the best of things ten to one her life is all the pleasanter for it. Give me the cheerful woman. She's the one to tie to—she of the smiling, bob-up-severely kind. A man must get dreadfully weary of being everlastingly dingdonged at—nagged at from one week's end to another. I don't blame a man for getting a divorce from such a termagant. What has he to live for when yoked to a scold? Less than nothing. I shall get the right description of a husband and then I'm going to try and make perpetual sunshine of our lives, instead of a continual thunderstorm—like those of some people I know—but won't mention."

Some of the older women looked glum at the turn the conversation seemed to have taken, but they could not find any reasonable fault to express concerning it, so wisely kept their down-drooping mouths tightly closed. Their black looks, however, showed that biting a ten-penny nail in two would have been a delightful pastime.

One young woman—not of the frivolous corner group—was called on to air her views.

"My views?" she repeated, laughing merrily. "Well, I haven't any very pronounced ones—except that I myself have always found it a very good maxim to 'let well enough alone.' My employment brings me in more than enough to supply my wants and occasionally to indulge in luxuries. My home relations are ideal, my parents being kindness personified. I never yet saw the man for whom I wanted to give up my independence. I am perfectly free to go and come as I please. If I want to build a cottage to sell or rent, or wish to take a trip to California, I am under no obligations to say 'May I?' to any living man. Of course, a man is rather handy to have around—sometimes—but as a general proposition he's more of a nuisance than he's worth. In these democratic days there are few places a woman may not go in the company of another of her sex, speaking of the ordinary town, and if I remember rightly there are cases where women have circumnavigated the globe without the protection of a male member of the human family, thus giving a practical demonstration of their complete ability to take care of themselves. I am happy and contented with my present lot, and would be decidedly fearful to change my manifest destiny to remain single. I can not see how I would be bettering myself with the encumbrance of some mere man!"

This independent speech was finished with slightly scornful tone and manner which carried conviction to those around that this particular young person meant just what she said, and would abide by it.

And here let us leave the company. Each one was entitled to her opinion, and by the looks of things it was not to be materially changed by anything the others might say.

Vira.

A Soap Talk to Grocers



Do you know that there is more bad soap sold than bad food? Well, that's a FACT—with a lot of importance tied to it for every grocer who has the welfare of his business at heart.

You can't tell these bad soaps from good soaps by their look or smell—but your CUSTOMERS can tell after using them.

Unscrupulous soap makers purposely disguise their cheap, rancid soaps by a dainty appearance and attractive scent. When your customers use these soaps on their skin they find out the deception in a hurry and YOU suffer for it.

No reputable grocer can afford to sell a cake of bad soap. Moreover, you want your customers to KNOW BEFOREHAND that the soap you sell is pure and reliable.

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Buchan's Soaps not only cleanse—they PURIFY.

PURITY

has been our standard for over 40 years. Not an atom of impure or adulterated material has ever entered into the composition of our soaps—and everybody knows it.

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Flatiron Building, New York City

TRAIN THE VOICE.

It Reveals Fear and Uncertainty at Wrong Time.

Written for the Tradesman.

"The voice is an unruly thing," said the clothier.

"You mean the tongue."

"No, sir; I mean the voice. I can control the words I utter better than I can control the tone of voice in which they are uttered."

"That is a new one on me," said the real estate man.

"Oh, you are not supposed to have any modesty or conscience," said the clothier. "A real estate man can look a friend in the face and ask \$2,500 for a \$1,500 lot, with never a break in his voice. That is a business asset, the voice of the real estate man, and a most desirable one it is."

"I'm not saying anything about the price you ask for a \$10 suit of clothes," said the real estate man, with a grin. "Only for the fact that I see that you are loaded for a sermon, I should argue the point with you."

The clothier and the real estate man go in pairs. They wait for each other at night in going home, and when one comes down at night the other does, from force of habit.

"The world missed a notable orator," continued the clothier, "when Fate loaded a bum voice on me. Oh, I can talk loud and long enough, but the trouble is that the blooming voice reveals my thoughts better than words could do."

"I observe a sort of dry quality to it now," said the real estate man, and the two went out and sat down under a long window which showed grapes in all the beauty of maturity in the expensive glass. If this does not reveal to you where that place is, I am not going to tell you.

"Yes, sir," continued the clothier, "I had a political fever once. Don't know how I took it. Guess it must have been in the air. I wanted to go to Congress. I arranged with a friend on the County Committee to put me up for a little talk at a mass meeting in a small town. I got the speech dead letter perfect. I had it too dead to talk about. It was a good speech, too. I can tell you the reporters refused to take it down, and declined the use of my manuscript."

"I was nervous all through the speeches of the other fellows. When I got on my feet I thought I had the others beaten to a pulp. Well, sir, I was scared at the first sound of my voice. There was in it a shrinking fear that I did not feel. My friends started, looked askance at me, and began to look foolish. I got out a few words and sat down. That was the last chance I got to speak as a spell-binder. I wasn't particularly frightened. I was only a trifle timid, but my voice ruined the effort, as a man's hand will sometimes spoil a good shot by taking on a fear and a trembling of its own. Who was that old fellow who walked down by the sad sea waves and talked to the raging waters with his mouth full of pebbles? About that time I should have liked

to talk to my voice with a collection of rocks."

"Why don't you set up a school of voice culture?" asked the real estate man. "You might make a hit with the traveling salesmen."

"Not for a minute," was the reply. "The traveling salesman can talk with layers of tears in his voice when he is sympathizing with a customer, or he can get up a merry ha-ha to accumulate trade when he is sorrowing from a series of jack-pot conditions of the evening before. It is not the traveling salesman who needs voice culture."

"I think I understand what you mean," said the real estate man, "but it is not only the tremulo that the voice puts on in moments when the muscles of the throat fail to control it. There are other times when the voice makes a betrayal of the actual condition of the thinker."

"I don't doubt it," said the clothier.

"I once knew a fellow," continued the other, "who had nothing in the world to pride himself on or put on style about. He was a drunkard and was always broke, which is an unnecessary addition. He was a fixture in front of certain bars, and was a sort of a tank without a bottom. Yet, when you talked with him he put you in mind of a man who was humbling himself a good deal to speak with you. It was not in the words he said. It was in the tone of the voice."

"Yes, there was a heap of condescension in that voice. He spoke with a self-satisfied drawl which can never be imitated and comes only to those who think about as fast as they speak. He would say, 'Why, yes, I think I can fix that up for you,' in a tone of voice that said that you were a poor weak creature and needed his encouragement. I never saw anything like it."

"The quality of enthusiasm in the human voice is a thing worth having in trade," said the clothier. "Its possessor doesn't have to say much. The quality of his voice catches the customer. And, then, again, there is the irritating voice. Say, have you ever considered how many qualities it takes, physical and intellectual, to make a successful salesman? I had a clerk not long ago who was up on the clothing business, and had an ambition to succeed. He sat up nights to make friends and learn more about the clothing business. But he had a voice that was about as agreeable as a series of fire-cracker explosions. He thought like lightning, and his words popped out in response to the momentum of his brain. He never talked through his hat. He said bright things, but he talked so fast that the listener could not follow him and invariably turned to some one who talked less like a locomotive upside down in a ditch with all the wheels running at the rate of sixty miles an hour."

"Have you ever noticed how slow the ordinary brain is to translate words into consecutive thought? Yes; well, you talk too fast and people who have heard every word you have been saying will say, 'Huh?' before you bite off the last word."

"If one could cultivate the drawl I have been speaking of, and control the tones of his voice absolutely he would be a wonder. The voice gives a clearer indication of what is passing in the brain than do the words. Animals are guided by the quality of the voice. It is not what you say to a dog, but the manner in which you say it. I've got a boy growing up, and I'm teaching him to control his voice. If he succeeds he can reach most anything he goes after, I take it."

"Get up a school," said the other, "and I'll send my daughter. A girl with the kind of voice you are talking about ought to be able to annex a millionaire."

A portly, thick-necked man with a growing protuberance in front entered the long room and took a seat at a table not far away from where the two were sitting.

"Now," said the real estate man, "here is a case in point. That man has long been trying to get into a business deal with me. Notice his voice when the waiter comes and tell me what you think of him."

The new-comer ordered lemonade and a cigar in a soft, smooth voice, with a funny little lingering on the 's' sounds.

The clothier grinned.

"The idea of a man with that neck and that chest getting out a voice like that," he said. "It's funny."

"Don't like him, eh?"

"I should say not. The fellow is treacherous and hypocritical. He'll get a man into a scrape and cut him dead. I wouldn't trust him a foot."

"That's what I've been thinking," said the other.

"People may turn away the eyes to hide the expressions there, but they can't turn away the voice. My son, you go and train your voice. I haven't heard you say anything to the waiter since we sat down here."

"If the symposium is at an end," was the reply, "I'll buy. Then I'll go back to the office and instruct my office men to go out to Reed's Lake and talk to the waves with their mouths full of pebbles."

"Try pretzels," said the clothier, and the young man in a white apron approached and took the orders.

Alfred B. Tozer.

It is easy to sneer at the goodness you can not acquire.

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THE OLD CREED.

The Worker Is Invariably the Man Who Wins.

"I hope, son," said an old Quaker 100 years ago on bidding his son Godspeed upon his start in the world, "that thou wilt prosper, that thou wilt be rich, learned and great; but most of all I hope that thou wilt be that which is simplest and yet best for all men to be: a man."

This stern old father uttered what in his age was the wish of his age: that the country should raise men. This creed, be a man first of all, ruled the advice given to boys and youths for many, many years, in fact, up to a decade or two ago. Then we began to get dollar crazy, and the advice handed out to a young man had nothing in it concerning the formation and guarding of manly qualities, but was composed of information on the best ways and means to become an efficient money making machine. Nothing about honor, honesty, or manliness.

The seed was long in the sowing, but it was sown well and widely, and the crop matured quickly and in great quantity, and the harvest was all that was to be expected from the sowing of such seed in fertile ground. The business traditions of the day, as told in the multitude of stories of bank looting by officials, dishonest competition, "high finance," and the other scandals that make an honest business man feel terribly lonesome, are the crop, and it is a bad sort of a crop, indeed.

Now, thanks to the spirit that keeps erring people near the path that it is good for them to follow, we are getting back to the old standard set by the Quaker, and followed so long by others. The craze for money with its train of nasty developments has brought a revulsion in the minds of most people against the business standards that have made them possible. Once more it is becoming evident that the great thing, the only thing worth while, is to "be a man." We still have a few men in this country, despite our great number of millionaires, etc., and these are showing the way out of the morass of prevalent business dishonor along the route that requires that the follower be a man.

Success, the collecting of dollars, may be accomplished without any manliness. The pessimist avers that usually it is accomplished without any such attribute on the part of the successful one. This is pessimism. But there are enough examples of wealthy men, men of standing in their communities, as well, who are known to have achieved their prominence through what is so admirably described colloquially as "being crooked," to cause the young man to cherish the idea that manliness is preferable to all things, pointing to the aforesaid men as final argument.

"It's what pays that counts," is a popular motto of today or at least the rule of yesterday.

Assuming that this is the only standard by which it is to be judged, it is safe to make the unqualified statement, it does pay. For em-

ployers, patrons, public in general, have come to know through years of sad experience that nothing is so desirable, no matter whether one buys or sells employment, whether one buys or sells goods, as to know that you're doing business with a man. This might not have been true a few years ago, but it is today, and he who doubts it soon discovers that a new standard of judgment has introduced itself. It pays to be a man. It is those who are the men of today who will be the masters of tomorrow; for the "sharp, shrewd fellow" with less business morals than the pirate of old has had the props loosened under him, and while it will be a long time—possibly another decade or two—before his final crash, the work of wrecking has been begun and will go steadily on.

The fact that real men are forging to the top in all walks of life pre-sages this. No vocation, from politics to the ministry, but has felt the effect of the new movement. Especially in the political arena—the best index to the mind of the public at large—have men, men who were real men and, while possessing other qualifications, were nominated and elected because they were men, made their way.

Just at present it happens that there is a man at the head of the national government. Theodore Roosevelt is many things. He is author, reformer, soldier, politician and statesman. In all of these fields he has achieved distinction, though in some instances it may be of a sort not entirely acceptable to the critical mind. But above all these stands one crowning triumph for the President of the United States—he is a man, and no one has yet attempted to prove otherwise.

Roosevelt as a writer is no marvel to the professional litterateur; as a reformer he has many hostile critics; as a soldier he was a popular hero, which will not weigh heavily in his favor when his final history is written, and as politician and statesman even his most ardent admirers will admit that he has been surpassed. But as a man there is no word of criticism to cast against him. It is because he is a man, in the great sense of the word which applies to presidents and citizens alike, he is president. It was because he was a man that the cowpunchers of Dakota admired him, because he was a man that his crusade while commissioner of police in New York made his name prominent among the valuable citizens of the country, and the brilliant successes of the rest of his career are built upon the same quality. He has done things, valuable things, because he is a man, which is the reason the people elected him to his high office. Mr. Roosevelt well knows all this. His one great plea to the young men of the nation is—be men.

Down in Missouri there is another man, a black haired, snappy eyed little fellow who bears the name of Folk, who has become governor of his state and a presidential possibility because he is a man. There was a great chance for young Joe Folk

when he was State's attorney when the St. Louis boodle ring was suddenly exposed. He could play the man, or he could have the nomination for the governorship, or almost anything he wanted. Others went weakly with the mighty gang of robbers; Folk chose to play the man and fought the gang. Everybody knows the rest.

Robert La Follette, although in his last campaign and at present unfortunately tangled in the meshes of an intricate political machine, won his way to the governorship of Wisconsin on the same kind of platform that made Roosevelt, Jerome, and Folk victors. It was the powerful "railroad crowd" on one side and "Little Bob" on the other. "Little Bob" whirled over the face of the state like a storm, let the voters look upon him, and told them just why he wanted to be governor. They saw and listened, and his majority appalled the other side. Poser La Follette may be, as accused, but, in the lan-

guage of the crippled cowboy, it "doesn't hamper his style any."

This last is the best that comes with the new creed. Be a man, no matter where or what you are. It is worth while. Martin Arends.

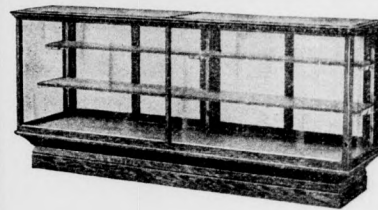
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PUTNAM FACTORY, National Candy Co.

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GRAND RAPIDS, MICH.



Women Prone To Being Good by Proxy.

One of the pretty fictions of the world is that which represents woman as being only a little less angelic than the angels. Tradition has made her the custodian and regulator of our morals and the official exponent of all the virtues, and in a general way she is supposed to have cornered the whole visible supply of goodness. This point of view is too flattering for women not to have adopted it, but an amusing and somewhat cynical comment is offered on the situation by the frequency with which the sex shunts the burden of its righteousness and right doing on to other people's shoulders, for it is woman, and not man, who has hit upon the happy idea of doing one's duty vicariously and being good by proxy.

Every woman who is married to a man who lets her henpeck him speaks of herself as being a good wife. The feminine ideal of wifely duty is getting along smoothly with a man who is a good provider, and who never interferes in the housekeeping. His humble attitude of acquiescence never counts at all when she sums up her virtues, although as a matter of fact she may only be amiable because she is never crossed.

Likewise a woman invariably takes credit to herself for being a good mother when her children happen to be born with healthy constitutions and are lucky enough not to take the measles; while a good friend, as we all know, is a woman who will lend us her new skirt pattern before she has used it herself and who lets us dictate to her about what clubs she shall join, and control her vote at the election of officers. We frequently admire our own dispositions because we get along harmoniously with people who give in to us and adjust themselves to our peculiarities.

Self-sacrifice has always been regarded as woman's star virtue, and the one in which she shone unrivaled by man, but even in this she generally manages to offer up somebody else, instead of herself. It is the same spirit that prompted Artemus Ward, during the fervor of his patriotism, to declare that he was willing to sacrifice all of his wife's relations, if need be to put down the rebellion. Women are not conscious of doing this, of course, but all the same they do it. When a woman tells you that she believes in plain living and high thinking and that she sets her face sternly against the pleasures of the table, you can be utterly sure that she is dyspeptic and can't eat anything but health food abominations, anyway.

When the time comes to economize it is somebody else's extravagances that have to be lopped off first. A woman once, in exploiting her own achievements, in saying to me, exclaimed: "Why, I made my husband wear the same suit of clothes for

three years!" But that very woman continued to go to the highest-priced dressmaker in town for her own frocks. However, she explained this on the ground of its always being economy for a woman to get something expensive, and she probably knew what she was talking about. At any rate, she cut off every one of her husband's indulgences, and they got rich, and to this day when people speak of their prosperity they always attribute it to his having been blessed with such an economical wife. Thus was virtue rewarded, while she never denied herself anything she personally wanted. A man never knows until he is married that it is economy to do without cigars in order to put the money in bric-a-brac. If you will notice, a woman's burnt offerings are generally made of somebody else's killings, not her own.

Another vivid example of woman's proneness to let somebody else be good for her is shown in the matter of reform. When a man thinks about being good he is apt to begin on himself. He stops drinking or swearing or playing poker or whatever was the particular vice that was his besetting sin. When a woman decides on leading the higher life she turns the batteries of her good resolutions on somebody else. She doesn't even contemplate such a thing as giving up gossiping or playing progressive euchre or being irritable and cross with her own household. She devotes herself to trying to make her husband quit smoking or having a modest glass of beer with his dinner, and she counts it unto herself for righteousness when she can persuade him to resign from his club.

All of the great reforms inaugurated by women have the suppression of the vices of men for their object. No woman reformer has ever had the nerve to tackle the vices of her own sex. It is altruistic and unselfish in us of course, but isn't it a trifle absurd to devote all of our time to trying to pluck the beam out of our brothers' eyes, when there are so many motes in our own? Between the crime of drink and the crime of gossiping there is precious little to choose. Both ruin lives and wreck homes and break hearts, yet there are thousands of women banded together to stop men from drinking and to prohibit the intemperate use of liquor, but there is no organized movement to stop women from talking scandal and to prohibit the intemperate use of the tongue. It is a lot more comfortable to reform somebody else's faults than it is your own, but it is not so profitable to your own soul.

Whether a woman is going to be held responsible for her husband's getting drunk and playing poker, I don't know, but I do know she is going to be held to account for cheating at progressive euchre and for a mismanaged house and for raising her children up on the streets with no idea of duty or obedience to God or man. It is about time we quit policing men's vices so much and turned our attention a little to our own, and I shall have greater hopes of reforms reforming when I see women with a bunch of ribbon pin-

ned on their breast that indicates they belong to the Christian Women's Temperance Talking Union or the Amalgamated Mothers' Spanking Association and are looking after their own moral fences and not those belonging to their masculine neighbors.

One of the most outrageous features of the feminine idea of being good by proxy is the habit so many women have of making somebody else foot the bills for their charities. In every city in the land there is a coterie of women who outdo the scriptural injunction not to let the right hand know what the left hand gives, for their pocketbooks never know it at all. They sustain a flourishing reputation for philanthropy and are conspicuous on orphan asylum and hospital boards. They are the head and front of every church fair and charity bazaar and missionary tea, and are supposed by people on the outside to be prodigally generous, yet they never give a cent of their own money.

Let a case of destitution in a neighborhood be known, and such a woman claps on her bonnet and is out collecting food and clothes for the sufferers, but it never occurs to her to supply them from her own pantry and wardrobe. Let a church bazaar be organized, and she gives herself nervous prostration rushing around begging contributions from merchants, but you never hear of her personally donating anything on her own account. Her generosity, which is lauded in the papers and celebrated throughout the community, is en-

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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.

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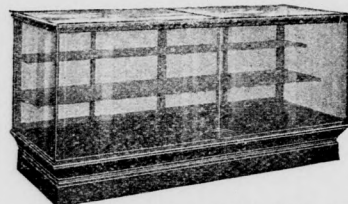
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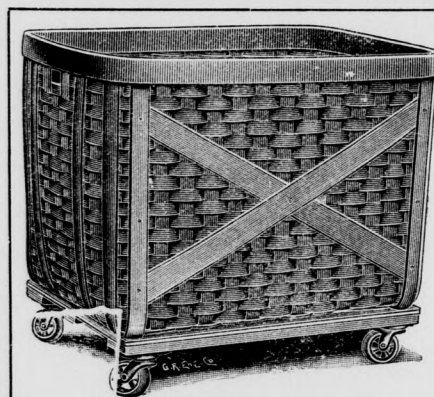
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The Largest Show Case Plant in the World



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

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding, Mich.

tirely vicarious and consists in holding up other people and making them give.

Perhaps it is because giving by proxy is so cheap and yet at the same time so soothing to one's conscience that women are so addicted to it. I have a suspicion that there would be about a million fewer "causes" if women had to give to them themselves, instead of making others do the contributing. As it is, every woman you know has two or three pet charities that she depends on supporting by holding up her friends. When the time comes for making her annual contribution she never thinks of going down into her own pocket. She puts her hand into theirs. It is nothing short of highway robbery, with no chance of appealing to the police.

Of course, it is done decently and under the guise of a lecture or reading or amateur concert, as if anybody ever went to such things of their own accord. That cuts no figure with the woman, however. She feels that you ought to be willing to suffer in a good cause, and a self-righteous glow pervades her whole being as she pictures you being spiritually purified by listening to something that bores you to death, and being forced to contribute to a cause to which you have no desire whatever to give. In her heart she is saying, "I will be the humble instrument to save that person from his own selfish indifference to the noble 'Pug Dog Hospital or the Home for Superannuated Cats,' and thereupon she sits down and sends you a lot of tickets to the entertainment for the benefit of this worthy charity, with a note saying she will take it as a personal compliment if you will make a subscription.

Of course, men are the worst sufferers. Women don't mind declining so much, and, anyway, as they do other people the same way, it is a case of diamond cut diamond, but it is not easy for a young man to refuse if the tickets come from a woman who has entertained him during the winter. Indeed, it amounts almost to a civil dun for dinners and dances, and if he refuses to make good, his welcome is a cold one in future when he goes to call on Mrs. Proxy G. Samaritan. If there was only one ticket it would be a small matter, but when they come in shoals, as they do during the season, they send the average young man to the free-lunch counter for food and he says things about this particular form of blackmail that it would do the vicariously charitable sister good to hear.

The ticket-sending nuisance should be suppressed. It may safely be taken for granted that every single one of us have just as many claims on our pocketbooks as they will stand. It is humiliating and embarrassing to be expected to support other people's charities, and no woman has a right to demand it of her friends. Let her give what she can herself and in a still wider charity refrain from asking others. The best sort of goodness is individual goodness, that does not do its good works by proxy.

Dorothy Dix.

Do You Hate To Think?

We all hate to think. We inherit the convictions, opinions and tastes that rule our lives just as we come into possession of houses—and we seldom do any renovating before moving in.

It is the habit of not thinking that keeps mankind in a rut.

Folks in the backwoods still go fishing with a string and a willow limb for equipment. Their ideas on the subject of fishing were handed down from antediluvian ancestors and will be passed right on to future generations. If you should hand one of these fellows an up-to-date rod with a reel and box of flies he'd drop the whole thing like a hot brick—it would hurt him so to have a progressive idea thrust upon him. He wouldn't even let you explain the advantages of it. He doesn't want to know anything on the subject. The old way, which is easiest from long habit, is good enough for him.

You can find men everywhere whose minds and ears and eyes are hermetically sealed. They won't let a new idea spring itself on them for fear it should upset the established order. If you set 'em a good example by doing something in a new way that saves time and labor and increases results, they look in the other direction. Try to tell 'em anything and they stop their ears.

Their brains are cobwebbed. The bearings are full of rust, and they resent having the wheels set in motion.

They hate to think.

W. C. Holman.

The Fist and Pound Method.

The fist and pound method originated, they say, in Scranton. A simple-minded old lady ran a grocery store there. A man came in one day and asked for a pound of bacon. The old lady cut off a generous chunk of bacon, and then, going to weigh it, found that she had mislaid her pound weight.

"Dear me," she said, "I can't find my pound weight anywhere."

The man, seeing that there was about two pounds in the chunk cut off, said hastily:

"Never mind. My fist weighs a pound."

And he put the bacon on one side of the scales and his fist on the other. The two, of course, just balanced.

"It looks kind o' large for a pound, don't it?" asked the old lady, as she wrapped the bacon up.

"It does look large," said the man, as he tucked the meat under his arm.

Just then the old lady found her pound weight.

"Ah," she said in a relieved voice, "now we can prove this business. Put it on here again."

But the man wisely refrained from putting the bacon on the scales to be tested. He put on his fist again instead. And his fist, you may be sure, just balanced the pound weight. The old lady was much pleased.

"Well done," she said, "and here is a couple o' red herrin' fer yer skill and honesty."

Religion may have many forms, but they all have one face of love.

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.



Smart Colors in Cravats for Next Season.

All eyes are now focused springward, and speculation is rife concerning colors, shapes and fabrics. Some quarters show apprehension concerning brown, but the prospect is for a brisk demand. The first inkling of a revival of brown was recorded in this department several months ago. In the interim the color has been gaining constantly in favor, a fact which leads to still greater expectations. There's reason in it, too, as found in the prospective colors in clothes.

Unless signs fail the vogue of brown and green clothes will be more pronounced next spring than heretofore, and that, after all, must be regarded as the determining factor. For there is no marked tendency in shirt colors, and the prospective shades of suiting are the only guide outside of the leaning of popular fancy in that direction. Since the darker green shade has been accepted as the smart color in cravats for winter, the makers of the higher grade goods have noted an increasing call for them. Like brown, green is regarded as "likely" for spring.

Regarding shapes for spring, no noteworthy change is probable so far as popular-priced stuffs are concerned. At present the prevailing width is $2\frac{1}{4}$ inches, although in the West and South the $2\frac{1}{2}$ have been ordered liberally. Among the exclusive shops the trend is toward narrower forms, due, doubtless, in some measure to the fact that England's socially elect are partial to the $1\frac{1}{2}$ and $1\frac{3}{4}$ width. Sooner or later, even with the accessories, the foreign fancies find their way to Gotham's high-class shops, and to their patrons what London says is law. It is a safe prediction that the generality of men will choose moderate forms in spring, and unless one has a clientele of "smart setters" his best counselor is conservatism. Moreover, the new collar shapes have a bearing on the matter, and they are with extremely few exceptions favorable to moderate cravats. Four-in-hands will have the premier place in the new season, with the prospect of more marked popularity for ties than in the past year.

Try as they will, the classy shops can not offset the predilection for self-effects. They would welcome a change in popular taste, because with contrasts more striking and effective treatments are possible. But self's their patrons demand, and self's must be provided. As moderate widths prevail in four-in-hands, the preferred figure designs are small. With Ascots and once-overs the reverse is true.

While vivid colors are still strong, riotous reds, boisterous blues and gorgeous greens, the newest leaning is toward modest hues. Black and white treatments are coming to the fore among the exclusive shops. One

would not suspect so, however, from the window exhibits, which embody striking fabrics, as a rule. The reason for this is not far to seek. One of the New York merchants whose custom is of the best type offers the explanation. Recently he noticed that his trims on a particular day did not measure up to his standard of effectiveness. Several times he personally passed by on the opposite side of the thoroughfare, and always received the same impression. Of a sudden the underlying cause came to him. The silks and satins were of dull shades, not sufficiently demonstrative to command notice. A change to more pronounced contrasts worked the desired effect. This incident provides a cue to those who become puzzled by the dull, unimpressive aspect of displays, however artistically executed.

Within recent weeks the advance in the price of silks has been considerable. Cravat manufacturers are informed that they may take or leave the goods at the prices quoted. Whether or not this inflexible attitude on the part of the mill owners is warranted by the market in raw materials, the fact remains, and it is for the retailer to recognize it if qualities are not preserved of goods offered at standard prices. There is a rather widespread effort to make the consumer bear his share of the burden, and the movement should be encouraged and aided in every possible way. Incidentally profits should be larger on cravats, and many retailers are departing from the time-honored prices by slight price additions.—Haberdasher.

Thinking Men Wanted.

Most of us not only hate to think, but we also dislike to see anybody else doing it. Pretty nearly everybody who ever advanced a new idea in this world got put down for a lunatic. You may remember that the chap who invented umbrellas had bricks flying at him when he first appeared in public with his useful canopy over his head. He explained that he invented it to keep the rain off, but people insisted that his action showed he was an idiot. It took them several generations to see the advantages that really were in an umbrella. In the meantime, whenever it rained they got wet. But that didn't disturb them any—they were in the habit of getting wet.

The man who wants to succeed will do well to dodge all these fellows who have put their brains to sleep, and make up his mind to use his all he can.

The world wants thinking men. It has higher rewards for the engineer corps that plans the successful manoeuvres than for the wild squads of brainless cavalry who go thundering across the plain, swinging their sabres and whooping at the top of their lungs.

It is no longer the mighty arm swinging the sabre that wins battles; it is the thinking brain of the man behind the gun.

Some people waste a lot of time wondering how they should treat their inferiors.

Her Order for Fish.

Some women are awfully considerate. One in this class entered a fish store the other day and ordered a half dozen small fish.

"Would you mind cleaning them for me?" she asked.

The fish dealer complied.

"By the way," the considerate woman remarked after the performance, "would you mind taking the bones out?"

The fish dealer looked a bit dazed, but retired behind the ice box and got busy. Finally he handed over the fish, clean and boneless, as the result of ten minutes' work.

"Thank you so much," said his customer. "You see, my pet cat won't eat fish if they have any bones."

Then the considerate woman drifted out, and the fish dealer—he merely said things.

Courtesy.

A husband was being arraigned in court in a suit brought by his wife for cruelty.

"I understand you, sir," said the Judge, addressing the husband, "that one of the indignities you have showered upon your wife is that you have not spoken to her for three years. Is that so?"

"It is, Your Honor," quickly answered the husband.

"Well, sir," thundered the Judge, "why didn't you speak to her, may I ask?"

"Simply," replied the husband, "because I didn't want to interrupt her."



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.

Timely Demand for Garments of Brownish Cast.

There is no doubt but that the year now drawing to a close will be one of the best in the annals of the clothing trade. Every manufacturer and every retail dealer has experienced the pleasure of recording record-breaking sales each season, and the best part is that the merchandise which has been sold has been of unusually high class and profitable to handle from both points of view. Although manufacturers were very liberal in their preparations for the present season the orders that have been recorded during the past two months have been of greater volume than was expected, and the factories in every center of the industry are already working overtime to provide the stock necessary for February and March deliveries.

Flannels in light shades promise to be a popular material for waistcoats during the coming spring and summer. Shades of tan, gray and cream, with stripe or plaid effects will be worn extensively. The three button effect, which has been one of the most popular of the present season, will continue to be a favorite.

The adoption of flannel trousers for outing purposes is generally accepted. This material has almost superceded the duck and linen trousers, which were worn so extensively a few seasons ago. The flannel trousers are much more serviceable, and they need but little attention to keep them in a presentable condition. White flannel trousers will be worn on the tennis courts, but for general outing purposes the gray trousers are more acceptable. These trousers are fitted with belt straps and have turn-up bottoms.

The Cravenette process has been applied with great success to all kinds of materials, including, of course, the raincoat, which revolutionized the water-proof overcoat, materials for umbrellas and hats and dress goods for women, and it remained for a clothing manufacturer to utilize the process for trousers. "The raincoat is all right as far as it goes, but it doesn't go quite far enough," says this manufacturer, and the cravenette process is applied to the trousers materials so as to give protection from the knees down. Another advantage which is claimed for the new trousers is, because of being

waterproofed, the cloth is immune from dampness, which is responsible for shapeless, baggy garments. The new trousers will, therefore, keep their shape without the continual use of pressing irons.

Mohair suits which were introduced last season for hot weather wear were met with approval, and the few retail merchants who were influenced to display them in their show windows and in the clothing departments have not hesitated to place liberal orders for next season. The material is waterproofed and has the faculty of holding its shape when moulded into garments. It is very light and those who have worn the suits claim they are superior for the torrid days.

Makers of children's clothing are showing extensive lines for spring and summer. Hundreds of sample garments were prepared for the inspection of the trade, and buyers have purchased liberally from nearly all of the styles shown. Novelty effects in sailor, Russian and semi-military garments have proven the most acceptable. The range of materials is wide, and consists of almost every fabric the markets of both Europe and America afford.

The wash-suit season promises to be even greater than that of last year, which was the largest ever experienced by manufacturers of these garments. The most extensive preparations have been made, and the lines which are now in the hands of the traveling men demonstrate how clearly the manufacturers have foreseen the needs of the trade. Retail clothiers are realizing that wash-suits for children are a profitable line to carry in connection with their children's departments, and where a few seasons ago these garments could only be purchased in department stores, to-day nearly every clothier shows an extensive line of these attractive little suits.

The lines of wash-suits are designed for children from 2 to 8 years of age. For the smaller child the kilt suit in two or three pieces is designed, and for the older ones novelty effects in sailor and Russian styles are the more popular. Every known washable fabric is utilized in their construction. Pique, linens, duck, marseilles and similar materials are used for the higher grade suits, and cotton fabrics, mercerized weaves

and crashes are utilized for the lower priced garments.

Many men, even of culture and refinement, are seen wearing crepe bands on their coat sleeves. This form of mourning was originated on the English officer's military cap, which was too low crown for the band. When he boasted a decoration the medal was covered with crepe. From the military the sleeve band went to the coachman and footman as recognition of death in the master's family. Next the costermonger adapted it from its cheapness—where the purchase of a black coat was too expensive the black band was used to show the consideration. The American who adopts this custom because he thinks it looks "just the thing" is first cousin to the parvenue who invests in a coat of arms and picks out one with a bar sinister.

Advance orders indicate a lively demand for garments of a brownish cast in their coloring. While this shade is not new, it seems to meet the desire of those who fancy the introduction of color in their clothing, and many new and attractive combinations in plaid effects have been produced.—Clothier and Furnisher.

In Good Season.

In a place in Central Indiana the town officers had put some fire extinguishers in the big buildings. One day one of the buildings caught fire and the extinguishers failed to do their work.

A few days later at the town meeting some citizens tried to learn the reason.

After they had freely discussed the subject one of them said: "Mr. Chairman, I make a motion that the fire extinguishers be examined ten days before every fire."

The Tree in the City.

Amid the fret and fever of the street,
Calm, peaceful, and serene this giant
stands;
Amid the strife, the worry of the town,
His mighty heart remains in deep repose;
Among the seething multitudes of men,
Their restlessness can not disturb his
rest.
I watch the emerald ocean of his leaves,
And every heaving billow of joy—
The joy of living, joy of strength and
health,
Of peace of mind, of duty well performed.
For he has kept the law with God and
man,
Done well his part, nor sought to shun
his lot;
So, hearty, hale and wholesome, he up-
rears
In green old age a tower of hardihood.
Like some old man whose youth was
free from blame,
Whose temperate manhood brought him
no reproach,
He reaps the rich rewards of goodly
years.
Erect and strong in gray magnificence,
I touch him, and I tread old scenes again,
A barefoot boy upon my father's farm;
I hear the warble of a wheat-field quail,
I gather sprays of dewy wilding flowers,
I breathe the soft odors of the apple blooms
And hear the cow bells tinkling in the
lane.
A schoolboy in the old schoolhouse again,
I hear the children droning at their books,
I see my little sweetheart's soft brown
eyes.
O patriarch of the multitudinous leaves,
Content and calm, amid this rush and
roar
Still uncontaminated in this strife,
Free from repining for the fields and
woods—
Teach me the grandeur of thy deep
repose,
Teach me the glory of thy goodly soul,
That I may walk with conscience un-
disturbed
Amid the struggles in the marts of men!
—Walter Malone.

Vanilla beans have materially lost in favor with manufacturers since the introduction of artificial or synthetic vanillin. The new pure drug and food law will require all vanilla flavors containing synthetic vanillin, tonka beans or coumarin to be labeled "Chemical Compound." This has caused a greatly increased demand for vanilla beans, but as yet the price remains about the same. The Mexican vanilla growers will loudly applaud the new law, for they have been much discouraged during the past few years on account of the inroads which synthetic chemistry has made upon their business by giving the world vanillin.

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.

CONCERT OF ACTION.

Some Advantages Secured by Efficient Organization.*

Six years ago, in my first address to a Dealers' Association, I laid before you some of the more important relations which, in my opinion, should exist between the manufacturer and the dealer.

To refresh your memories let me summarize these suggestions:

1. Direct trade between dealer and factory.
2. Complete confidence and thorough harmony should prevail between manufacturer and dealer.
3. Contract should be straight sale, not consignment, except threshers and engines.
4. Contract should be given early to enable factories to make the goods right, and to deliver them in time. (This is more necessary now than ever.)
5. Buy of the traveler when he comes along, if intending to buy at all.
6. Liberal territory should be given to dealers, so they don't get too close and conflict and cut prices.
7. Contracts should stand. No cancelling except for serious conditions and real reasons.
8. Canvassers should be employed by the dealer when needed or work strictly under the dealers' orders.
9. All parties should at all times be honest and honorable with each other.

Without wishing for any credit as a prophet, still I submit to you without further argument, whether you do not agree with me that the general trade in implements would be considerably benefited if these suggestions were followed out.

To an Association like this—ten years old (at least) if we count the amount of work done by your officers and committees and the results they have attained—it would seem superfluous to say anything about the advantages of associations.

We must remember there are new dealers entering the ranks every year, and some of the older dealers coming to the convention for the first time each year; and you must, perhaps, look upon your Association work as the political end of your business. By taking this view of it you will better understand the necessity for vigorous and continuous activity; for if the politicians did not everlastingly keep us reminded of our duty to save the country there's no telling where we might all drift to, so careless would we become.

You members of the Association should cherish highly your membership—realize that you get out of it all and more than you put into it, and the more you put yourself into it the more you will get out of it. You should respond promptly and abundantly to all calls for assistance from your officers, especially upon matters of legislation and other questions of a public or general character. You should answer all letters and enquiries from your officers when they seek information or statistics about mat-

ters in which every dealer is vitally interested.

Instead of criticising what is done and complaining of what is not done, bestir yourself, take an active part in every session, and the first thing you know the Association will mean more to you than it ever did and you will soon become an officer, and then you will know how it is yourself.

I think every active business man should take an active interest in his municipal affairs—serve a term in city council, on school board or other local boards of service—find out for himself how things are done, and especially what can not be easily done. Thus you gain not only information, but consideration for others. The same rule applies to your Association work. Get into the thick of the work and thus acquire knowledge, experience, patience, determination and finally, if you really deserve it, success.

We sometimes hear of one dealer trying to "do up" a neighboring dealer, or "make him go some," as it is expressed. For example, a dealer in this town sells goods to farmers living close to a neighbor dealer in another town, at cost, and occasionally at less than cost and then "hollers" when the neighbor dealer retaliates in kind. Other times a dealer will order but one machine that his competitor is handling, and offer it at cost, or less, and each one tells what a price cutter his neighbor is.

Now, of course, the best and the businesslike dealers do not do this—but is not there too much of it done? And does anything but harm come of it?

I understand many of the complaints filed have been against some dealer, showing clearly the need of all dealers getting together locally and following the sensible policy of "live and let live."

Why not be reasonable and exercise the good sense you have? Why not be more practical? Why not sell fewer goods at a fair profit to good customers, and let the other fellow run his legs off and kill his horses trying to sell goods at ruinous profit to slow and uncertain paying customers? Both courses are open to you. The one leads to reasonable success. The other will probably be followed by failure.

In a prospectus issued last spring by the largest catalogue house in Chicago they showed a sale of \$600,000 worth of agricultural implements. This is probably not one-third the implements sold each year in one state alone, saying nothing about the balance of this big and growing country. This, to me, shows that the dealers' and manufacturers' associations together have influenced the most and the best and the largest factories to confine their trade to the regular channels; and that the live and progressive dealers have succeeded in securing the bulk of the farmers' trade in implements; and that, as far as agricultural implements are concerned there is no great danger of harm from these mail order concerns—provided, of course, that all of us who are interested will keep right on in our present course and continue an aggressive agitation, remembering that for this and all other evils that afflict us "eternal vigilance is the price of liberty" and of success.

Considering the many factories building agricultural implements and strictly kindred lines, and the magnitude of the trade, how few factories there are selling direct to the farmers and consumers. This surely shows progress along the lines that we have all been working for these many years—to confine this trade to the regular dealers.

We in the business know that it differs from most other lines—for the machines go, so largely, into unskilled hands—and we have learned by experience that the local regular dealer is by far the best one to sell, set up, deliver, watch, fix when in trouble, settle and collect. So that, in my opinion, there is no doubt of the fact that to-day the American farmers are getting their implements through the regular dealers at a less price, quality considered, than they would get them by any other plan, and I am satisfied that by fair prices, square dealing and attention to business we can, with reasonable efforts, continue to convince all but a small minority of the farmers of this state of facts.

For the last seven years the lot of the implement manufacturers has not been very happy nor their lives "one grand sweet song" by a long ways. Most of you remember that in 1899 there was a sudden and enormous increase in the price of steel, iron and all metal products. This increased the cost of building implements about 75 per cent.—and the greatest increase in the wholesale price was about 25 per cent., which left the implement manufacturer to absorb the difference; but how? Well, he quickly decided to absorb it, partly out of his previous profits, partly by greater economy in construction and partly by looking up the leaks in his business and making every effort to stop them up.

The portion he decided to take out of his profits was easy, was duly figured and cut out, reducing his margin down to so fine a point that in some instances a microscope was required to see any margin at all.

The part that was to be taken care of in reducing cost of building was carefully looked after, new machinery was installed, new record of costs was made out, every employe was

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*Paper read at annual convention Michigan Retail Implement and Vehicle Dealers' Association by W. S. Thomas, President National Implement and Vehicle Manufacturers' Association.

worked to the limit, and some progress was made and some saving in labor costs was effected.

The portion to be saved through stoppage of leaks was the greatest and gave him the most concern, because it represented a large proportion of the amount to be absorbed and, upon investigation, he found the most leaks were in the direction of the marketing of his product; and that brought him square up to his relations with his customers. Among many items he found at the end of each year large sums had to be taken out of his gross profits:

1. Losses by failures.
2. Deductions in settlements.
3. Loans to customers without interest.
4. Loss of interest on carried over goods.
5. Free repairs.

All of these represented definite figures of no small amount. Let us briefly consider these:

There are, of course, among implement dealers each year some failures, just as in other lines. Someone loses by every one of these. Try as hard as you may and you can not entirely stop this loss. It occurs among dealers of small and of large means; in fact, as an old banker at my home used to say, "he was really afraid to loan much money to these millionaires because when they did fail, they failed bad." The only remedy is to watch credits and to sell on shorter terms.

In the days when factory profits were large many allowances, unearned cash discounts and other unfair deductions were made in settlement, because the factories could stand it and still make money; but when material and labor are so high and selling prices of goods so low, the factories positively can not stand these things and there is room here for very great improvement.

By free loans I mean taking extra time on accounts that are due and paying no interest. Now, so strict are the producers of raw material that they charge us interest on all over-due accounts; and we can not afford to pay such interest and then virtually loan our customers the money without interest, which, of course, is what it means when extensions are given or taken on accounts that are due.

As we all know, it has been a custom with some factories to carry a year without interest certain portions of goods not sold the first year. In my opinion this is unbusinesslike and ought to be stopped as a regular thing. Every thousand dollars' worth of goods so carried means a loss of at least \$60 in interest to the factory, which must be counted whether the factory has enough money of its own or borrows it for that purpose. Money is money, whoever supplies it, and must earn at least an interest or you are not correctly figuring your costs. When crops are a total failure or some other calamity occurs, the factories may always be relied upon to help carry an unexpected burden, but this leak is one that can and ought to be stopped.

The matter of repairs can easily be

handled in such a way as to net the factory quite a loss. As to free repairs and paying charges on defective parts, this has been taken care of by an expression of opinion, proposed by the Dealers' Federation and approved by our Manufacturers' Association, as follows:

"Resolved—That in the case of defective parts, where it is clearly the fault of the manufacturer and where such parts have been inspected and approved by the dealer through whom sale was made, it is proper that the manufacturer should pay the freight or express charges on such defective parts, when returned at the request of the manufacturer; also on the new parts to replace the same. And further

"Resolved—That it is the understanding that this first resolution only applies to such parts of machines, implements and vehicles as are covered by the warranties under which the goods were sold by the factories to the dealer."

It was never intended that these mere expressions of opinion should interfere with or affect any existing contract between dealer and factory; that is, that it would or could change the terms of any contract existing, or to be hereafter made between factory and dealers; and, as a matter of course, it was never supposed that anybody would undertake to make it apply to goods that were sold without any warranty, or to apply to such parts of machines, implements or vehicles as were not covered by warranties; in other words, if an article is sold without a warranty, then, of course, there is no warranty upon it and our resolution would have no effect on such a condition. Further, our resolution was intended to mean that no part was to be returned unless the factory ordered it returned; and if ordered back and when received found to be actually defective, that it would be no more than right for the factory to pay the charges; neither was it intended that the dealer should be the judge as to whether a part was or was not defective, but that the dealer through whom the sale was made must unite with the purchaser in claiming part defective before the factory would even give it consideration.

Speaking for myself only, and from my experience with the goods we are building, I believe the best plan of handling this repair question for the honest dealer and the honest factory is this: Let it all be on a strictly straight sale basis. No repairs to be consigned to any dealer. Let him order repairs carefully and intelligently, the same as he contracts for machines, settle for all repairs the dealer gets and charge the farmer with every piece of repairs he gets and require him to pay you for all parts, except such pieces as he returned to you and which show defects. Then once a year or two ship back to the factory (or to the transfer house if it prefers) by freight all the really defective parts you accumulate and let the factory give the dealer credit at prices charged for such defective parts received back, and the factory to pay the freight—and also give the dealer the privilege

of shipping back at any time, at his expense, all unused and surplus parts that are in good order and complete and crediting up same to the dealer on his account.

This would make the dealer careful of his stock of repairs, putting them away safely, so they would not be "lost, strayed or stolen," and stop the easy-going dealer from giving away unnecessary parts to clamorous farmers, whether they deserved them or not, and then try to force the factory to make it good to him; stop the farmer demanding free parts to which he is not entitled, and put the whole subject upon a proper business basis. The honest dealer would not suffer, and by the factory taking parts found not needed no money need be tied up very long in an unnecessary accumulation of parts.

In this matter of credits and long terms to dealers and to farmers, it is high time the trade was coming down to earth. We have, all of us, been sailing in an inflated balloon of almost unlimited credit. From earth to earth should be our aim now. To an implement factory about all of its raw material is metal and lumber. Each process in the transforming of ore, coal, limestone and wood into a farm implement—that is, from the earth where it is dug out back to the earth where the farmer uses the finished implement—each change or process is paid for in cash. The ore is sold to the furnace for cash; the pig iron is sold to the steel mill for cash; the steel mill sells to the implement factory for cash. Up to this point the flow of cash is steady, sure

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and natural. But here is a bad break in the current. The implement factory sells to the dealer, and the dealer to the farmer, on considerable time, thus interrupting the completion of the circle—from earth to earth. Is there to-day any good or sufficient reason for this? No. The farmer, the final consumer of our goods, is the one man on earth to-day who should usually pay cash. For everything he sells he receives the cash; in fact, I do not know of an implement dealer, jobber or manufacturer anywhere rich enough or with credit enough to buy anything from a farmer on credit. Mr. Farmer is wise on the evils of credit on his sales and shrewd enough to buy on time without interest in many cases and thus he saves losses in selling and makes a profit in the way of interest in his buying.

Why allow this to go on any further? Don't you dealers agree with us manufacturers that both of us should retire from the banking business? The steel and iron and lumber mills went out of the banking trade years ago—they found it did not pay—just as you and we have discovered.

It is easy, you know, to suggest reforms for the other fellow to start, and I really suppose the factories should begin and make the terms on all implements cash in thirty days net, or discount for prepayment at the rate of 6 per cent. per annum, which means $\frac{1}{2}$ of 1 per cent. off for cash paid upon the receipt of the invoice and not upon the receipt of the goods. These are the terms upon which the factories buy the great bulk of their material; and, of course, for labor and all other expenses it is cash down all the time and not even the $\frac{1}{2}$ of 1 per cent. off.

Now, what would you dealers think of that kind of a proposition? And yet, in view of all the conditions, something has to be done—either a big advance in price, if the old terms continue, or a moderate advance in price and shorter terms of payment. Fortunately, the farmer can stand it all right either way. In fact, the American farmer to-day who works, pays attention to his trade and is up-to-date in his methods is about the most independent citizen we have. His crops are good, prices are high and he sells for cash. So that, it seems to me, the natural and necessary way to better conditions in our line is to fix a moderate advance in price, and sell for cash or on short time note, with interest, and get settlement for every machine on delivery to the farmer.

Of course, every farmer is not ready to pay cash, but he can pay cash or give a short note with interest. Then the dealer is placed in a position to settle with the factory, either in cash or on short time note.

Right here, "lest we forget," what is the actual condition of the farmer? Let me give some figures from the annual report of the Secretary of Agriculture, Mr. James Wilson, just made public:

Corn	\$1,100,000,000
Cotton	640,000,000
Hay	600,000,000
Wheat	450,000,000
Oats	300,000,000

Potatoes	150,000,000
Barley	65,000,000
Tobacco	55,000,000
Sugar beets	43,000,000
Sugar and molasses	75,000,000

These ten items alone amount to about \$3,500,000,000, but when to them we add live stock and other farm products the Secretary values this year's product at \$6,800,000,000. These figures are really remarkable when you consider this means this one year's production. Now, what profits have been made? The Secretary claims the farmers' capital (including real estate, domestic animals, other live stock, implements, etc.) has increased since the census of 1900 by \$8,000,000,000, and that the present valuation of the capital of the farmers is probably \$28,000,000,000.

Now, the present annual purchases of agricultural implements by American farmers is probably \$200,000,000. Can anybody explain any possible necessity in the vast majority of cases for selling, say, \$200,000,000 of implements on long credit to customers whose aggregate capital is \$28,000,000,000; whose products this year were over \$6,000,000,000 and whose average yearly profits for five years have been \$1,600,000,000?

Gentlemen, let us put the farmers into the banking business. Is it not strange and inconsistent that everything has gone up in price except implements? The wagon men have, very sensibly, made some advances that were really necessary. So have the buggy men, and just the same necessity exists for an advance in the price of implements; in fact, it is bound to come.

As to shorter terms, my suggestion as an easy way to introduce the change is this:

To-day, for example, in buying hay machinery a dealer agrees, say, to pay Oct. 1 for all the goods he gets in the whole season, no matter when they are shipped. What is the average credit on such accounts? Well, we will suppose the hay crop is good and the dealer gets ten machines in May as a starter. In June he orders five more and in July gets three more, all to be paid for Oct. 1. His average credit on all is therefore about three and one-half months. Now, suppose he buys them all on four months' time from the date of each shipment, don't you see he has the same amount of time on the whole lot on the average as he has the other way? And this four months' time would suit the factory a whole lot better, because the factory, therefore, can make its sales to its customers on any certain time from the date of shipment, whether one, two or four months. Then it would be receiving its money back, in a more constant flow and bearing a definite relation to the time of shipment.

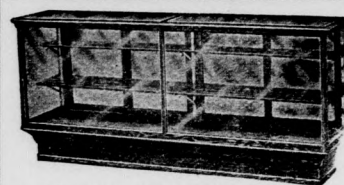
I think this would be a good way to start and educate ourselves up to it. Then the dealers would have a definite policy with which to go to the farmers and bring them in line with not only modern methods, but a sensible, practical course as well.

The farmers buy other things for cash. Why not the implements that help them to raise good crops? The

farmer is usually a pretty good trader, but you dealers should be better ones.

The farmer's present prosperity is your golden opportunity, gentlemen, to bring him around to a cash or short time basis, and, in my opinion, the time is fast coming when you will everlastingly regret it if you don't. "Everybody works poor father," and the implement dealer and factory just as long as we will let them.

Probably the original cause of the factory canvasser was the commission contract, for the reason that where machines are consigned the factory is naturally interested in making sure they are sold, and the canvasser soon follows the machines. But now-a-days, when the commis-



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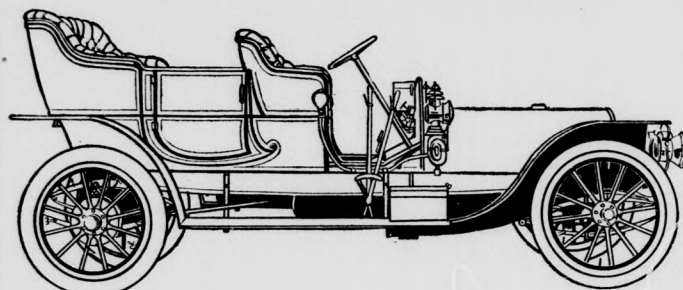
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sion contract is so rapidly disappearing—and I believe it should be abolished entirely, unless it is in the thresher and engine line, and even in that line I hope it may also after a while be safe to cut it out—and the implement and vehicle trade is practically on a straight sale basis, the canvasser sent out by the factory, to work on regular and well-known machines, is a relic of the past, which had better be dispensed with.

To begin with, they are expensive, and what they cost you may be sure has to be included in the price you pay for the machine. They are not necessary to a live and competent dealer—the kind of a dealer who is likely to be successful and to stay in the trade, while they do encourage the irregular dealer. They make considerable trouble for dealers from the very nature of the case. They are paid by the factory. They must make a showing to their employer or lose their jobs, hence they may be willing to make unnecessary promises to the farmers, trade for old machines at the dealer's expense, make long terms to secure a sale, give unsecured credit to those who should pay cash in advance or give security.

I am not finding fault with the canvasser as a man, for he is human, does the best he can and is not directly responsible for the evils complained of. It is the system to which I am opposed, because of its bad effects on the implement trade generally. It is expensive, unnecessary and troublesome and, in my opinion, its abolition would very materially improve trade conditions in our line. The dealers themselves are realizing this evil and the Dealers' Federation is demanding its discontinuance.

As he expresses so well my own views, I want to quote from the Omaha address of Mr. Armknecht, the President of the Federation:

"The question of canvassers we consider of great importance, and I consider them a menace to our future, for they will destroy our independence. This system tends to add to the ranks of the incompetent dealers, such as depend upon some one else to furnish the brains to sell their goods. Such dealers should be doing something else, if they are not competent to look after this part of their business.

"We do not refer to canvassers employed to school the dealer. These are necessary to introduce goods which the dealer is not accustomed to handle. We refer to such as are employed to assist the incompetent and harass the dealer who is capable of conducting his business. When the farmer pays the bill he pays for an expensive system of marketing machinery. The support of this system by us dealers will eventually put us out of business. The thresher business at this time is a fair example of the final result of the practice. I regret to state that the retail dealer does not count for much in the sale of threshing machines. Perhaps this is so because of the dealer's incompetence or the dealer's indifference. We understand that this condition is about as unsatisfactory to most manufacturers of threshing machinery as to the dealer. This goes

to show where you are drifting when you permit the canvasser to roam about at will among your customers. When he is idle about your premises he is getting pointers to swing some of your customers to some other dealer. Dealers, assert your independence. Do not tolerate the canvasser. Passing resolutions will not help matters. Simply don't have him around. Attend to the selling end of your business with your own help, working for your own interests all the time."

Now, I do not oppose the proper kind of canvassing among the farmers, but it should be done by the dealer himself or by his own man who would be working for and selling the entire line of goods handled by the dealer, and thus secure greater general results at less expense and better profit and be selling the farmers the kinds of goods they most needed or could use, rather than be pushing onto them any special machine whether they really needed it at that time or not.

My own belief is that the regular dealers and the trade in general would be benefited by doing away with the factory canvasser and let the regular dealers handle the trade in their own way, and there is certainly enough rivalry and competition in the average town to prevent the dealers from becoming very lazy in working the territory. The trade would be healthier, develop better and more responsible dealers and attract to it a better class of business men.

Besides all this, the dealer's independence may be at stake. If he allows himself and his customers to be used at their pleasure by any factory or any set of factories, how long will he retain his independence or his business?

Mr. Armknecht refers to the thresher trade and intimates that it is, in some states, almost gone from the implement dealer. If that is true it would clearly illustrate one of the points I am making—that the logical and inevitable result of the factory canvasser system, if allowed full play in the exclusive interest of any factory, is, in the end, to take that particular line of trade away from the regular dealer.

Right here it may be asked, Well, is there any territory where this factory canvasser system does not prevail? And how are conditions there? Yes, there is such territory. The Far Western portion of our country, beginning with Montana, Wyoming, Colorado, New Mexico and Arizona and taking all west of them, is a very large section of the United States, where, I am told, the factory canvasser is almost unknown, where the dealers are strong and responsible, where they are running their own business and are independent of everybody, where their trade is large and rapidly growing, where their retail prices are good and where their profits are more satisfactory than in any other portion of this country with which I am familiar and where the "merchants," not dealers, handling implements and vehicles are among the "top notchers" in their towns and where the implement trade

is conducted more like other lines, on a business basis, and therefore it has attracted to it the very best class of business men in the towns and, in my opinion, is a most striking and convincing evidence of the success of the no-canvasser system of conducting the implement business.

Gentlemen, it is up to you. All the "cussing and discussing" on earth on this subject will do no good unless you act. You know how the political orator puts it. He makes you an eloquent speech, tells you how good his party is and how bad the other party is, but he always winds up by reminding you that your opinion amounts to very little unless you vote on election day and that one ballot in the box is worth more than a dozen outside. So it is on this canvasser system or any other trade evil. It is votes that count. Unless you act there will come no benefit or improvement.

If you want competition in the implement business distribute your trade. If you want to own and run your own business cut out the factory canvasser system. If you want to make money keep up your prices. If you want a good bank account sell for cash or on short time. If you really expect and deserve success get busy and act. It is up to you, Mr. Dealer.

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How a Very Stupid Man May Become Popular.

Written for the Tradesman.

"What about new resolutions?"

The book-keeper, the sunny haired clerk and the delivery boy were sitting around the stove in the commission house. It was getting dark and there was nothing doing. Besides, the boss was out of town.

"I've got a string of New Year's resolutions as long as a mile of mush," said the delivery boy, in answer to the book-keeper's question.

"For instance?" asked the clerk.

"For one thing, I'm not going to make any more cigarettes."

"Good idea. Where are you going to get 'em?"

"Why, when I haven't got the price I'm going to beg. It looks cheap to see a fellow with a paper of dope twisting around in both hands and a bag of doped mixture hanging from his teeth by a string.

"What else?"

"I'm not going to buy any beer. When the boys don't treat I'll go without."

"You'd better go without anyway."

"Forget it," said the boy. "Look here. The clerks at all the places where I take goods drink beer. When they say, 'Have one on me,' and I say that I'm on the water wagon good and proper, they think that I think they're doing something wrong because they don't do as I do, and that I feel above 'em. That's right. You bet I'll have to drink beer if they buy."

"There are a good many men who drink for the same reason you do," laughed the book-keeper. "They drink so as not to seem to reprove their bibulous friends by their abstinence, and after a time they get over the bay, and then the friends they thought to please by imitation, in the matter of drink, cut them cold. You run your own motor, young man, and let your alleged friends think what they please."

"What next?" asked the clerk.

"I'm going to watch me coin and get wise to some good investment. It don't get a feller any medals standing around broke."

"You'll be a Vanderbilt some day," said the clerk.

"Aw, come off!" said the boy. "I ain't doing all this just to get loaded up with mazuma. I'm doing it just because everybody thinks a boy ought to save. Get onto this. You want a boy, and two come along and ask for the job. You know 'em both. One has a little savings book, and the other lets the wind blow through his pockets. See? Which one do you take? The boy with the mazuma, of course. I'm getting wise to the ways of the fellers that hire boys. A feller who wants to be a boy and have a good time don't stand no show. They want a boy's body with a man's head. Rats! I guess I'll deliver the goods after this. I lost six jobs last year for being a boy, and all the time I was getting a boy's wages, too."

"That all?" asked the clerk.

"Oh, there's a lot more, but life is

too short. What you got under your hat for next year?"

"I'm going to keep me blooming mouth shut," was the reply.

"And what else?"

"And then I'm going to keep it shut some more."

"What else you going to do?"

"Next, I'll keep me mouth shut."

"You've been smokin'," grinned the boy.

"What's the grouch?" asked the book-keeper.

"No grouch about it," was the reply. "I'm going to keep me mouth shut, that's all. When I get hungry for a verbal outlet, I'll go out to the whispering pines and talk—out somewhere in the simple life, where the inanimate things within sound of me voice can't come back at me with the statement that I twirl me flopper too violently."

"I think the boy must be right," said the book-keeper. "You must have been hitting the pipe. When there is silence at a populist meeting, or a pause at a woman's rights convention, then you may shut down that flow of conversation which up to this time has been your most conspicuous asset, but not before."

"Jam away," said the clerk. "I expect to get knocked. But let me tell you that the fellow who makes his lips look like a slit in a ham, and who looks wise is the chap who tips over sideways with the wad of long green. He's the boy that owns the marble vestibule and the radiators with gold on the edges. He's the gazabo the waiters dig up the best seats for. If I could look like a pen-and-ink drawing of the pyramids of Egypt, with a record of six or eight thousand years of silence and mystery, I could get a job as manager at a century per week. Get next to this: If a man knows a lot, and tells it, the fellows who associate with him know as much as he does. If he knows a lot and keeps his mouth shut, he'll have the age on his mates and may occasionally help himself to a piece of their pie. If he don't know a thing, and keeps his mouth shut they'll think he is wiser than any of 'em, and give him a boost every time they get a chance. You know yourself that about half the chaps who keep their mouths shut do so because their blooming brains are not geared up to a speed that delivers the goods while there is a demand in the market for what they've got to say."

"You're a bright pair," said the book-keeper. "You are both going to begin the new year under false pretences."

"That will only put us in the fat row," said the clerk. "You know what a lot of stiffs and bluffs people are when you get right down to the bottom of things. A frank man, a man who says what he thinks, who is communicative because he wants to seem like good company, a man of that sort has no show. Not a show! You've got to sit still and let the others do the guessing. Then, in about a week, after you have thought their random remarks all over, and looked the subject up in books and consulted a few wise business men, you can say that you did not believe at the time their ideas were sound."

"Oh, yes, me son, if the banker's son knew that the sweet girl graduate threw skillet at her mother he would back up against the fence when she approached and get ready to climb over if she grabbed for him, but he doesn't. She puts on her mask when little Willie appears in the scenery and lets him infer that she is the guardian of the sweetest spirit in that edge of the town. You can do a lot of things with yourself if you never let your associates know what you are thinking about, or what you have been doing, or what you are going to do, or what you know about anything. It's me for the still house next year, and don't you forget it!"

"It surely is a good plan to keep your mouth shut," admitted the book-

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You Have
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Drinking Coffees

They are the Perfected Result of Years of
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Standard of Quality the
Country Over

You are losing
money and
business every
day without them.

Detroit Branch
127
Jefferson Ave.

The
J. M. BOUR CO.
Toledo, O.

keeper. "I know that it is a thing one ought to do, know it just because I've never done it. I never do things I ought to do."

"The only place where a feller makes a winning with his mouth," said the delivery boy, "is in the prize ring. That's another thing I'm going to do—keep me bloomin' mouth shut! You read the papers, don't you? Of course. Well, don't they always give the quiet man the decision? You bet they do. There'll be a lot of men talkin' on a bench in front of a boozorium, and they'll tell a lot of stories without any finish, and then the quiet man will uncork and let out a tale that gets the Carnegie medal. Keepin' still and letting the other fellows do the talkin' is just like taking in dollar bills in a nickel deal and never giving out any change. The next time I butt into a gang on the corner, and they're all talkin' together, I'll look wise an' say nothin'! Then they'll think little Willie has a misery in his tummy, or something of that kind. But they'll get used to me ways, an' then I'll be the banner boy of the mob."

The book-keeper laughed contentedly, and the clerk went on with the story of the advantages of silence.

"There is a certain dignity in silence," he said. "I've never been dignified, but I thought I'd like to take a shot at it. I've known so many dubs to be called to the high places on account of a wise look and a still tongue that I'm going to see what there is so juicy in the stunt. If a man doesn't talk he doesn't give himself away by spitting out half-baked opinions. If a fellow keeps his mouth shut he doesn't give the other fellows a chance to see that he doesn't know any more than they do. Yes, indeed, I'm going to pick out a choice vocabulary every morning, and when I get it all out of me I'll quit talking for the day. I'll pick out a lot of words that may mean anything or nothing, and I'll give a chromo to any two men who can place the same construction on what I say."

"In about three days," said the book-keeper; "you'll both be talking like a phonograph, and there'll be no living in the store with you."

"Not for mine," said the clerk. "If I want to say something I'll button me lips and say it inside. I'm going to get some of the dividends on this investment of silence, and don't you forget it."

"Me, too," said the boy, and the book-keeper sat and thoughtfully looked at the fire. He knew that they were right, and yet—

Alfred B. Tozer.

Dark Outlook.

"Mamma," asks the little boy, "how can Santa Claus get into our flat when we haven't any chimney—nothing but a steam radiator?"

"He will probably slip in by the basement door, darling."

"It's all off then," says the lad, with a surprising vigor in the use of slang. "That janitor will put him out of business before he can unpack his sack."

The man who brags of being speedy doesn't figure on the grade he is on.

The Washerwoman's Song.

In a very humble cot,
In a rather quiet spot,
In the suds and in the soap
Worked a woman full of hope;
Working, singing, all alone,
In a sort of undertone,
"With a Savior for a friend,
He will keep me to the end."

Sometimes happening along,
I had heard the semi-song,
I have seen her rub and scrub
On the washboard in the tub,
While the baby sopped the suds,
Rolled and tumbled in the duds,
Or was paddling in the pools
With old scissors stuck in spoons,
She still humming of her friend
Who would keep her to the end.

And I often used to smile
More in sympathy than guile;
But I never said a word
In regard to what I heard,
As she sang about the friend
Who would keep her to the end.

Not in sorrow nor in glee,
Working all day long was she,
As her children, three or four,
Played around her on the floor;
But in monotones the song
She was singing all day long,
"With the Savior for a friend,
He will keep me to the end."

It's a song I do not sing,
For I scarce believe a thing
Of the stories that are told
Of the miracles of old;
But I know that her belief
Is the antidote of grief
And will always be a friend
That will keep her to the end.

Just a trifle lonesome she,
Just as poor as poor can be,
But her spirits always rose
Like the bubbles in the clothes,
And, though widowed and alone,
Cheered her with the monotone
Of a Savior and a friend,
Who would keep her to the end.

Human hopes and human creeds
Have their root in human needs;
And I would not wish to strip
From that washerwoman's lip
Any song that she can sing,
Any hope that song can bring;
For the woman has a friend
Who will keep her to the end.
Eugene Ware.

Ballad of the Extra-Special Sale.

My Ladie has donned her hat and veil
And she's ta'en her purse in hand
And she's off to the Extra-Special Sale
Where the luring tickets stand:

"One Dollar and Five—marked down from Two,
(It's just the thing for a bride.)"
"This Line a Winner and Strictly New,
(With the Trading Stamps beside)."

The crowd is swarming like 1 o'clock
Or rats at an open bin,
Now heaven preserve my Ladie's frock,
For she has butted in!

She's wormed her way to the nearest clerk
And elbowed it hit or miss;
She's fingered a piece of fancy work
And said, "How much is this?"

She's opened a road to the Paris hats,
And she's criticized the style;
She's had a couple of windy spats
With the man in the center aisle;

She's rambled through the hardware dept.
And sneered at a frying pan;
She's seen the counter where the silks
are kept
And ogled the rugs from Dan;

And now she's climbed to the topmost floor
Where they sell upholstery,
And she's pinched a Davenport, hind and fore,
And scratched the mahogany.

Heaven be praised! She's edged and fought
Till she's past the pianos and shoes;
She's grazed the section where books are bought
And kittens and cockatoos;

And now she is out in the air again
And wearied of wind and limb;
She's lost a glove and her chatelaine,
And her hat is out of trim;

Her waist is minus a lovely bow,
Her fur is less a tail—
But she's saved a quarter on calico
At the Extra-Special Sale.

Kept Busy.

Bacon—Is he an indolent man?
Egbert—I should say not. Why, his wife's got eight gowns that button in the back.

When a fellow is all wrapped up in himself he usually thinks he's a pretty warm proposition.

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

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

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which
carries with it the new

Profit Sharing Plan

Ask about it.
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best family requirements"—the
full weight, full body, full flavor
kind that appeal so strongly
to discriminating housewives.

"A word to the
wise," etc.

MEN OF NERVE.

Not Advisable To Take Them at Own Valuation.

Written for the Tradesman.

The druggist sat in front of the sloping desk, waiting for the painters to come in with their kit. The druggist is a thrifty soul, and when his paints are not selling fast enough he looks up jobs and employs painters to spread his wares. At the end of the desk sat the ex-official.

"How is the new man getting on?" he asked, more because he wanted to say something than because he took any interest in the new man.

"I'm waiting to find out," said the druggist. "He looked to me like a bad case of nerve, but he said he was right at home building scaffolds, as well as at painting, and so I put him to work."

Just then the front door opened and two of the painters entered. One of them walked with a cane and the other carried his right arm in a sling.

"What's coming off here?" asked the ex-official.

"You look like St. Patrick's Day in the evening," said the druggist. "What have you been doing?"

The clothes of both men were covered with paint and their faces were a sight. They lingered for a moment behind the prescription case, whence came a rattling of bottles, and sank into chairs with audible and exhaustive remarks concerning the business of spreading on paint.

"Where's the new man?" asked the druggist. "From the way you fellows look I should imagine you've sent him home in an ambulance."

"The last I saw of the new man," said the painter whose leg was swelled out of shape, "he was speeding over the Michigan Central Railroad bridge, just ahead of Dan. You see, Dan, having two sound legs, was to catch him, and I, having two sound arms, was to beat his blasted head off."

"That's a cheerful combination," laughed the ex-official.

"What had the fellow done?" asked the druggist.

"Well," said one of the painters, "you know the lip of him? He could do anything. If you had had a sermon to preach on the effects of alcohol on the human pocket book he would have undertaken that."

"You may gamble on that," said the other painter.

"One of his duties was to put up the scaffolding. He put it up. I guess he had never seen a scaffold before, but he is likely to see one more, at least, if he goes on through the world with his nerve uncovered. He put this one up while we were on another job, and when we swung onto it there was something doing."

"That accounts for the smear of paint," said the druggist.

"We landed on our heads and started after the man who built the scaffold. He was on to his job. When we caught our breath he was making a hole in the air to the west. He must be out somewhere near Kalamazoo by this time."

"Five dollars' worth of paint gone," said the druggist.

"Week's work gone," said the painters.

"Just a case of nerve," continued the druggist, who saw a text for a preacher in the occurrence. "You read the newspapers and listen to the talk of alleged wise men and you'll hear a lot about the advisability of nerve as applied to the common things of life. Jere! You'd think to hear the talk that the man with nerve was the whole drug store. Undertake anything that will bring in the sodas, is the cry, and that is what a good many are doing."

"The fellow wanted a job," said the ex-official.

"Such men always will want jobs," said the druggist. "When a man gets a job under false pretenses he is pretty certain to lose it. It sounds big and brave to hear a man telling how he braced up to a locomotive and ran it to the satisfaction of his company the first time he ever saw the inside of a cab, but a man who will do that ought to be sent up for life."

"Why, nerve is praised as the germ of success," laughed the ex-official.

"I came across a case of nerve once," continued the druggist, "which came near getting me into serious trouble. A chap came along here and wanted a job as a druggist. He had his papers, and that made me think he was all right. How he got them is more than I know, unless he stole them and changed his name to match. Jere! He was a whirlwind behind a prescription counter, if you left it to him. I put him at work. I had fishing trip on the brain, and was getting ready to go the next day. That night a girl came in and asked for a prescription for a cough, or something like that, and the new man put it up. I happened to be standing by the door when the girl came up to pass out and I took the bottle into my hand. I had seen the prescription, and I knew that the mess he had loaded into the bottle was not right. It did not look right, and I knew from the smell of it that it held a deadly poison."

"I went back to the prescription case and asked the fellow what he had used. He picked up the prescription and read it over. Then I asked where the bottles were, and he pointed them out. Poison! He had enough poison in that bottle to kill a camp of wild Indians. I told him what he had done, and he said that the bottles were not in their places, which was not true, and would not have counted if it had been true."

"Nerve! That fellow tried to talk me into admitting that I was the only one that was to blame. If I could take on a coating of brass like that I would go out and sell Burton Holmes' books of travel, or something equally good, at subscription rates. A man who has a neck like that has no business in a drug store. He ought to be promoting an electric line, or selling stock in a new breakfast food warranted to produce a third set of teeth in ten days."

"He got his training by reading the modern business man's guide to wealth and a trip to the Holy Land after three months as boss," suggested the ex-official.

"He got it in some such way. Nerve

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is glorified. Men jump into things which they do not understand, and never could understand, and brazen it out if they are questioned. They are ready to sacrifice another's life or his property in order that they may get a job. When a fellow has to proceed to such extremities to get a living he would better be out under a laudatory slab in the cemetery. It is murder for a man to take up what he does not understand when human lives are at stake."

"It makes my leg mighty sore," observed one of the painters, hobbling toward the prescription case.

"Come out of that," said the druggist.

"That new man won't be back after his wages," said the painter. "You can take it out of that. He worked about three-quarters of a day."

There was a noise of liquid in motion and the druggist went back and locked up the large blue bottle.

"That's rotten," said the other painter.

"As I was saying," continued the druggist, "the whole tendency of modern life is to cultivate nerve at the expense of special training. I do not like it, and the next time a man comes in here and tells what a sheol of a chap he is I'm going to make him show me. Nerve doesn't go any more. Not while paint costs as much as it does now."

"The next time a new man puts up a scaffold for me he won't," said the painter with the wounded arm. "Now I'll have to sit around here for a week and keep cases on that prescription case."

"I'm going to put the blue bottle in the deposit vault," said the druggist. "If you'll go and bring that new man here I'll give him a lecture on nerve that will keep him under the care of a surgeon for a week."

"He'd want to be the surgeon," said one of the painters.

"I think that's right. Well, this have-confidence-in-yourself racket is all right for the man who is after the mazuma, but it doesn't work that way when the receipts come in. The next time a man tells you to have confidence in yourself and tackle the first good thing that offers, you pass him along to me and I'll give him a job out in my new forty-acre field."

"Pulling stumps?"

"Jere! That would be too easy for him. No, I had in mind a nice easy job pounding dynamite out thin. How would that answer?"

"It would save funeral expenses," said the ex-official, and the convention broke up with the blue bottle still under lock and key.

Alfred B. Tozer.

Promoted When He Expected To Be Fired.

When Henry Fossdyke came to his desk and found upon it a sealed envelope addressed to him he knew that the blow had fallen—that the long expected had reached him, and that he was down and out from the firm he had worked for since he came, a boy in knickerbockers, from school. For months he had looked for this ugly thing, a sealed envelope from the head of the firm. He knew what

it meant to the others who had received the same, who had entered the dingy, old fashioned office in the front and had gone away never to return.

And now his turn comes; now he must face the ordeal. Now he must meet that pair of steel blue eyes under grizzled eyebrows and behind glasses; he to make a few trivial excuses because of transgressions, only to meet in the end a stern voice and a wave of a thin white hand and a long farewell.

He, like the rest, foolishly has followed the ponies; spent too many hours at the bar rail; scattered his dollars too freely. And now he, like the rest, has been hauled to the rail to meet disaster.

He glanced toward his neighbor on the left, and then toward his neighbor on the right. Both were bended over their books with pens busily at work. But each knew what it all meant. The old man in front had called for one of the force of office workers. He was bound to go the way of others, only to make room for a stranger. The old man in front never knew a ring tailed selling plater nag from the finest thoroughbred in the world. It had been his boast that he couldn't tell wine from beer, that he had no patience with buyers of lottery tickets; and that if a man in the place failed to reach up to his standard of what a man drawing a fair salary should do, he must go the way of the useless.

Henry Fossdyke broke the seal and glanced over the one curt line. He shoved the missive into his vest pocket, took his overcoat and hat from the peg, laid his hand upon the doorcatch and said, glancing along the row of desk workers:

"My turn, boys! Good luck to you; and be careful or your turns will come, each in its own sad time."

"I sent for you, Henry." It was a cool softly modulated voice that greeted the young man as he entered the office at the front, where the old man with steel blue eyes, grizzled eyebrows and big, round glasses perched upon the eaglelike nose sat surrounded in seemingly disordered quarters—old musty files of papers loaded with dust heaped up about him from almost floor to ceiling; broken backed ledgers, dog eared and thumbled from first to finish, piled high about him.

An old time man doing an up to date business in all his glory.

"Yes, sir, you sent for me. Make it as short as possible, please. Let me get away from it all quick."

"Henry, you are a little bit nervous this morning, are you not? I sent for you to come here. What do you mean by saying, 'Make it as short as possible?' What do you mean by asking me to 'let you get away from it all quick?'"

"The others have been called here the same as I have. You have sent them away just as you will send me away. Hurry up your words of discharge, fire them at me now—quick—see? I am to go. Let me go quick."

"Henry, you seem more nervous than ever. I don't just catch your meaning."

"But you will when I tell you this: I know you never drink, smoke, play the ponies. You never do anything wrong. You are the leader in your line of business in this city. You have called a lot of poor, foolish fools to this old front office to send them away. The poor, foolish fools have gone in most cases to the devil. You are so good and clean yourself that you never have thought it worth while to give the poor, foolish fools another chance. That's all. You are about to send me along the same line because I have been a poor foolish fool like all the rest."

"Confound you, boy! Shut up all that stuff! I'm going to quit this old office. I want a man who has got brains to take my place. Tut, tut;

not another word from you! You are done with the back office. You sit down here and begin to run the whole concern as you please, and be hanged to you!"

And the old man grabbed his hat and coat, banged the door behind him, and went away in his automobile, leaving a limp and sobbing young man behind in the old front office.

Horace Spencer Keller.



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STRESS AND STRAIN.

Where Is the Limit of Human Endurance?

How much heavier mental and physical strain can the average man, compelled to battle for livelihood in large centers, endure without collapsing? Where is the limit of human endurance under the nerve shattering and increasing stress of modern life? For the last two years this matter has been discussed gravely in gatherings of medical men, brain specialists, and sociologists, and there has been the most spirited combat of opinion. The facts, the statistics, and the every day experiences of any practical student of municipal sociology are convincing on one point, however. "I believe," a medico-sociological savant informs us, "that we are approaching a condition of life under which average men and women can not live long and keep their reason. I further believe that this condition will bring about the evolution of a markedly different type of man and woman that can live and thrive under the strain."

"The actual weight of this strain was the first thing I sought in my investigations. To compare symptoms for future diagnosis the medical scientist takes a number of cases and follows every detail of the career of disease."

Enough has been said and written, perhaps, about the wearing, strenuous life of the business man. Even when, after an exhausting day's work, he leaves his office, his conversation at the evening meal often

is "business" again. The meal is not the wholesome function it should be, for this and other reasons. He reaches home exhausted, and his sleep—more often than not less than seven hours—is, if he lives in town, accompanied by the roar of traffic, trains, etc., late at night and early in the morning, roar of the trains, cars and night traffic of the crowded streets dinning in his ears.

Take another worker—the teamster. He generally lives in a noisy part of the town, near his work; he is up at 5 in the morning, off to the stables. Afterwards he is all the day, often until late at night, in the middle of the unceasing traffic—bullying, fighting, pulling and hauling his way through—in the hot sun, the pelting rain, or the icy blast. No rest is there for him. His whole day is noise, turmoil and strife. When at last he takes his team to the stable he is worn out. He eats his supper, sits a little with the children, if they have not gone to bed. All the late evening he hears the tumult of too abundant life about him, and when he goes to sleep it is with a hundred artificial sounds in his ears—the signs of this forced brain and body destroying life we are living.

Taking these as obviously fair samples of lives under the conditions of large centers, let us consider some fragmentary statistics that point to results: Twenty-nine per cent. of the school children in one large city are suffering from serious eye and ear diseases that are the direct result of bad air, crowded conditions, eye

strain, abnormal amount of noise, filth of densely populated quarters, and too great demand of life upon their low vitality.

The number of persons who go insane as the direct or indirect result of the noises, heat, hurry and unusual demands upon them has been increasing each year for the last ten years.

In some future time of stress, say, during some epidemic, panic, or the like, there is likely to be a wholesale breakdown in population. The mass of people survive, however. Man is an adaptable animal, and the quick, nervous, undersized specimen of man now being bred is able to stand up under the life. Meantime, however, the giant mill is being fed with humanity from the outside, and every day sees the larger grist ground out, every day sees the machine speeding faster. What is to be the end? asks our authority. How much can brain, nerve, blood, bone and sinew stand?

Dr. F. Peterson, a well known specialist in nervous complaints, states that it is as impossible for a man to pass through one day of life and not encounter more or less friction as it is for a bullet to travel through the air and escape the same. The intensity or speed of existence marks the amount of friction. The amount of permanent loss to the man depends on the ability of his constitution to recuperate, and on whether or not the friction be resumed before the collapsed tissues of brain and body are completely rebuilt.

Andrew Wilson.

The Boy From Town.

Last night a boy came here from town
To stay a week or so.
Because his maw is all run down
And needs a rest, you know.
His name is Cecil, and he's eight,
And he can't skin the cat—
His maw she calls him "Pet"; I'd hate
To have a name like that.

He wears a collar and a tie
and can't hang by his toes;
I guess that I would nearly die
If I had on his clo's;
He can't ride bareback, and to-day
When we slid on the straw,
He ast if roosters help to lay
The eggs I pick fer maw.

When our old gander hissed he run
As though he thought he'd bite,
And he ain't ever shot a gun
Or had a homemade kite;
He never milked a cow and he
Can't even dive or swim—
I'd hate to think that he was me,
I'm glad that I ain't him.

He thinks it's lot of fun to pump
And see the water spurt,
But won't climb in the barn and jump,
For fear of gettin' hurt.
His clo's are offie nice and fine,
His hair's all over curls,
His hands ain't half as big as mine,
He ought to play with girls.

A little while ago when we
Were foolin' in the shed
He suddenly got mad at me,
Because I bumped his head.
There's lots of things that he can't do.
He thinks that sheep'll bite,
And he's afraid of ganders, too;
But he can fight all right.

S. E. Kiser.

Caution in Delivering Prescriptions.

In North Dakota a verdict has just been given against a firm of druggists for \$500 damages. Two prescription bottles were confused after they had been prepared for two customers. The wrong bottle was delivered in each case, and in one instance it resulted in death from morphine. The judge thought that the circumstances were somewhat extenuating, and he cut down the original damages asked for to the above amount.

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Not in a Trust

236 Monroe St., Chicago

Why Customers Complain of the Shoes They Buy.

Some people are born fault-finders, and are no doubt secretly elated when they find some real or fancied grievance with a shoe. People of that ilk tell their troubles freely. They come in to "show" you where-in they are wronged, and do contend earnestly for a rebate. They are not readily convinced by counter-arguments. Proof, demonstration, collateral testimony, and other methods of certitude do not cut much ice with them. They are temperamentally objective. If it once gets borne in on them that a certain pair of your shoes isn't up to their idea of what shoes ought to be, you are not likely to dislodge the notion by anything you may say. People of this kind are fixed, obstinate and contentious. They will consume a dollar's worth of their time and five dollars' worth of your time in an effort to convince you that they have been defrauded to the extent of fifty cents. The easiest as it is the most economical way of silencing people of this extreme type is to hand them over the coin and thus have done with them. They may do the store harm by talking—they are usually strong on talk of the abusive kind.

Aside from the chronic kickers there are people who have an occasional grievance growing out of shoe troubles that may very profitably be investigated. A forcible instance of this kind fell under my notice only a few days ago. It was in a store which caters to the better class of men's trade. A loyal, staunch friend of the boss—a good buyer and a whole-souled good fellow—dropped in, and after a little good-natured gossip with the boss, said:

"Say, Tom, look at that!" (And he pointed to an ugly gap an eighth of an inch wide, and an inch and a quarter in length, where the sole had pulled loose from the welt at the instep. Both shoes were afflicted in the same way—only the right shoe, to which he called attention, happened to be a little worse off than the other one.)

Needless to say "Tom" looked—and he pulled a wry face when he saw what had happened.

"Tom, that isn't the first time that's happened. This is the third pair of those — shoes that have played me that trick. I like that shoe fine—with that exception. It's a showy shoe and feels good on the foot, but it looks kind o' bad three pairs of 'em hand-running breaking down in the same place, don't you think?"

"Forget it, Billy!" said the boss in that jovial way of his, "you've just had a string of hard luck. Nothing more. Bring these shoes in to-morrow and I'll have my man put in some stitches that'll hold you for a while. And it won't happen any more, I hope. If it does we'll go after — with a sharp stick."

Now I happen to know that shoe myself (having worn three or four pairs of them) and from my own experience with the shoes I know that the criticism was just. Strange as it may sound, that manufacturer's shoes are weak at that point. "Billy" had struck without knowing it his most

vulnerable point. Whether the leather is trimmed off too close to the stitching, whether the thread isn't heavy enough, or isn't of the right sort, or whether there is too much steel, or whatever the cause of the trouble is—undoubtedly there is defective workmanship at that point, although in other respects it is a well made, high grade shoe.

Of course this man—Tom's friend—didn't ask for any rebate—couldn't have been induced to take it; but the fast remains that he had a grievance—and all the more serious because of its genuineness.

This is one of those rare instances in which a friend does the house a good turn by presenting in a friendly way a valid grievance—a grievance based upon and growing out of defective shoemaking. Tom will watch that point in the future—never doubt Tom's watching things!—and one of these fine days Tom will have something to tell that manufacturer that will be more wholesome than pleasant—from the manufacturer's point of view.

Now there is a pretty wide hiatus between the chronic fault-finder and a man like Tom's friend. It is filled with lots and lots of people. These people buy shoes. In the course of time they complain a good bit about one thing or another in the shoes they buy.

In the instance sighted above the manufacturer was at fault. The workmanship was clearly defective. Incidentally it may be remarked that this is a big defect inasmuch as it is not confined to a single pair of shoes, but vitiates his entire line. Occasional defects in the workmanship of a pair of shoes are liable to occur anywhere. A lining will now and then get folded up so as to persecute the foot; the stitching may run a little too close, and cut out in the course of a few weeks' wear; a back stay may rip; or the cutter may get the stretch wrong once in a while, thus causing a shoe to lose its shape prematurely. All these things and many more are apt to happen once in a while, for shoemakers, like all the rest of us, make mistakes. Where shoe troubles are clearly traceable to defective shoemaking the complaint is valid, and any fair-minded dealer will cheerfully recognize them as such.

But the majority of complaints can not be traced as far as the shoemaker; most of them are due to misfits. If there is too much foot for the shoe something is apt to happen that wasn't contemplated by the shoemaker. If the shoe doesn't fit—if it's too short, or too wide, or too narrow, it isn't the shoe's fault. When the foot causes a shoe to bulge out at a certain point, thus putting abnormal pressure upon that point, it ought not to be wondered at if the shoe gives way at that place. When it comes to locating the responsibility for a misfit the onus of it will doubtless fall upon the dealer, and yet the customer is not altogether exempt, for he ought to know whether or not the shoe fits. And finally the Cosmic Process comes in for its share of blame in misfit troubles, for the Cosmic Process has encumbered some

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.

Don't Buy Any More Shoes

that must stand the hard wear of every day use
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They wear like the everlasting hills. Trial is proof.
Send for a case today. Samples if you prefer them.
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the line. The profits all belong to you if you are
prompt enough.

Our Name on Every Pair

HEROLD-BERTSCH SHOE CO.
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We have
them in High
Tops Kangaroo
Stock ½
D. S. or Double
Sole 8, 10
or 12 in. high.



Walrus Waterproof Shoes treated with Walrus Oil.
One 2 oz. bottle Walrus Oil with each pair shoes 8,
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for sample.

Hirth-Krause Company

Shoe Manufacturers

Grand Rapids, Mich.

of us mortals with feet strange to look upon, thereby laying upon last-makers impossible tasks. If a foot does not conform to any last yet made, neither the shoemaker nor the retailer is to blame. In that case the customer ought to bear the brunt of his own foot troubles, congratulating himself the while that, however ordinary he may be in other respects, at all events he has feet that "are different."

Improper use of shoes is perhaps the most prolific source of shoe dissatisfaction. Good judgment is not always exercised by the purchaser in the selection of his shoes. He may yield—and often does—to the impulse of the moment and take a pair of shoes because of the finish of the leather or the stylefulness of the last, when the shoes are ill-adapted to his needs. Maybe he is a groceryman or a deliveryman, and must in the course of the day do much walking and rough work; yet he picks out, let us say, a pair of demi-glazed shoes. They tickle his fancy and he does not stop to consider that they are too light and unsubstantial for his needs. In a little while that fetching finish is pock-marked with scars and the shape of the shoes gone glimmering. What he needed was a heavier shoe—one with a hefty sole and upper leather of body with a firm surface. Some people who ought to be thinking primarily of protection for their feet allow their aesthetic proclivities to lead them into the domain of style. Naturally there is quite a little difference in the enduring qualities of heavy calfskins and side leathers, on the one hand, and patent colt or light kid skins on the other. When one considers the kind and weight, the texture and finish of the various leathers from which shoes are made it is to be seen there is considerable variety. Each kind has its use and the buyer as a thinking animal ought to interpret his needs in terms of leather. Unfortunately he does not always do this. Hence arise many of the complaints which assail the ears and tax the patience of shoe retailers.

But perhaps the most fruitful of all the sources of shoe troubles is the abuse of shoes. Shoes are more sinned against than any other single item in the catalogue of the things that mortals wear. Men cock their feet up on the fender of a hot-blast heater, or within twelve inches of the blazing grate fire, burn the life out of a piece of leather, and then contend that the shoe collapsed because it was made out of rotten leather. Men work and walk in wet, soggy shoes—and then wonder why the shoes have lost their shape. Men use vaseline or other oily preparations on enameled and patent finishes—and then seem astonished because the shoes are growing dim, constantly losing their original luster. A glazed shoe is literally eaten up by the acid of a liquid polish, and the dealer is blamed.

When one stops to consider that the average price of a pair of shoes to-day is not very large, and that the people who make them must necessarily make a great many of them daily in order to profit by the business, some degree of allowance will

be made for occasional faults in construction. Material is high, and the cutter must cut close. Sometimes—especially in colt skins—the pattern gets into leather with not quite enough body for the strain that is to come upon it. Occasional defects in shoemaking will occur, and sometimes pass without detection through every department, and so out to the trade. Sometimes there is an inherent weakness in the leather which couldn't be discovered until the shoes had seen actual service. But all these things taken together account for only a very small percentage of shoe troubles. They grow chiefly out of two causes which ought not to exist, namely, misfits and abuse of shoes that do fit.

Inasmuch as the dealer stands between the people who make shoes and those who wear them, it is up to the dealer to busy himself with the removal of these causes. He ought to know—and he can generally find out by observation or a little tactful enquiry—the kind of shoes best suited to the actual needs of his customer. He ought to interest himself thoroughly in giving his customer the very best fit possible. And then, just by way of good measure, he ought to hand out a little information of an educative character concerning shoes and leather—how to care for them in order to make them wear well and look right.—Cid McKay in Boot and Shoe Recorder.

Trial by Telephone.

Trial by telephone is the latest from Wisconsin. At Tarrant a justice of the peace entertained a charge against a rural resident, who failed to appear for a hearing. Straightway the court called up the alleged offender on the 'phone:

"Hello, John," said the court, "I wish you would come down to-day."

"What for?"

"The town marshal has sworn out a warrant against you for assaulting him on election day. I want to try you."

"Can't do it, judge. I'm too busy."

"I'll have to send a constable after you."

"But I am busy husking corn and buildin' a fence around my east forty. Why don't you try me now?"

"All right. Are you guilty?"

"Yep."

"Five dollars."

"All right, judge. I will send it down by the rural mail carrier. Goodby."

There are a million ways of spelling love and none of them confined to letters.

Crockery and Canvassing Premiums and Society Saleswomen.

After James L. Lutherby had finished the order sheet, had vainly offered sample after sample without success, he began to take notice of the gleam in Mr. Laster's eye which always means that he is really and truly done ordering, that he doesn't need anything more, or thinks he does not, which amounts to the same thing. When that gleam comes the wise salesman quits off short, begins to be jolly, offers cigars all around and folds the cotton flannel around the bait.

When everything was packed up and Jim had telephoned to the transfer man to come and get the trunks, he sat down by the fire hole in the floor (we heat by hot air furnace), and began to be gay and lightsome.

"I heard a story yesterday on old man Pelter who runs the store over at Mendon City," he said, and then he told the one about the traveling salesman who liked the old man Pelter for calling him a liar, to the great delight of every traveling salesman on the road, and the equal delight of everybody most in Mendon City, which all of you have heard, of course.

We listened to it patiently, for it is always the best way, and encourages the story teller to keep on and there is always a chance that there may be a new one bye and bye. It's a great thing to be a good listener, not that I mean to be selfish about contributing to general entertainment, but the man who can't enjoy your story because he finds it so hard to wait until you get through with yours so that he can tell his is usually more or less of a nuisance.

But by and bye we got our reward. It wasn't a story at all, but an idea that is really worth while, and before another week rolls round we're going to have it working full blast.

A dealer down at that same Mendon City got it up, it seems, or at least that was the first time that Jim saw it worked. There was a church there greatly in need of funds which had a up an' whoopin' Ladies' Auxiliary or First Aid Society, or something like that, all the time working on schemes which would bring money to the church. As it happened it was the church that the dealer attended, and as it also chanced no other shoe dealer attended the same church.

SELL

Mayer Shoes

And Watch

Your Business Grow

"Red Seal Shoes"

"Red Seal" is the seal of shoe quality for women. All leathers. Twelve styles.

Blucher cut, lace or button, for house or street wear. Retail for \$2 50 and \$3 00.

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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.

Well, the dealer went to the high ones in the society and said that he had a scheme which would be great to help the church fund and would not be a hold up as so many of the church-money-raising schemes surely are. He explained to the society—a committee of the ladies, not the whole society—that he was introducing a new brand of shoes and to do it quickly he was going to make an offer which would net the society a good thing, be genteel work for the members, and would not only be a good thing but a steady thing, and give the parties touched the worth of their money instead of the usual church hold up.

The long and short of it was that he fitted out a number of the ladies with sample shoes of his new line and started them out taking orders from samples. The line he offered was one which gave a clean dollar profit on every pair, so he offered the church a commission of 25 cents on every pair delivered and paid for.

The girls didn't take very kindly to the proposition at first, but the three samples they had each to carry were so pretty and neat and it seemed so business-like that they divided the little city into districts and tackled it. The shoes sold like hot cakes. Ten girls divided the village up and started out and worked at odd times for a week. A canvasser would call at a home, say that she was working for the church fund, but doing it in a legitimate way and introduce the splendid new Lady Rossmore shoe at a special introduction price of \$3, on which the church was to obtain a liberal commission. I suppose each girl told a different story, but there was scarcely a house of any pretensions that at least one order was not secured, and in some places two or three. The girl would find out the size and width from the old shoes, but would take elaborate measurements just the same, and then at the end of three days she would take the sizes and styles out of stock and go around and deliver. Sometimes there were misfits, but in most cases these could be corrected, and generally the fit was satisfactory the first time around.

A shoe tried on amid the surroundings of home, and with no other shoes near to distract the attention is much more likely to suit than at the store, and so, with the shoes of the quality which they were, things went swimmingly.

Jim told us that out of that scheme the store sold 400 pairs of shoes and the church society netted over \$100. Where it was possible and welcome the dealer gave each of the girls a pair of shoes for herself, although some of the girls were so well-to-do that this was out of the question.

The best thing about the scheme was, Jim told us, that some of the church girls who went into the scheme to help the church fund out were such successes as saleswomen that the dealer was able to make permanent arrangements with them to canvass for his goods, not only in his own city, but to cover four or five neighboring villages as well. Jim states that three of the girls have worked up businesses that give them

fine incomes, and, of course, every dollar that they earn means a good bit of increased business to the dealer. Of course, you can't always rely thoroughly and implicitly on every tiny detail that Jim gives you of a good story, particularly if he has a chance to elaborate and enlarge on somebody else's scheme, but I don't see what would prevent the thing turning out just as he states.

We are going to try it right here in Lasterville, anyway, for we have got some awfully enthusiastic church societies, and we are just getting ready to make a run on a shoe that is being made especially for us under the name of Lady Dresden Shoe. The name doesn't mean anything much, only it sounds good, and as long as we are going to try to work up a special trade and follow up the suggestion of going to other towns through canvassers, it occurred to us to have our own brand.

We are going to put \$2.20 net into the Lady Dresden, and have \$3.50 stamped on the sole and sell it for any price we like. The agents will shade it to \$3.25 or even to \$3 if they have to, but I prefer the standard price.

Mind you, we haven't done any of this yet, only getting ready to follow up Jim's story of what the Mendon City man did and improve on it. We tried something similar awhile ago—quite a number of years ago—sending clerks out in dull seasons, but I think that this is an improvement. One trouble in breaking in girl agents has been that one can not afford to start them in with a salary and they get discouraged quickly on plain commission, but by this scheme they will get their nerve and experience and something of an idea what they can do, while they are working for the church and then when they get out with our goods they will have confidence in their ability to earn and have had the experience.

Mr. Laster is very enthusiastic over the scheme and believes that we are going to be able to do great things with it. During the preliminary stage, of course, we shall give the girls samples of the special shoe, but later on the old man thinks that it would not be a bad idea to let the girls carry a specialty in men's, misses' and boys' shoes as well, but not the first time round.—Ike N. Fitem in Boot and Shoe Recorder.

She Knew It Well.

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

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

"A beautiful lady," came the prompt reply.

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

"His mother," shouted the delighted class.

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

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

"I know. She put him into pants!"



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.



More Good Shoes Sold Than Ever Before

Going over your shoe purchases for the past year you are at once struck with the fact that the lines you made the most profit on and the stock you turned the oftenest were not by any means the cheapest and lowest priced footwear.

On the contrary they were the better grade of good fitting and extra durable goods—just the kind we manufacture.

Each item in our line, from a child's to a logger's shoe, has quality written all over it. From top to sole they satisfy particular wearers in every detail.

They are the shoes that will get and hold for you the best trade in your locality.

RINDGE, KALMBACH, LOGIE & CO., LTD.
Grand Rapids, Mich.

CHRISTMAS SHOPPING.

Phases of Clerking Peculiar To the Season.

There's a girl I know who has plenty of money in her own right, yet who is a very thrifty shopper notwithstanding. Said she to me:

"Do you know, I just long, sometimes, to get behind the counter and show some of these no-nothing clerks how the public like to be waited on! It would be very different, I assure you, from some of the treatment that I myself am subjected to. I've often and often heard people complain that if they go into a store all dressed up the clerks are all 'nip and tuck' to serve them, but that if they are out in their old clothes, why, those very same clerks hardly see them, or, if they do, the waiting on is of the most perfunctory sort.

"I was in several stores yesterday to get presents for some girl friends of mine. I am making some of my gifts this year, instead of buying them all, and needed a bit of silk to finish out one of them. If I made the gifts thus and so I would need plain silk. But I wanted to use white with small flowers or bright colored dots in it. I preferred the latter.

"The first place I went into I saw all sorts of silks lying folded on the counter. There was one piece of white with small indistinct—sort of blurred—roses in it. That came the nearest to what I had set out to get of anything I saw.

"I described to the young man clerk what I wanted.

"Haven't it," he said shortly.

"Nothing whatever that would do?" I asked, purposely putting a note of anxiety in my voice.

"Nothing whatever," he answered sweepingly. Then he added, "You see all we have," and he waved his hand toward the silks on the counter.

"He didn't even try to look on the shelves behind him, acting as if the goods on the counter comprised the store's entire stock of the product of the silkworm.

"How about this?" I questioned, indicating the little Dresden pattern at my elbow.

"That? Well, that's all I have that's anywhere near what you're looking for," he answered, his face flushing at the fib I had caught him in, and because his unwillingness to show goods was unmasked.

"But that's a dollar and a half a yard," the fellow observed, gratingly.

This information was the first thing about which he had shown the slightest generosity, but, in as much as I hadn't said a word in regard to prices, I could explain the offered remark in but one way, because he glanced at my coat and hat at the moment he made it, which were not at all stylish, as the day was sloppy under foot and misty overhead—I never wear good things out on such a day.

"Thought I: 'Sir, your whole attitude in this silk transaction is but due to my old rainy-day attire, and I guess I wouldn't care to trade with you even if you had the design I want.'

"I didn't speak my thoughts, however. Merely stating that I 'would look further, thank you,' I turned on my heel and left that particular clerk forever.

"The next silk counter I struck I met with different—but still indifferent—behavior. There happened to be but one patron at the silk counter, as it was but shortly after 8 o'clock. There was but one clerk behind the counter, and he proved to be of the can't-wait-on-more-than-one-customer-at-a-time variety. The latter was planked squarely in front of him, in a sort of spread-eagle fashion. Bolts of opened-up Henrietta cloth were piled so high in front of her that she had to reach up to get something to lean her elbows on. The clerk was trying to sell her a nondescript shade of sage green. I took observation of the young woman's muddy complexion and wondered if she was going to be so suicidal to her appearance as to commit the indiscretion of combining the two. Evidently she hadn't considered the matter in that light.

"I'm afraid these greens' (there were several shades under her hand, but all were homely), 'I'm afraid these shades are too dark for evening,' the girl hesitated.

"Oh, no," stated the clerk. 'I sold a lady off from one of these same pieces just the other day for an evening dress.'

"Wouldn't pale pink or blue be better?" asked the girl, with a supercilious glance out of the corner of her eye at poor me standing first on one foot, then on t'other, trying to wait patiently for the clerk to acknowledge my existence, also.

"Yes," was the answer, 'pink and blue are always good taste for evening gowns.'

"And then he took down from the shelf as dauby a shade of Alice blue as the sage green was of green, and which would be even more trying to the girl's dull skin than jealousy's own color.

"Let me see something lighter," came next.

"Then were pulled down four or five shades of pale blue.

"Then the girl wanted to see what pinks the clerk had.

"Seven or eight pieces of pink were opened up, several of which had never been undone since they left the manufacturer's warehouse.

"Won't you please give me samples of this-and-this-and-this-and-this, and I'll think it over?" the girl requested.

"The clerk's face fell.

"While he was snipping off the samples it seemed to dawn on him that I, too, was there and he asked, in an aggrieved tone, if there was anything I wanted.

"I felt like replying:

"Only to have you have eyes big enough to see that there are other people in the store besides the sample fiend who has kept me waiting here for fifteen minutes!"

"But I am not in the habit of spitting out remarks like that, so I forebore, and simply stated my errand.

"The fellow was 'all out of small-figured white silk.'

"I couldn't be sorry for this, nor feel any pity for the condition of his 'evening shades' of Henriettas. Indeed, I should have liked no better amusement, just then, than to sit on a stool—or even stand by—and see the black scowls on his physiognomy as he should fold up the several dozen bolts.

"I left the store.

"At the next one I met with such an agreeable reception at the hands of the lady clerk that I could have fallen on my knees and kissed the hem of her garment!

"She was engaged, when I went to her department, with a frumpy looking young woman who was buying five yards of black and white broken plaid for \$5, evidently a waist pattern for an ample old lady.

"While still talking to her customer, she found time to flash me a smile, with both lips and eyes, and to greet me pleasantly by name. As it was some length of time since she had waited on me last—perhaps a year or more—I was both surprised and gratified to see she had not yet forgotten my personality, and still I never had been anything but a casual customer.

"While she was carefully doing up the plaid waist she interspersed the process with asking 'what she might show me in her stock.'

"I told her what I was hunting for. 'I'll show you in just a moment,' she said, hurriedly.

"She was as quick as lightning in disposing of my predecessor, but still she got in a cheery 'Thank you, come again, won't you?'

"Here I was able to get exactly what I had wasted good time in two preceding stores to find, and my package was done up with the same celerity displayed with the one before me. And all was so politely done that the memory of that nice clerk will so linger in my mind that I shall seek her first, after this, every time that I have occasion to purchase anything in her line."

Dorothy Brown.

Reasons Why Oversensitiveness Is a Curse To Mankind.

When one regrets that many people are so sensitive, and suggests that they ought to carry a braver front, he must not be understood as passing indirect praise upon callousness. Callousness may save some people from suffering; it also incapacitates them for sympathy; it may enable them to hold their own in the world which is seen, it will make them inaccessible to the world which is not seen. "Shun a song or a sorrow or a joy," says a character in a recent novel, "and you are clipped, maimed, blinded." If they do not quiver when a rough hand grips them they are unconscious when spirits touch them from the heavenly places. We are not apt to respect people who feel nothing, not even insolence, who resent nothing, not even an attack upon their honor, who are indignant with nothing, not even the sight of cruelty. Such people are really too enduring, too indifferent, too self-restrained. There are times when, if one be not sensitive, he has failed in the quality of manhood. The true man should be

willing to have his doctrine, or his politics, or his faults, or his manners criticised, and if people should laugh at his foibles he were wiser to laugh with them. He is a coward and a weakling who can not bear that the wind of heaven should blow upon him. It is another matter when the attack is made not on a man's views but on his character. If one should hint, or even boldly say, that I am as ignorant as a child of the fiscal question, then I must possess my soul with patience. It is no reason for cutting his name out of my will or even my visiting list. But if he should charge me with being a liar, then I do well to be angry. Indeed, if I am not angry then, and will take such a blow as that on the face with composure, the chances are I am something like what he says.

Nor in gently chiding sensitiveness is one apologizing for rudeness. If it be foolish for some people to be so easily offended they are not without excuse who gave the offense. Granted that our neighbor may have a tender skin, then let us handle him carefully, remembering that one ought to have a different touch for a bird from what we have for a tortoise. We can not err in being too careful about other people's feelings, lest we should touch them on the raw, or add to their pain of life. Too much toleration is shown to the kind of person who is not ashamed to tell you he has a bad temper, that he occasionally gives his family a round of the guns, or the person who prides himself upon speaking his mind, saying just what he thinks. We call this man straightforward, and downright, and impulsive, and warm hearted, an honest fellow whose words and manners must not be too keenly censured. What we ought to call him is insolent and ill tempered. There is no reason why he should be accepted and endured. He frequently is the tyrant in a home of trembling women and a terror in a circle of subservient men.

As such men are usually cowards at heart, this insurrection would bring the despot to his senses. But do not let us blame a foolish old man too hotly; are not we all too thoughtless of our neighbor's feelings and too brusque in our manners. We are too apt to elbow our way through life without considering whom we have shoved, we are too apt to speak out what occurs to us without considering whom it may strike. We ought not to be so busy that we can not shake hands, nor so occupied with our own affairs that we can not ask how it goes with our neighbor.

Oversensitiveness is a comprehensive complaint, and the cause with some people is fineness of nature. One expects an artist to be more susceptible than a plowman, and the artistic temperament is painfully tender. Indeed it is not a question of thinness of skin, there is no scarf skin at all, so that you are bound to hurt unless you be forever anointing with oil. You may compliment, but you may not complain, you may praise, but you may not criticise. It was not really the reviewers who

killed the poet Keats, for he died of phthisis, but an article embittered and hastened his death, and Tennyson himself did not appreciate candid treatment, and shrunk from the public like a timid animal.

A different cause for oversensitiveness is uncertainty of social position. People who have risen in the world, which is creditable, are apt to be too much concerned about their standing. They seem to feel themselves on a narrow ledge, and are afraid that some one should jostle them. They watch their neighbors and nervously note how people address them, where they are invited, who calls upon them, what place they have at a dinner table, and such like trivialities. When an old man who has made a large fortune by industry and integrity, who holds the Christian creed and goes to church regularly, whines by the hour because people on his new plateau have taken no notice of him, one has another illustration of the littleness of humanity. Working people are most jealous about their dignity, and are constantly in the condition of being "hurt." You may not call a working mother a woman, you must be careful to call her a lady, almost as careful as you are not to call her better off sister a lady, but to speak of her as a woman. If you are wise in alluding to a working man you will not forget Mr. or to say gentleman.

Apart from the delicacy of a woman's nature the chief cause of oversensitiveness, if you go to the root of it, is really vanity. There is too much Ego in our Cosmos, as Kipling would say. Our self-consciousness is too acute, and it is too acute because it is swollen and inflamed. People think more of a social neglect than of their sins and are more troubled by the unreal than by the real trials of life. Those who are not thinking about themselves never notice that they are neglected, and those who are busy helping other people have not time to discover their own injuries. If we read great books we would live in great company and would be indifferent to the treatment we receive at the hands of little folk; if we gave ourselves to great works we should no more feel the trifling injustices of society than a soldier the sting of a gnat when he is charging the enemy. And if we trained ourselves to think well of our fellow men it would never come into our minds that they were not thinking well of us. What concerns us most in life is not what men are thinking of us, but how we are carrying ourselves; not what men do to us, but what we do to them. And one is tempted to conclude with an admirable reflection of Bacon. "Those of true inward nobility of character are ashamed of nothing but base conduct, and are not ready to take offense at supposed affronts, because they keep clear of whatsoever deserves contempt, and consider what is undeserved is beneath their notice." Ian Maclaren.

To make a child profess a man's religion is to put him to school to hypocrisy.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Powder	Shot	Size	Per
120	4	1 1/4	10	\$2 90
128	4	1 1/4	9	2 90
128	4	1 1/4	8	2 90
128	4	1 1/4	6	2 90
154	4 1/2	1 1/4	4	2 95
200	3	1	10	3 00
208	3	1	8	2 50
236	3 1/4	1 1/4	6	2 65
265	3 1/4	1 1/4	5	2 70
264	3 1/4	1 1/4	4	2 70
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	7 c.	5-16 in.	3/4 in.	1/2 in.
BB.	8 1/4 c.	7/16 in.	3/4 in.	1/2 in.
BBB.	8 3/4 c.	7/16 in.	3/4 in.	1/2 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
Castors, Bed and Plate	50&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27	10 80
"B" Wood's pat. plan'd. No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	50
2 advance	50
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade.	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade.	1 50
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
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	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each.	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

5 lbs. in package, per lb.	3
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	80
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

	Per gross
Pints	5 25
Quarts	70
1/2 gallon	5 50
1 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	2 00
No. 1, Crimp top	2 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	2 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 20

Rochester in Cartons

No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 94

OIL CANS

1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacetas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.	28
No. 1 1/2 in. wide, per gross or roll.	38
No. 2 1 in. wide, per gross or roll.	60
No. 3 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	70

SHOW WINDOWS.

Why Good Use Should Be Made of Them.

The properly used show window is the best advertising medium within the reach of the retail merchant, and yet, curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not matter what or how. All this is wrong.

Your department store manager appreciates his window space and makes good use of it. If you do not believe that he considers window space valuable, go to him and try to rent one of those he is using. You will soon get a larger idea of its value. The big store even goes to the length of employing an artist who spends all his time and thought in getting up and executing attractive window displays. And these window displays sell goods enough to make the window dresser and his big salary a good investment. We called these window trimmers artists, and many of them are nothing less, as an inspection will soon show, but it is not enough that a display shall please the eye. It must sell goods or it is not successful. The big store demands that there shall be a sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

In show windows the acme of achievement is to be found in the big stores on Broadway and State street, and there are not lacking those who will whisper that the latter is in the lead. The other extreme is to be found in the window of the little store in a side street where the sole decorations consist of a smoky lamp or a flaring gas jet, and a choice collection of fly-specks. And the latter has just as great a relative value as the former if the merchant did but know it.

The advertising agent of your local opera house knows the value of show windows, for he is willing to exchange seats worth money for the privilege of hanging his lithographs in your window, and I can not conceive of him doing it unless your window has a real value to him—and if to him, why not to you?

The real potential value of a show window lies in the number of people who will pass it within a given space of time. Its value may be computed on the same basis as that used for the computation of the value of any other means of publicity. Magazines charge so much a line per thousand circulation. If you buy space in the pages of a magazine you pay for the privilege of exhibiting your announcement in a place where a given number of people will pass. It is up to you to make good your announce-

ment in such a manner that these people, or a goodly number of them, will stop to see what you have to say. It is just the same with your show window. No matter what your location there will be about so many people pass your window each day, and it is your task to make that window catch and hold their attention to such an extent that some of them will feel a want for what you have to offer.

There is no line of merchandise of which an attractive window display may not be made. As an illustration of the way in which these displays sell goods I might instance my own case—for I am a seasoned bird, and am not easily caught by the advertiser. On my way home I pass three grocery stores. When I am in need of a stated article I stop at the one where I habitually trade—for all of us have our preferences. The store where I trade ordinarily has attractive windows, but nothing which deserves special mention. There is another of the stores, however, which always makes special display in its windows, no matter what the season. It is much further from my home than the one where I usually trade, and as a consequence I have farther to carry any purchase I may make there—and yet I very frequently stop there, and buy something just because the window display makes me think I want what is there shown. The purchase is almost always an extra—something which I had no idea I wanted until the display reminded me of my need, or created the need, which is better still. In other words, the window sold the goods.

There are any number of people walking the streets of your town whose money burns in their pockets fairly yearning to be spent. Show them something to spend it on, and make them think they want it, and the trick is done. These are the people to whom your window should sell goods.

A glaring case of the wanton waste of a show window came to my notice a few days since in my own city. A very prominent building was torn down to make room for a larger and more modern structure. The location was on a corner easily one of the most prominent in the city, which was one of some 400,000 inhabitants. Thousands of people passed the place every hour. The daily papers had given a vast amount of publicity to the fact that the building was to come down, and to the fact that all the merchants doing business therein would be compelled to move. The fact that some of them—mentioned by name—would sell off their stocks and retire was also commented upon. One of the retiring merchants was a dealer in men's furnishings, and having a big stock he made very material reductions in his prices to effect a quick sale. His windows were a magnificent means for effecting his purpose, and yet he deliberately threw away the chance.

This man actually covered his windows with a large canvas monstrosity of a sign done in black and red, announcing the fact that he was closing out—a fact that everybody knew. So deserted and bare did the thing

make the store appear that he had to put signs on the door announcing that the place was still open for business, for many people glanced at the place and took it for granted that the place was already closed. By a proper use of his windows this merchant could have sold three stocks the size of the one he had, yet he wasted the chance through his lack of appreciation of the show window as a sales maker.

Of course the average retail merchant can not afford to pay a big

salary to an exclusive window trimmer, but the chances are that there is someone within reach who can do many times better than he is now doing with the means at his command. It may be his clerk or porter.

**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.**

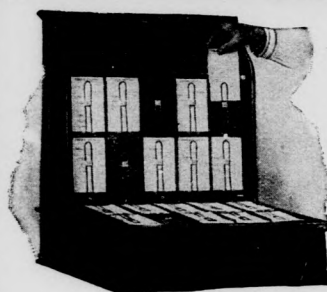
Butter

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

American Farm Products Co.

Owosso, Mich.

E. F. DUDLEY, Manager



Regarding Your Accounts

Do YOU have any TROUBLE with THEM?
Do YOU receive prompt PAYMENTS?
Can YOU handle credit sales as QUICK as CASH sales?

There is Only One McCaskey Account Register and System

It handles your ACCOUNTS with ACCURACY, SPEED
and CONVENIENCE.

The information is FREE for asking.

**The McCaskey Register Co.
Alliance, Ohio**

Mfrs. of the Celebrated Multiplex Duplicating Carbon Back Counter
Pads; also End Carbon, Side Carbon and Folded Pads.

J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids
Agencies in all Principal Cities

It may be his wife or daughter. The proper thing to do is to experiment until he finds the right one, and then let that one do his best. Window trimming is an art, but, like most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appeal to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.

It is at night, when the outside world is dark, that your window will look the most attractive. Hence, the best time for window display is in the fall and winter when the evenings are longest. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy. The handsomest and most effective window the writer has ever seen in a long time was at the same time the simplest. At the season of beautiful window displays, Christmas, this one was easily the best. It was in the window of a shoe store. The back and sides of the window were finished in plain wood of a dark shade, and in the window were three pedestals about fourteen inches high. Over these pedestals were draped three skins, one white, one red and one blue. On the top of each was a single slipper, matching in color the skin under it. In the center of the window, on a white mat, was placed a single shoe, one of a new pattern.

There is one more point. Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired of seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will catch the fancy of the regular gazer, and sell him, or her, something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway as the combination of the article and the price together sometimes makes an irresistible combination to the vagrant fancy of the window gazer.

One word more and I am done. Wash your windows. Is this an unnecessary suggestion? Not so much so as it might be, as you will see if

you will take a walk along any street you like, for I warrant that you will find at least half the windows you pass would be all the better for a little attention from the porter. It is a big job to wash windows frequently when other work presses, but do not allow yourself to fall into the habit of letting it go until a more convenient season. Even if you do not do it for the sake of the window display, do it anyway for the sake of the appearance of the store generally. If nothing better is possible cover the floor of your window with clean paper of a light color. It looks much better than stained and blotched boards. A little attention to your windows will pay well for all the time and trouble it will cost you, as you will soon find.—H. L. Hall in Business Man's Magazine.

The Inventory Season Close at Hand.

Soon after the first of the year retailers will begin stock taking, according to precedent. It will be an opportune time to determine the status of the business; it is an individual duty with each retailer to ascertain the exact condition of the stock and thus be able to proceed intelligently into the new season.

Judging from the unusually large holiday trading, from present indications, which will probably exceed all previous records, as well as the real winter weather which has been general in the middle and northern sections of the country, it is reasonable to assume that retail shoe merchants are having better than normal trade. In stock taking careful account should be kept of what has sold and what has not. The "shopkeepers" have been neglected by customers for some reason, either they were not properly pushed or else they did not appeal to customers. At the same time it is not wise to throw out lines entirely for their poor showing in one season; they may have sold well last winter, they may next, but the persistent poor sellers should not be allowed to occupy shelf room, if it is a case of disposing of them yearly at the bargain sales.

Inventories should not be allowed to interfere with the regular business. Many dealers attend to this work evenings, but it depends upon the circumstances, and each dealer will take the time according to convenience. It should be considered that there remain two good months of winter between January 1 and March, and there should be no great haste in offering the remainder of the stock at too low prices, merely for the sake of closing the shelves.

The holiday trade invariably produces a certain chaos which should be recovered from as soon as possible. A general house-cleaning will be in order, in the progress of which many points can be gathered which should help in framing judgment for the future buying and selling of goods.

We know of a dealer who a year ago instructed all of his clerks to make note of everything which was called for that he could not supply. He kept careful tabs on the number of calls for various articles, special footwear, novelties, findings, etc. This

year he was able to use that record to excellent advantage, and while he did not include all of the enquired for articles, he placed enough in stock to add materially to this season's business.

The inventory will amount to little if, after taking, the dealer is unable to make an accurate statement regarding his financial standing and

the condition of the stock on hand.—Shoe Retailer.

When a girl begins to boss a fellow it's a pretty sure sign that she has made up her mind.

It is what a fellow doesn't know about a girl that causes him to fall in love with her.

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 CLASS
FOOTE & JENKS' EXTRACTS

What You SAVE Makes you Rich

Are you looking for a safe place
to keep your savings, where they
will draw a good rate of inter-
est, compounded semi-annually?

The Old National Bank

No. 1 Canal Street

furnishes just such a place. Blue savings books issued.
\$1.00 starts an account.



Established 1872

Buy the Best



Jennings' Flavoring 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 Flavoring Extract Co.

19 and 21 South Ottawa St.

Grand Rapids



Michigan Knights of the Grip.
President, H. C. Klocksiem, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No 131, U. C. T.
Senior Counselor, W. D. Simmons;
Secretary and Treasurer, O. F. Jackson.

Each Department Must Manifest Good Salesmanship.

The taking of orders is only one of the manifestations of salesmanship. Even before it has become a question of actually selling goods—when it is a question of designing them and organizing all the details of their manufacture—it is important that every man concerned in the work shall understand something of selling principles, and apply them.

The quality of salesmanship is a prerequisite in every department of a business long before the article to be sold is ready for the market.

Everyone in business knows that there are four successive steps to be taken in consummating sales: First, the public must be made to pay attention to the article which is to be marketed; second, the public's interest must be aroused; third, this interest must be strengthened into a desire for possession, and fourth, desire must be made to take the form of resolve. Now, a great many business organizations leave it entirely to their salesmen to attract the public's attention, stimulate the public's interest, create a desire on the part of the public to have or handle the commodity they make, and to guide the transaction past the fourth stage to a completed sale.

So long as the men who are actually engaged in taking orders know how to apply the principles of salesmanship it is too often considered unnecessary for others in the organization to know and to apply them.

Even the advertising of such a firm, provided the firm does advertise, is conducted along independent lines, with little regard as to whether or not it is the kind of advertising that will attract attention, arouse interest, create desire and lead to a resolve. The man who pays the advertising bills probably hopes that his advertising is accomplishing these things, but he often founds this hope upon the size of his bills for advertising, the number of mediums used and the extent of their circulation, rather than upon a confident knowledge that an application of selling principles in his advertising makes it practically irresistible.

The salesman who makes the greatest number of calls each day does not always sell the greatest amount of goods. Neither does the costliest advertisement or the one which covers most space or circulates the most widely always draw the biggest quota of returns. On the salesman's part and on the advertisement writer's it is method and not

mere effort that gets the desired result. If the salesman and the advertisement writer have a unanimous understanding of the method—so that they play into each other's hands, as it were, instead of working at cross-purposes—big results can be looked for.

It is plainly necessary that the advertising department of a business should be conducted in a way that manifests good salesmanship, quite as much as the department devoted to the actual getting of orders. That is, the man who frames up the advertisements should know, as well as the salesman, the different kinds of people to whom he must appeal and the best ways of adapting his arguments to each; he must know the style of thing that is best calculated to attract attention and hold it while he drives home the reasons that must arouse interest, create desire and lead to resolve.

In almost all departments of any business—from the very inception of the enterprise to the point where it has firmly established itself and where increasing trade is assured—there is a need of men who understand selling principles and apply them to their work, even although they are not actually engaged in taking orders or are not even connected with the advertising department. All departments should be united by a unanimous purpose—obtaining more orders and bigger ones. In some degree each man in his separate capacity can show himself essentially a salesman by doing his work in such a manner as to help the achievement of this purpose.

If he is designing patterns he should not only be ambitious to make his work perfect from a mechanical standpoint, or to realize in it some ideal of his own, but he should have first in his thoughts the question of merchantableness. So far as he is permitted to exercise any initiative at all, he should perform his work along original lines, dictated by his own sense of what will most quickly attract buyers, interest them and therefore prove most readily salable. Personally he may never come in contact with a customer. He may never have occasion to try to convince him in the same manner as the salesman or the advertisement writer would do; but nevertheless he manifests an equal degree of salesmanship if the pattern of his designing shows that he has worked with the four progressive steps of a sale in mind; if the difference between it and similar patterns is one which tends to make the product more salable rather than merely more economical, or artistic, or of greater utility, as the case may be.

One of the most important manifestations of salesmanship is in the selection of the name by which an article is going to be introduced to the customer.

A name that does not mean anything—a name that does not convey any impression as to the nature of the article, the effects of its use, or the grounds on which it is claimed to be worth the price—is easily forgotten as a rule. Perhaps, of all the commodities on the market, cigars are

the most unfortunate in the names that are selected for them. There are exceptions, of course, but it is customary to doom a new brand of cigars to oblivion by giving them a name which is as hard to pronounce as it is to remember. The average man can see this name in big type in the newspapers every day of his life and can read it on the bill-boards as he passes to and from his work without being the least impressed by it, even to the extent of remembering that he has seen that name before. It is a mere meaningless jumble of consonants and vowels, which eludes the memory before any interest in the article which it represents can be excited.

"Quaker Oats," "Mother's Bread," "Wiggle Stick," "Apitezo," "Gold Medal Flour," "Danderine"—offer a few examples of names which, either by their own significance or by an association of ideas (as in the case of Gold Medal Flour), at once give identity of the products they represent, serving to make them remembered.

When the name of the manufacturer is conferred on the product there is usually a shrewd motive. The Eastman Kodak and the Stetson Hat are good examples of the advertising values which accrue from the use of the manufacturer's name as a criterion.

Another manifestation of salesmanship, outside of the actual selling field, is in the devising of an appropriate trade mark or label. A trade mark that means something besides the fact that your purchase has actually come from a certain manufacturer and not from one of the imitators of his product, has a special value. In effect it is a salesman persuading you to make similar purchases from the same firm in the future. An estimate of the relative values of different trade marks you can easily make for yourself by trying to call to mind those with which you are familiar and comparing them. You will perhaps remember having purchased a certain line of goods for years. You know that each purchase bore the company's trade mark, beyond a doubt. It has passed through your fingers and before your eyes one hundred times, but you can not recall any impression that it has made upon you. On the other hand, some other line which you are not so accustomed to using may seem fully as familiar on account of the distinct impression its trade mark made upon your mind.

The choice of a label means as much in its way as the choice of a style of advertisement. A great purveyor in Chicago congratulates himself on having secured a label which he claims has an irresistible effect in making the customer want to buy. He sells more goods than many of his competitors, although it is not apparent that the salesmen he employs are any more proficient than his competitors' salesmen, or that his wares are much superior.

Even in the clerical department of the home office better work is accomplished if each man feels that his work is not an end in itself, but only a means to the common end for

which all departments are laboring—more sales.

A smooth routine and avoidance of errors in the billing and shipping departments can be considered in a measure a manifestation of good salesmanship, since the less friction there is in the conduct of any firm's business the easier it will presumably be for that firm to get more business and larger quantities from the same source.

A sales manager manifests his proficiency in salesmanship by partitioning his territory wisely and governing his affairs with the economy that secures the biggest quota of results for the least expenditure of time, money and effort. Every officer of the company, every member of the board of directors, can help the cause by conforming his own part of the work (however remote it may be from the actual business of taking orders) with the prime principles in selling. His advice, his vote, or any other service which he may render should be, in its peculiar way, a manifestation of salesmanship and contribute to the success of the campaign.—Frank E. Long in Salesmanship.

Recent Trade Changes in the Hoosier State.

Cicero—The Day Bros. Co. has closed its general store and removed to Muncie, where the same line of trade will be pursued. The store formerly occupied by them here will be re-opened by other parties as a grocery.

Marion—Briston & Hale have sold their grocery stock to Westfield & Son.

Grabill—A new general store will soon be in operation at this place under the style of the Fair Store, which will be conducted by Aaron Souder, manager, and Noah A. Gerig, assistant manager. The building is 50x60 feet in dimensions, a space 20 feet square being occupied by the new State Bank. This leaves the full length of the store on one side with a frontage of 30 feet for the store people, with a room 20x40 in the rear of the bank. Both gentlemen were formerly identified with C. G. Egly & Co. and are, therefore, familiar with the business. The goods are now being placed and the new firm will soon be ready for business.

Grabill—The general merchandise business formerly conducted by C. G. Egly & Co. will be continued in the future under the style of the People's Store.

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

Gripsack Brigade.

John M. Shields (Lemon & Wheeler Company) now figures as a Potato King, with headquarters at Westwood, according to an announcement recently sent out from Petoskey.

J. Milton Drummond has been engaged to cover the territory formerly visited by David Drummond, who has been promoted to the position of sales manager of the Brown & Sehler Co. Dave will divide his time hereafter between the house and the road, spreading himself over as much ground as possible with a view to increasing the efficiency and augmenting the sales of the other salesmen of the house.

John W. Schram, former Secretary of Cadillac Council No. 143, U. C. T. (Detroit), leaves to-day for Honduras to inspect the plantations of the Colorado Honduras Banana Plantation Co., of which he is a stockholder. The plantation, embracing several thousand acres, lies on the Colorado River, thirty-five miles from the seacoast. It is possible that Eastern capitalists will be induced to build a railroad to the seaboard, in which case the property will become immensely valuable. Several Michigan traveling men are interested in the venture.

Cadillac Council (Detroit) gave one of its famous ladies' nights last Saturday. Herbert King, the lumber salesman, jumped all the way from Pittsburg for it. Some of the travelers who were invited to the big smoker December 29 also dropped in by mistake, and were made welcome. More than 100 gentlemen and ladies were present. The smoker in the Knights of Columbus hall next Saturday night promises to be one of the biggest things of the kind ever held. Chairman Baier, of the Entertainment Committee, has a good line of stuff slated. P. T. Walsh will do the talking. All salesmen, Council members or not, are welcome.

H. Emory Pease, who has been in charge of the selling force of the Grand Rapids Brass Co. for a number of years past, has resigned to engage in business in Chicago. The duties which Mr. Pease has performed will hereafter fall to the lot of Perry C. Peckham and E. L. Knapp jointly. Mr. Peckham has been with the Grand Rapids Brass Co. for the past fourteen years and has practically grown up in the service of the company. He is perfectly familiar with the goods manufactured, is a young married man, industrious and of good address, and has already made a favorable impression in the trade. He will have charge of the sales department and will attend to the wants of the local trade and of the furniture manufacturers in territory near to this city. Mr. Knapp has also been with the company for a number of years and has covered some part of the territory during the past year in a very satisfactory manner.

Few men on the road to-day have a more extensive acquaintance or a more thorough knowledge of their line, root and branch, than has "Will" Parker, or, as his card reads, William H. Parker, of Detroit. For four-

teen years Mr. Parker has been selling crockery, and there are very few buyers in this line who do not know him. What he doesn't know about the crockery business is hardly worth knowing, and his friends say that his knowledge of how to act the good fellow's part is just as extensive. Mr. Parker is now representing a New York firm, Wood & Yeakel, but he makes his home in Detroit, and is one of her most loyal citizens. "Detroit is the finest place in the world to live," said Mr. Parker, when he arrived home to spend the holidays a few days ago. "I have been living here five years, and it looks better to me every time I get back. New York is all right for business, but when it comes to making a home, give me the City of the Straits every time. Wood & Yeakel handle the goods made by Wood & Sons, of Burslem, England, one of the leading crockery concerns of the world. In spite of the 60 per cent. duty, Wood & Sons' goods find a large market in America among discriminating buyers. From Pittsburg to Denver and from the Great Lakes to the Gulf is Mr. Parker's territory.

Movements of Michigan Gideons.

Detroit, Dec. 24—National Secretary Frank A. Garlick is expected to be in Detroit Jan. 27. He will be at the Y. M. C. A. in the afternoon and at one of the churches in the evening.

S. G. Pierce, representing Gray, Toynton & Fox, was home last week long enough to get his breath, after wearing out many pencils writing orders.

Frank H. Locker is now attending school at Alma.

All the Christian traveling men and their wives in Grand Rapids are invited to be at 94 North East street New Year's eve, Dec. 31, and give Brother and Sister H. E. Freeman something to remember. Some of the boys can taste the supper now. C. F. Louthain was in this city this week, filled with supper anticipations.

The Gideons who will take part in the next State convention will please drop a postal card to the State Secretary at once, as we must get the programme arranged.

London, England, has organized a commercial travelers' Christian Association, with headquarters at 185½ Aldersgate street.

M. C. McBrayne, of Detroit Camp No. 1, has been promoted by the Underwood Type-ster Co. to the position of Atlantic coast manager, with headquarters at New Haven, Conn. Brother McBrayne has done as much for the organization as any in the State and we will miss his constant effort. The Detroit Camp of Gideons presented Brother and Sister McBrayne with gold Gideon charms as a slight token of their love and esteem.

Rev. D. Q. Barry has moved from Davidson to Kalamazoo and has withdrawn from the Gideons.

Frank James, formerly of Greenville, is now pastor of a church at Stanton, where Gideons will always be welcome. Brother James withdraws from the organization.

Aaron B. Gates.

Demand a Flat Two Cent Rate.

Sixty-three Grand Rapids traveling men met at the Morton House Saturday afternoon and effected an organization to secure a flat two cent rate at the hands of the railways of the Lower Peninsula. W. S. Burns was elected chairman and L. M. Mills was designated as Secretary.

The following resolution was unanimously adopted:

To His Excellency the Governor and to the Honorable Senators and Representatives of the State of Michigan: Gentlemen—We, the undersigned, commercial travelers and voters of the State of Michigan, do most earnestly and respectfully petition your honorable bodies to formulate and pass at the coming session of the legislature a law similar to that recently passed in the neighboring state of Ohio, compelling all steam railroads in the lower peninsula of Michigan to sell books of 1,000 mile interchangeable family mileage and tickets at a flat rate of 2 cents per mile at all stations, and in the upper peninsula of this State books of 1,000 mile interchangeable family mileage at 2 cents per mile and tickets at all stations at 3 cents per mile.

W. W. McKEAN,
MANLEY JONES,
R. E. DEWEY,
H. D. HYDORN,
L. M. MILLS,
Committee.

The following names were subsequently appended to the resolution: W. S. Burns, L. M. Mills, W. W. McKean, Manley Jones, R. E. Dewey, H. D. Hydorn, Henry Snitzeler, J. E. Worthington, R. H. Wheeler, R. M. Campbell, W. L. Lawton, H. F. De Graff, Wm. B. Holden, Fred J. Hanifin, F. M. Lee, C. J. Letscher, W. R. Keasey, A. D. Crain, D. Witmer, Wm. D. Bosman, L. F. Kinsey, J. A. Massie, John Grotemat, David Hydorn, L. F. Downs, Geo. L. Thwing, J. R. Smith, T. P. Hanifin, H. R. Bradfield, C. T. Dunham, O. Morsman, J. D. Jones, W. L. Cooke, E. Rush Hewitt, C. A. Withey, O. E. Jennings, H. L. Gregory, Geo. W. Liesveld, J. H. Moscrip, N. H. Graham, Chas. P. Mitchell, S. J. Thompson, E. B. Spencer, F. B. Ewing, David De Young, Geo. C. Hollister, Geo. Everhart, D. M. Bodwell, S. H. Simmons, J. J. Berg, E. S. Silbar, Geo. W. McKay, Glenn Gray, C. S. Coburn, P. H. Carroll, G. H. Downs, C. W. Granger, J. M. Garrison, E. K. Smith, J. S. Nelson, G. S. Pratt, M. J. Nash, John Kuhn.

An assessment of 25 cents for each commercial traveler present was cheerfully paid, the fund to be used for printing the call for the meeting in the dailies and the petition blanks, which may be obtained at the Tradesman office, or of Chairman Burns or Secretary Mills.

A vote of thanks to Landlord Pantlind for the use of his dining room for the meeting was unanimously passed and the meeting adjourned, subject to call of the chairman.

L. M. Mills, Sec'y.

Proposed To Keep the Secret.

The old accusation that a woman can not keep a secret still exasperates any individual woman to whom it is addressed, because, of course, she immediately wishes to prove how well she in particular can keep secrets, and this is not easy to do without betraying as examples the secrets she has hitherto kept.

But when the aspersion is merely thrown upon the sex in general, there are plenty of cases which may be adduced in disproof. In one literary family, at least, there is handed down

the tradition of a secret which was kept discreetly by a very little girl.

It was the secret of the pen name under which, in a day when women writers were few and necessarily conspicuous, the mother, during the early part of her career, succeeded in shielding herself from publicity.

She confided fully in her little daughter, but enjoined upon her not only that she must not tell that her mother was a writer, but by way of further precaution, to speak of her to mere acquaintances as little as possible. Already she knew a few clever busybodies who suspected her identity, had asked prying questions of her friends and they would not be above trying to extract information from a child.

The little woman was proud of the trust reposed in her, and guarded it loyally. One day it happened that a lady whom she, having seen her but once before, failed to recognize as an old and dear friend of her mother's stopped her on her way to school.

"And how is the little girl to-day?" she cried, cordially, and was cordially answered, for her face and voice were winning. "And how is mamma?" she asked.

At once the child's chubby face clouded with dark suspicion. She drew her small person erect and replied, in tones of chilling dignity:

"Thank you, but my mother does not allow me to talk upon family matters!"

Everything But—

"Just look, dear, don't you think I am a real automobile girl? What of my automobile veil?"

"It is beautiful."

"And this automobile coat. Isn't it becoming to my figure?"

"Wonderfully."

"And the automobile cap. Did you ever see anything set so fetching?"

"Never."

"And even my hair is in a beautiful automobile tousle. Isn't it grand?"

"Indeed it is, dear; but—but—where is your automobile?"

"Oh, I haven't a machine yet, but after I save up 10,000 baking powder labels and 20,000 soap wrappers, and all the cigarette coupons the young men give me, I'll get one in no time. It won't take over ten years at the longest."

Prof. Berzelius recommended a vanadium ink for use in important documents that are likely to be tampered with and that require great durability as an essential quality. While vanadium ink is acid, alkali, and chlorine proof it is not as permanent as it should be for a practical safety ink. In ink that is only required to resist chemical erasure for a few decades but that must be permanent against the action of time, the vanadium preparation can be made to answer by adding lamp-black. Vanadium ink is prepared by adding neutral ammonium metavanadate to a solution of gallic acid until the proper blackness has been reached and then adding enough dextrin, gum arabic or sugar to give it body and to allow it to flow with sufficient freedom from the pen. W. Mixton.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.

First Vice-President—G. W. Stevens, Detroit.

Second Vice-President—Frank L. Shilley, Reading.

Third Vice-President—Owen Raymo, Wayne.

Secretary—E. E. Calkins, Ann Arbor.

Treasurer—H. G. Spring, Unionville.

Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Yellow as a Disreputable Color.

Yellow certainly seems, to some extent at least, to be most frequently connected with disagreeable associations. Among primitive people the delight in yellow has been almost universal, while it has been noticed to be a favorite color with children. Throughout Asia it is held almost in veneration, and it also stood in high favor with the ancient Egyptians, Greeks and Romans. Among European nations, however, a decided tendency is noted to connect it with a good many things which are just the reverse of agreeable. Other colors have shared this unsavory reputation to some extent at least. For instance, we have the "blues" in despondency; we become "green" with envy, or we may give way to the "blackest" despair, the latter color also being associated with mourning.

Yellow seems, however, to take the cake. We have "yellow journalism," "yellow dogs," the "jaundiced eye" of jealousy, "yellow streaks," and a number of other terms of contempt including yellow. A writer in Popular Science Monthly tries to trace up the origin of this idea: It is not obvious why we should have ceased to delight in a color that to the men of another age and of another continent has seemed so precious, the color of the sun, of gold and of corn, of honey and of amber. It is still a very familiar color to us, alike in sunlight and artificial light, and when not too intense is in no degree fatiguing to the sense organs; harmonious tones of yellow, indeed, in the scheme of the decoration of a room, are for many, perhaps for most, people highly agreeable to live in. Nor can we claim that our dislike to yellow reveals a more refined esthetic sensibility than the ancients possessed, for the painter knows nothing of this antipathy. * * * It was clearly the advent of Christianity that introduced a new feeling in regard to yellow, leading, as Magnus has remarked, to a preference for the dark end of the spectrum. In very large measure, no doubt, this was merely the outcome of the whole of the Christian revolution against the classic world and the reflection of everything which stood as the symbol of joy and pride. Red and yellow were the favorite colors of that world. The love of red was too

firmly rooted in human nature for even Christianity to overcome it altogether, but yellow was a point of less resistance, and here the new religion triumphed. Yellow became the color of envy.

In some measure, however, this feeling may have been not so much a reaction as the continuation of a natural development. The classic world had clearly begun, as savages have begun everywhere, with an almost exclusive attention to it, and for Homer, as for the Arabs, the rainbow was predominantly red; yellow had next been added to the attractive colors; very slowly the other colors of the spectrum began to win attention. Thus Democritus substituted green for yellow in the list of primary colors previously given by Empedocles. It was at a comparatively late period that blue and violet became interesting or even acquired definite names. The invasion of Christianity happened in time to join this movement along the spectrum.

The Drug Market.

Opium—Has again advanced and is tending higher.

Quinine—Is firm at the late advance.

Balsam Copaiba—On account of the strict inspection of custom house appraisers has become scarce and has advanced.

Blue Vitriol—On account of higher price for copper has again advanced and is tending higher.

Gum Camphor—Is very firm and another advance would not surprise anyone.

Cocoa Butter—Has advanced on account of higher market abroad.

Haarlem Oil—Has again advanced. Oils Anise and Cassia—Are tending higher.

Conti White Castile Soap—Has been advanced on account of higher price for olive oil.

Hot Iron To Prevent Gray Hair.

The latest scientific sensation in London is Prof. Mechnikoff's discovery of the cause of gray hair. It appears that it is due to the chromophage, which expels the coloring pigment from the hair or drives it from the roots. Prof. Mechnikoff's remedy is to use a hot iron. As the temperature should be 140 degrees Fahrenheit the process would seem to be painful. Hairdressers hope that the new discovery will lead to good business. The professor noticed that women who used curling tongs to wave their hair became gray later than those not using them and this caused him to make an investigation which led to his discovery.

A Reasonable Request.

A small girl recently entered a grocery store in the suburbs of Detroit and said to the groceryman in a shrill, piping voice:

"Please, sir, I want half a dollar's worth of sugar and twenty-five cents' worth of tea, and mother says she will send you a dollar as soon as father gets his pay."

"All right," said the grocer.

"But," continued the child, "mother wants the change so she can put a quarter in the gas meter."

Clerks Make Money Selling to Their Friends.

If accurate figures could be obtained to show the amount of outside business done in the aggregate each year by the employes of Chicago's wholesale establishments there would arise such a storm of protest from the retailers and their associations as surely would receive attention from the wholesale merchants.

There scarcely is a line of business which does not suffer some from loss of trade through the wholesale employe; and at the same time there are many individuals whose meager salary as clerks in wholesale houses is pieced out by little earnings on the "favors" which they do for their friends.

Especially true is this of jewelry and other lines of luxury. The practice is by no means limited to them. Clothing, hardware, shoes, drugs and even grocery staples are purchased by thousands of people through individuals whose employment is in the wholesale establishments, and who share the retailer's margin with the customer.

Indeed, there are wholesale establishments doing business here who encourage their employes to urge their friends and invite them to buy at wholesale, the house crediting a percentage on such sales to the employe, but by no means forgetting to charge the customer a good stiff advance over the wholesale price to make the business pay.

It has come to be accepted generally that a small margin of profit for the friend who obtains the favor at a wholesale house is fair and right; and hence people are satisfied to come again and again, establishing a trade of no mean proportions.

And when one considers the army of clerks which each of Chicago's wholesalers employs and the fact that each has his friends and acquaintances for whom he does "favors" one can begin to realize that in the aggregate the Chicago retailers lose thousands of dollars in profits annually to the wholesalers' clerks.

Most houses have a rule prohibiting their clerks from buying for any but their own use. But if one will observe the employes who pour out of the doors of the large establishments night after night laden with a package here and a bundle there, it will argue the setting at naught of the rule.

The indignation of the retailer who hears his customer say that he purchases some article at a certain wholesale house through a friend when the retailer carries it in stock is better imagined than adequately penned. And who will say that this indignation is not just? The retailer pays rent, clerk hire, a profit to the wholesaler, etc., etc., and certainly should not lose even the small matter of a single sale through the employe of the wholesale house whose goods he carries in stock and markets.

On the other hand, there perhaps will be hundreds of readers who, having done something of the kind themselves, persistently will defend the practice and say that inasmuch

as they save their friends a dollar or so on each transaction, and their friends are satisfied that a small profit shall come to them for the favor, and that inasmuch as their employer, the wholesaler, is satisfied with their services and opens the way for them in these little transactions by selling at special discounts, the whole matter is none of the retailer's affair.

Whichever view point we take the fact remains that the retailers annually lose a large amount of trade and profit thereon through the activity of the individuals employed in wholesale houses; and were they (the retailers) united to register complaints the wholesale interests certainly would not be able to withstand their request for the abolition of the privileges to their employes.

In the meanwhile the employes are among those workers who make money on the side. F. W. Ritzman.

German Foot Powder.

Policemen, mail carriers and others whose occupation keeps them on their feet a great deal often are troubled with chafed, sore and blistered feet, especially in extremely hot weather, no matter how comfortably their shoes may fit. A powder is used in the German army for sifting into the shoes and stockings of the foot soldiers, called "Fusstreupulver," and consists of three parts of salicylic acid, ten parts starch and eighty-seven parts pulverized soapstone. It keeps the feet dry, prevents chafing and rapidly heals sore spots. Finely pulverized soapstone alone is very good.

By Request.

Good morning, madam, I came to tune your piano.

Mrs. Hammer—Piano? I did not send for you.

Visitor—No, ma'am; but the neighbors suggested that I had better call.

It is annoying to a woman if her husband is jealous of her, and it is humiliating if he isn't.

Valentines

Write for Catalogue

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

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copaiba	1 15@ 25	Scilla Co	0 50
Aetioicum	6@ 8	Cubebae	1 35@ 40	Tolutan	0 50
Benzoinum, Ger.	70@ 75	Evechthitos	1 00@ 10	Prunus virg	0 50
Boric	0 17	Erigeron	1 00@ 10		
Carbolicum	26@ 29	Gaultheria	2 25@ 35	Tinctures	
Citricum	52@ 55	Geranium	0 75	Anonitum Nap'sR	0 50
Hydrochlor	8@ 10	Gossypii Sem gal	70@ 75	Anonitum Nap'sF	0 50
Nitrosum	8@ 10	Homocoma	3 00@ 30	Aloes	0 50
Oxalicum	10@ 12	Juniper	40@ 20	Arnica	0 50
Phosphorium, dil.	0 15	Lavendula	0 00@ 60	Aloes & Myrrh	0 50
Salicylicum	44@ 47	Limon	1 40@ 15	Asafoetida	0 50
Sulphuricum	1 1/4@ 5	Mentha Piper	3 00@ 25	Atropes Belladonna	0 50
Tannicum	75@ 85	Mentha Verid	3 50@ 60	Aurant Cortex	0 50
Tartaricum	38@ 40	Morrhuae gal	1 25@ 10	Bensoin	0 50
Ammonia		Myrica	3 00@ 50	Bensoin Co	0 50
Aqua, 18 deg.	4@ 6	Olive	75@ 90	Bensoin Co	0 50
Aqua, 20 deg.	6@ 8	Picis Liquida	10@ 12	Cantharides	0 50
Carbonas	13@ 15	Picis Liquida gal	0 35	Capicum	0 50
Chloridum	12@ 14	Ricina	1 06@ 10	Cardamon	0 50
Aniline		Rosmarini	0 100	Cardamon Cr	0 75
Black	2 00@ 25	Rosae oz	5 00@ 65	Castor	1 00
Brown	80@ 100	Succini	40@ 45	Catechu	0 50
Red	45@ 50	Sabina	90 1 00	Cinchona	0 50
Yellow	2 50@ 30	Santal	0 4@ 50	Cinchona Co	0 50
		Sassafras	90@ 95	Columbia	0 50
Baccae		Snapias, ess, oz.	0 65	Cubebae	0 50
Cubebae	22@ 25	Tigill	1 00@ 20	Cassia Acutifol	0 50
Juniper	8@ 10	Tympe	40@ 45	Cassia Acutifol Co	0 50
Xanthoxylum	30@ 35	Thyme opt	0 10	Digitalis	0 50
Balsamum		Theobromas	15@ 20	Ergot	0 50
Conaiba	50@ 60			Ferri Chloridum	0 35
Peru	0 10	Potassium		Gentian	0 50
Terabin, Canada	60@ 65	Bi-Carb	15@ 18	Gentian Co	0 50
Tolutan	35@ 40	Bichromate	18@ 18	Gentian Co	0 50
Cortex		Bromide	12@ 15	Guaiac	0 50
Abies, Canadian	18	Carb	12@ 15	Hyoscyamus	0 50
Cassiae	20	Chlorate	12@ 14	Iodine	0 75
Cinchona Flava	18	Cyanide	34@ 38	Iodine, colorless	0 75
Buonymus atro.	60	Iodide	2 50@ 20	Kino	0 50
Myrica Cerifera	18	Potassa, Bitart pr	30@ 32	Lobelia	0 50
Prunus Virgin.	20	Potassa Nitras opt	7@ 10	Myrrh	0 50
Quillia, gr'd	12	Potassa Nitras	6@ 8	Nux Vomica	0 50
Sassafras	25	Prussiate	23@ 26	Opil	0 75
Ulmus	36	Sulphate po	15@ 18	Opil, camphorated	0 50
Extractum				Opil, deodorized	1 50
Glycyrrhiza Gla.	24@ 30	Radix		Quassia	0 50
Glycyrrhiza, po	28@ 30	Althae	20@ 25	Rhatany	0 50
Maematox	11@ 12	Anchusa	10@ 12	Rhei	0 50
Maematox, 1s	18@ 14	Arum po	0 25	Sanguinaria	0 50
Maematox, 1/2s	14@ 15	Calamus	20@ 40	Serpentaria	0 50
Maematox, 1/4s	16@ 17	Gentiana po 15	12@ 15	Stromonium	0 50
Maematox, 1/8s	16@ 17	Glycyrrhiza pv 15	16@ 18	Veratrum	0 50
Peru		Hydrastis, Canada	1 90	Veratrum Veride.	0 50
Carbonate Precip.	15	Hydrastis, Can. po	0 20	Veratrum Veride.	0 50
Citrate and Quina	2 00	Hellebore, Alba.	12@ 15	Zingiber	20
Citrate Soluble	55	Inula, po	18@ 22		
Ferrocyanidum S	40	Ipecac, po	2 50@ 60	Miscellaneous	
Solut. Chloride	15	Iris plox	35@ 40	Aether, Spts Nit 3f 30@	35
Sulphate, com'l	2	Jalapa pr	25@ 30	Aether, Spts Nit 4f 34@	38
Sulphate, com'l, by		Maranta 1/4s	25@ 35	Alumen, grd po 7	3@ 4
bbl. per cwt.	70	Podophyllum po	15@ 18	Annatto	40@ 50
Sulphate, pure	7	Rhei	75@ 100	Antimoni, po	4@ 5
Flora		Rhei, cut	1 00@ 25	Antimonial et po T	40@ 50
Arnica	15@ 18	Rhei, pv	75@ 100	Antifebrin	0 25
Antemhis	30@ 35	Spigella	1 45@ 50	Argent Nitras oz	0 58
Matricaria	30@ 35	Sanguinari, po 18	0 15	Arsenicum	10@ 12
Folia		Serpentaria	50@ 55	Balm Gilead buds	60@ 65
Barosma	40@ 45	Senega	85@ 90	Bismuth & N... 1	85@ 90
Cassia Acutifol.		Smilax, off's H.	0 48	Calcium Chlor, 1s	0 90
Tinnevely	15@ 20	Smilax, M.	0 25	Calcium Chlor, 1/2s	0 10
Cassia, Acutifol.	25@ 30	Scillae, po 45	20@ 25	Calcium Chlor, 1/4s	0 12
Salvia officinalis.		Symplocarpus	0 25	Calcium Chlor, 1/8s	0 10
1/4s and 1/8s	18@ 20	Valeriana Eng	0 25	Cantharides, Rus	0 75
Uva Ursi	8@ 10	Valeriana, Ger.	15@ 20	Capicil Fruc's af	0 20
Gummi		Zingiber a	12@ 14	Capicil Fruc's po	0 22
Acacia, 1st pkd.	0 65	Zingiber j	22@ 25	Cap'i Fruc's B po	0 15
Acacia, 2nd pkd.	0 45	Semen		Carphyllus	22@ 25
Acacia, 3rd pkd.	0 35	Anisum po 20	0 16	Carmin, No. 40.	0 25
Acacia, sifted sts.	0 28	Apium (gravel's)	12@ 15	Carb Alba	50@ 55
Acacia, po.	45@ 65	Bird, 1s	4@ 6	Cera Flava	40@ 42
Aloe Barb	23@ 25	Carui po 15	12@ 14	Crocus	1 30@ 40
Aloe, Cape	0 25	Calamond	70@ 90	Cassia Fructus	0 35
Aloe, Socotri	0 45	Coriander	12@ 15	Centraria	0 15
Ammoniac	55@ 60	Cannabis Sativa	7@ 8	Cataceum	0 35
Asafoetida	35@ 40	Cydonium	75@ 100	Chloroform	32@ 32
Benzoinum	50@ 55	Chenopodium	25@ 30	Chloro' m Squibbs	0 90
Catechu, 1s	0 18	Dipterix Odorate.	80@ 90	Chloral Hyd Crscl	35@ 60
Catechu, 1/2s	0 16	Foeniculum	0 18	Chondrus	20@ 25
Catechu, 1/4s	0 13	Foenugreek, po.	7@ 9	Cinchonidine P-W	38@ 48
Comphorae	1 30@ 13	Lini	4@ 6	Cinchonid'e Germ	38@ 48
Sulphurium	0 40	Lini, grd. bbl. 2 1/2	3@ 6	Cocaine	3 05@ 30
Galbanum	0 100	Lobelia	75@ 80	Corks list D P Ct.	75
Gamboge	po. 1 35@ 41	Pharlaris Cana'n	9@ 10	Cresosutum	0 45
Guaiacum	po 35	Rapa	5@ 6	Creta, prep	0 2
Kino	po 45c	Sinapis Alba	7@ 9	Creta, precip	9@ 11
Mastic	0 75	Sinapis Nigra	9@ 10	Creta, Rubra	0 8
Myrrh	po 50	Spiritus		Crocus	1 50@ 60
Opium	3 75@ 30	Frumentum W D	2 00@ 25	Cupri Sulph	8 1/2@ 12
Shellac	60@ 70	Frumentum	1 25@ 15	Dextrine	0 18
Shellac, bleached	60@ 65	Juniperis Co O T 1	65@ 60	Emery, all Nos.	0 8
Tragacanth	70@ 100	Juniperis Co	1 75@ 60	Emery, po	0 65
Herba		Saccharum N E	1 90@ 20	Ergota	po 65 60@ 65
Abinthium	4 50@ 4 60	Spt Vini Gallii	1 75@ 60	Ether Sulph	70@ 80
Eupatorium oz pk	20	Vini Oporto	1 25@ 20	Flake White	12@ 15
Lobelia	oz pk 25	Vina Alba	1 25@ 20	Galla	0 23
Majorum	oz pk 28	Sponges		Gambler	8@ 9
Mentra Pip. oz pk	25	Florida Sheep's	3 00@ 3 50	Gelatn, Cooper.	0 60
Mentra Ver. oz pk	28	carriage	0 00@ 3 50	Gelatn, French	35@ 60
Rue	oz pk 32	Nassau sheep's	wool	Glassware, fit box	70
Tanacetum	oz pk 39	carriage	3 50@ 3 75	Less than box	75
Thymus V. oz pk	25	Velvet extra sheep's	wool, carriage.	Glue, brown	11@ 13
Thymus	0 25	wool, carriage.	0 200	Glue white	15@ 25
Calina		Extra yellow sheep's	wool carriage	Glycerina	13@ 18
Carbonate, Pat.	18@ 20	wool	0 1 25	Grana Paradisi.	0 25
Carbonate, K-M.	18@ 20	Grass sheep's wool,	carriage use	Humulus	35@ 60
Carbonate	18@ 20	carriage use	0 1 25	Hydrarg Ch. Mt	0 85
Oleum		Hard slate use	0 1 00	Hydrarg Cr. Cr	0 85
Abynthium	4 90@ 5 00	Yellow Reef, for	slate use	Hydrarg Ox Rum'o	0 10
Amnygdalae, Dulc.	40@ 65		0 1 40	Hydrarg Ammo'l	0 10
Amnygdalae, Ama	80@ 85	Syrups		Hydrarg Ungue'm	50@ 60
Anisi	1 85@ 1 95	Acacia	0 50	Hydrargyrum	0 75
Aurant Cortex	2 75@ 2 85	Aurant Cortex	0 50	Ichthyobolla, Am.	90@ 100
Bergamii	3 00@ 3 10	Zingiber	0 50	Indigo	75@ 100
Caljput	85@ 90	Ferri Iod	0 50	Iodine, Resubi	3 85@ 90
Carvophilli	1 40@ 1 50	Rhei Arm	0 50	Iodoform	3 90@ 90
Cedar	50@ 90	Senega	0 50	lupulin	0 40
Chenonadil	3 75@ 4 00	Off's	0 50	Lycopodium	70@ 75
Cinnamon	1 35@ 1 40	Sassa	0 50		
Citronella	65@ 70	Sassa	0 50		

Liquor Arsen et		Rubla Tinctorum	12@	14	Vanilla	.....9	00@	
Hydrarg Iod	@	Salaccharum La's.	22@	25	Zinci Sulph	.....	7@	8
Liq Potass Arsinol	10@	Salacin	4	50@	Oils			
Magnesia, Sulph.	2@	Sanguis Drac's.	40@	50				
Magnesia, Sulph bbl	@	Sapo, W	131@	16	Whale, winter	...	70@	70
Mannia, S F	45@	Sapo, M	10@	12	Lard, extra	...	70@	80
Menthol	2	Sapo, G	@	15	Lard, No. 1	...	60@	65
Morphia, S N Y	2	Selditz Mixture	20@	22	Linsced, pure raw	42@	45	
Morphia, S P & Q	2	Sinapis	@	18	Linsced, boiled	43@	46	
Morphia, Mal.	2	Sinapis, opt	@	30	Neat's-foot, w str	65@	70	
Muscaria Canton.	@	Snuff, Maccaboy,			Spts. Turpentine	.....	Market	
Myristica, No. 1	28@	DeVoës	@	51	Paints		bbl. L.	
Nux Vomica po 15	@	Snuff, S'h DeVo's	@	51	Red Venetian	...1@	2	@3
Oil Sepsia	25@	Soda, Boras	9@	11	Ochre, yel Mars	1@	2	@4
Pepsin Saac, H &		Soda, Boras, opt	9@	11	Ocre, yel Ber	...1@	2	@4
P D Co	@	Soda, et Pot's Tart	25@	28	Putty, comm'r 12	21@	23	@3
Picis Liq N N 1/2		Soda, Carb	11@	2	Putty, strictly pr	21@	23	@3
gal doz	@	Soda, Bi-Carb	3@	5	Vermillion, Prime			
Picis Liq qts	@	Soda, Ash	31@	4	American	.....	13@	15
Picis Liq. pints.	@	Soda, Sulphas	@	2	Vermillion, Eng.	75@	80	
Pil Hydrarg po 80	@	Spts. Cologne	@	2	Green, Paris	24	@3@	
Piper Nigra po 22	@	Spts. Ether Co.	50@	55	Green, Peninsular	13@	16	
Piper Alba po 35	@	Spts. Myrcia Dom	@	2	Lead, red	.....	71@	74
Pix Burgum	@	Spts. Vinl Rect bbl	@	2	Lead, white	.....	71@	74
Plumbi Acet	12@	Spts, V'l Rect 1/2 b	@		Whiting, white S'n	...	70@	80
Pulvis Ip'e et Opil	130@	Spts, V'l R't 10 gal	@		Whiting, Gilders'	...	@	95
Pyrethrum, bxs H	@	Spts, V'l R't 5 gal	@		White, Paris Am'r	...	@	28
& P D Co. doz	@	Strychnia, Cryst'l	1	05@	Whit'g Paris Eng			
Pyrethrum, pv	20@	Sulphur Subl	2%	4	cliff	.....	@	14
Quassiae	8@	Sulphur, Roll	21@	31@	Universal Prep'd 1	10@	1	21
Quina, S. P & W 191@	291@	Tamarinds	8@	10	Varnishes			
Quina, S Ger.	191@	Terebinth Venice	28@	30	No. 1 Turp Coachi	10@	1	20
Quina, N. Y.	191@	Theobromae	55@	65	Extra Turp	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

		1	2	3	4	5
		ARCTIC AMMONIA		CHICORY		
		12 oz. ovals 2 doz. box. 75		Bulw...		
		AXLE GREASE		Red		
		Frazer's		Eagle		
		11lb. wood boxes, 4 dz. 3 00		Schener's		
		11lb. tin boxes, 3 doz. 2 35		Walter Baker & Co.'s		
		3 1/2 lb. tin boxes, 2 dz. 4 25		German Sweet		
		10lb. pails, per doz. 6 00		Premium		
		15lb. pails, per doz. 7 20		Vanilla		
		25lb. pails, per doz. 12 00		Caracas		
		BAKED BEANS		Eagle		
		Columbia Brand		COCOA		
		11lb. can, per doz. 90		Baker's		
		21lb. can, per doz. 1 40		Cleveland		
		31lb. can, per doz. 1 80		Colonial, 1/2s		
		BATH BRICK		Colonial, 1/4s		
		American		Epps		
		English		Huyler		
		6 oz. ovals 3 doz. box \$ 40		Van Houten, 1/2s		
		16 oz. round 2 doz. box 75		Van Houten, 1/4s		
		Sawyer's Pepper Box		Van Houten, 1s		
		Per Gross.		Webb		
		No. 3, 3 doz. wood		Wilbur, 1/2s		
		boxes 4.00		Wilbur, 1/4s		
		No. 5, 3 doz. wood		Wilbur, 1s		
		boxes 7.00		Dunham's 1/2s		
		BROOMS		Dunham's 1/4s		
		No. 1 Carpet		Dunham's 1s		
		No. 2 Carpet		Bulk		
		No. 3 Carpet		COCOANUT		
		No. 4 Carpet		Dunham's 1/2s		
		Parlor Gem		Dunham's 1/4s		
		Common Whisk		Dunham's 1s		
		Fancy Whisk		Bulk		
		Warehouse		COCOANUT SHELLS		
		BRUSHES		20lb. bags		
		Scrub		Less quantity		
		Solid Back 8 in.		Pound packages		
		Solid Back 11 in.		COFFEE		
		Pointed Ends		Rio		
		Stove		Common		
		No. 3		Fair		
		No. 2		Choice		
		No. 1		Fancy		
		Shoe		Common		
		No. 8		Fair		
		No. 7		Choice		
		No. 6		Fancy		
		No. 4		Common		
		No. 3		Fair		
		Butter Color		Choice		
		W. R. & Co.'s, 15c size. 1 25		Fancy		
		W. R. & Co.'s, 25c size. 2 00		Common		
		CANDLES		Fair		
		Electric Light, 8s. 9 1/2		Choice		
		Electric Light, 16s. 10		Fancy		
		Paraffine, 6s. 9		Common		
		Paraffine, 12s. 9 1/2		Fair		
		Wicking		Choice		
		CANNED GOODS		Fancy		
		Apples		Common		
		3lb. Standards		Fair		
		Gallon		Choice		
		Blackberries		Fancy		
		Standards gallons		Common		
		Beans		Fair		
		Baked		Choice		
		Red Kidney		Fancy		
		String		Common		
		Wax		Fair		
		Blueberries		Choice		
		Standard		Fancy		
		Gallon		Common		
		Brook Trout		Fair		
		21lb. cans, spiced		Choice		
		Little Neck, 1lb. 1 00@1 25		Fancy		
		Little Neck, 2lb. @1 50		Common		
		Clam Bouillon		Fair		
		Burham's 1/2 pt. 1 90		Choice		
		Burham's pts. 3 60		Fancy		
		Burham's qts. 7 20		Common		
		Cherries		Fair		
		Standard 1 30@1 50		Choice		
		White		Fancy		
		Corn		Common		
		Fair		Fair		
		Good		Choice		
		Fancy		Fancy		
		French Peas		Common		
		Sur Extra Fine		Fair		
		Extra Fine		Choice		
		Fine		Fancy		
		Moyen		Common		
		Gooseberries		Fair		
		Standard		Choice		
		Hominy		Fancy		
		Lobster		Common		
		Star, 1/2 lb.		Fair		
		Star, 1lb.		Choice		
		Picnic Tails		Fancy		
		Mackerel		Common		
		Mustard, 1lb.		Fair		
		Mustard, 2lb.		Choice		
		Soused, 1 1/2 lb.		Fancy		
		Soused, 2lb.		Common		
		Tomato, 1lb.		Fair		
		Tomato, 2lb.		Choice		
		Mushrooms		Fancy		
		Hotels		Common		
		Buttons		Fair		
		Chocolate		Choice		
				Fancy		

6	7	8	9	10	11
Meal Bolted 2 30 Golden Granulated 2 50 St. Car Feed screened 18 00 No. 1 Corn and Oats 18 00 Corn, cracked 17 25 Corn Meal, coarse 37 25 Oil Meal, old proc. 33 00 Winter Wheat Bran 23 00 Winter Wheat Mid'ng 24 50 Cow Feed 23 50 Oats Michigan 40 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. 1 45 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 Babbitt's 4 00 Penna Salt Co's 3 00 PROVISIONS Barreled Pork Mess Fat Black 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Pig 20 00 Brisket, clear 19 50 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 12 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 13 1/2 Ham, dried beef sets 14 1/2 California Hams 9 1/2 Picnic Boiled Ham 14 Boiled Ham 19 1/2 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 8 1/4 Pure 10 80 lb. tubs advance 1/4 60 lb. tubs advance 1/4 50 lb. tins 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 1/4 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 Veal 1 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 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 10 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy @ 10 Rolls, dairy 10 1/4 @ 11 1/4 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 Choice La. hd. @ 6 1/2 Fancy La. hd. 6 1/4 @ 7 Carolina, ex. fancy 6 1/2 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 2 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 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Sealed 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 9 00 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish 35 Miller's Crown Polish 35 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 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 Marselles, 100 cakes 5 80 Marselles, 100 cakes 5c 4 00 Marselles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 00 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 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground In Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 28 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochich 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/4 @ 5 6lb. packages 6 1/4 @ 5 40 and 50lb. boxes 3 1/4 @ 3 1/2 Barrels @ 3 Common Corn 20lb. packages 5 40lb. packages 4 1/4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/4 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 19 @ 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 30 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 oz. 47 Honey Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Root Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kilo Brand 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 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. 38 Air Brake 38 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 19 gal., each 5 55 Sieve, 15 gal., each 5 75 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 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @ 16 No. 1 Whitefish @ 14 Trout @ 14 Halibut @ 10 Clasoes or Herring @ 10 Bluefish @ 12 Live Lobster @ 30 Boiled Lobster @ 12 Cod @ 12 Haddock @ 14 Pikerel @ 14 Pike @ 9 Perch, dressed @ 11 Smoked, White @ 15 Red Snapper @ 20 Col. River Salmon @ 16 Mackerel @ 20 HIDES AND PELTS Hides Green No. 1 11 Green No. 2 10 Cured No. 1 12 1/2 Cured No. 2 11 1/2 Calfskins, green, No. 1 13 Calfskins, green, No. 2 11 1/2 Calfskins, cured No. 1 14 Calfskins, cured No. 2 12 1/2 Pelts Old Wool 30 Lambs 75 @ 1 25 Shearings 50 @ 1 25 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. 7 1/2 Extra H H 10 Boston Cream 10 Olde Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 7 1/2 Cut Loaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 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 Salted Peanuts 11 Starlight Kisses 12 San Blas Goodies 12 Lozenges, plain 12 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 10 Ital. Cream Opera 11 Ital. Cream Bon Bons 12 Golden Waffles 11 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy—in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 60 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 Assnt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 8 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts @ 13 Cal. No. 1 @ 16 Walnuts, soft shelled 16 Walnuts, Grenoble. 15 Table nuts, fancy. 15 Pecans, Med. 16 Pecans, ex. large. 18 Pecans, Jumbos 20 Hickory Nuts per bu. Ohio new @ 5 Cocanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 8 1/4 @ 9 Pecan Halves @ 75 Walnut Halves @ 38 Filbert Meats @ 27 Alicante Almonds @ 38 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. @ 7 1/4 Fancy, H. P. Suns. @ 8 1/2 Roasted @ 8 1/2 Choice, H. P. Jumbo @ 8 1/2 Choice, H. P. Jumbo @ 9 1/4					

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon.....55 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

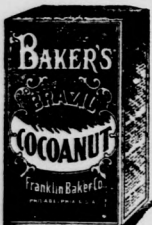


G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

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
85 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass4 1/2 @ 8 1/4
Hindquarters6 1/2 @ 10
Loins8 @ 14
Loins7 @ 14
Rounds5 @ 7
Chucks5 @ 5 1/2
Plates4 @ 5
Livers3 @ 3

Pork

Loins@ 10 1/2
Dressed@ 7 1/2
Boston Butts@ 9 1/2
Shoulders@ 9 1/2
Leaf Lard@ 9 1/2

Fresh Cuts
P. H. Loins@ 10 1/2
Butts@ 9 1/4
Trimnings@ 7 1/4
Shoulders@ 9

Mutton
Carcass@ 7
Lambs9 @ 11
Spring Lambs@ 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 20
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, 11b.
White House, 21b.
Excelsior, M & J, 11b.
Excelsior, M & J, 21b.
Tip Top, M & J, 11b.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids:
Lee & Cadv. Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Welbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything--By Catalogue Only
New York Chicago St. Louis

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

VALENTINES

Complete lines at right prices.
The boys will call with a full line of samples.
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.

Wanted—Buyers for all kinds of good businesses everywhere, that must be sold. Address Wm. Ewig, Milwaukee, Wis. 412

Good opening for general store, shoe shop, harness shop and hotel in growing town near big pasture. Address Faxon Land & Loan Co., Faxon, Okla. 413

For Rent—Store building suitable for any kind of business. Located on main street in Wayland, Mich. Address A. J. Stevens, Middleville, Mich. 414

For Sale—A soda fountain and fixtures complete. All in good condition. A bargain if sold at once. L. Fris, Holland, Mich. 407

For Sale—The oldest established meat market and grocery in Petoskey, including meat and grocery fixtures, stock and good will. Average cash yearly sales, \$25,000. Can be bought at a great bargain. Other business requires my attention. C. C. Hamill, 318 Mitchell St., Petoskey, Mich. 406

For Sale—Big sacrifice, an independent county seat paper in Central Michigan, circulation 2,200; town 2,000 population and upward. Only one other paper in town. Address Geo. J. Bush, St. Johns, Mich. 405

For Sale—A six key National Cash Register, with cabinet for six clerks. Perfect condition. Worth \$250. Cash price f. o. b. Sunfield, Mich. \$100 if taken at once. Address Lock Box 264, Sunfield, Mich. 409

Wanted—Doctor and druggist. Good location, no competition. Population village 650, also good farming, Northern Michigan. Address Liniment, care Tradesman. 408

Pecos Valley of New Mexico, the land of sunshine, health and opportunity. Special inducements in irrigated lands. William Dooley, Secretary Farmers' Land League, Artesia, New Mexico. 410

Will exchange Detroit real estate for a stock of merchandise or other property. When answering, state value of property you wish to give in exchange, where located, etc. Address No. 411, care Michigan Tradesman. 411

For Sale or Rent—Two brick stores. Rent reasonable. For particulars address E. I. Pickhaver, c-o M. O. Farnham, Mancelona, Mich. 338

California—I want you to know more about our land of oranges, grapes, figs and ideal climate. Descriptive book free. List of orchards, farms, etc., for sale. E. C. Fortier, Red Bluff, Calif. 403

Advertising That Pays—Merely occupying space won't sell merchandise. The appearance of advertisements, the words used, the arguments employed—are what makes business and money for merchants. It takes an expert years to learn how to work out an idea in an hour. The idea may be the result of inspiration or perspiration, but it is just as valuable. New ideas are needed to sell goods, and the success of the many merchants we are serving proves our ideas the profitable kind for them. We write and illustrate all kinds of advertising. Charges, 20 cents per inch standard column. Money with order, but back if dissatisfied. Special price on contract to look after regular work. Reference, any merchant or bank in Jackson. The Hanchett-Tibbetts Co., Suite 304-305 Carter Block, Jackson, Mich. 394

For Exchange—\$7,000 in good 6% land contracts on New Lansing real estate, for a stock of general merchandise or hardware in a good town. Must be first-class as contracts are all A1. Address No. 396, care Michigan Tradesman. 396

For Sale or Trade—For real estate, stock in an incorporated company manufacturing and owning the patent outright of necessary articles for which there are great demands; only small capital required; the closest investigation will be given. Address P. O. Box 276, Akron, Ohio. 400

For Sale—\$2,500 grocery stock doing \$28,000 business in factory town of 3,500 in Central Michigan. Mostly cash trade. Satisfactory reasons for selling. Address No. 398, care Michigan Tradesman. 398

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—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

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

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

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

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

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—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—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

The best paying business in the world (requiring no capital) is real estate and its side lines. If you make less than \$3,000 a year, wish to become independent and call time your own, take our Standard Correspondence Course in real estate. It makes you competent to earn a large income. Some of our students are traveling men who co-operate with us and make good incomes on the side. Write for free book, endorsements, etc. American School of Real Estate, Dept. T, Des Moines, Ia. 327

For Sale—One-half interest in a clean, up-to-date shoe and clothing business. Established 23 years and enjoying a good trade. Stock and fixtures will invoice \$5,000. Can be reduced to \$3,000 or \$4,000 if desired. Address Gavin W. Telfer, Big Rapids, Mich. 329

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st., will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Wanted for cash to job manufacturers, line of negligee shirts. Address Andreas Rebell, Tucson, Arizona. 334

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

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

HELP WANTED.

Wanted—A first-class registered pharmacist. Salary \$75 per month. For information write Yerington Drug Co., Yerington, Nev. 395

We want one lady or gentleman in each town and city to represent us in the sale of our shears and novelties; our agents make from \$12 to \$35 per week; the work is steady, no heavy samples to carry, and permanent. Salaried positions to those who show ability; write to-day for particulars of our offer. No money required on your part if you work for us. The United Shear Co., Westboro, Mass. 967

Want Ads. continued on next page.

Here Is A Pointer



Cutters

We have a large stock and can ship quick from Grand Rapids.

Portland Cutters

From \$15.50 to \$21

Nice Spring Cutters Surrey Bobs and Speeders

Remember
Quick Shipments

Brown & Sehler Co.
Grand Rapids, Mich.
WHOLESALE ONLY

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

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.

Live Notes from a Live Town.

Lansing, Dec. 24—George W. Spoor, the well-known grocery salesman, has returned to his home here from Battle Creek, where he has been receiving treatment for the past two months. His health is improved.

Jay C. Brandimore and Edward Simpkins, popular salesmen for the Lansing Confectionery Co., have gone on a two weeks' jaunt to the South and Havana.

The Olds Motor Works has secured the services of H. H. Harding, late of the English-Dimler Co., of London, England, to act as their racing driver. He will spend a few weeks at the factory here.

Ferry Parke has resigned as collector of the Citizens Telephone Co. to become assistant manager of the local office of the Continental Casualty Co., with offices in the Prudenden block.

Layton Putnam, of the firm of Putnam & Schultz, has applied to the Circuit Court for an accounting, and a temporary injunction was granted restraining Walter Schultz, the partner, from using any proceeds from the business until a further order of the court.

Two suits for \$4,000 and \$10,000 have been filed against the National Supply Co. by John H. Penny and John C. Crow, the former for attorney's fees in connection with the bankruptcy proceedings and the settlement with creditors, while the latter charges failure of defendants to live up to an agreement alleged to have been entered into with him to finance the re-organized company.

The last brick has been laid on the new four-story Y. M. C. A. building and the construction of the gravel roof is now going on. It is expected the building will be dedicated in May at the time President Roosevelt is in the city in attendance upon the semi-annual celebration of the Michigan Agricultural College.

Smith G. Young and Robert S. Holmes, well-known business men of this city, accompanied by their wives, will leave soon for a three months' trip to the Southwest and the Orient.

The Ladies' Auxiliary of Post A, Michigan Knights of the Grip, was entertained at "500" at the home of Mrs. Albert J. Patten Wednesday afternoon. Mrs. Jos. D. Powers and Mrs. Arthur Woodman carried off the prizes.

The New Grand Hotel property, opposite the Downey, has been sold by Charles Dow, of East Randolph, N. Y., to Frederick Thomas and Myron Green, of this city. The property has a 66 foot frontage and is 10 rods deep. No special plans have been made in regard to the hotel, which will be continued under the management of James M. Sheldon.

At a meeting the other night the Retail Grocers' Association decided to close their stores hereafter at 6:30 o'clock instead of 7, except on Wednesday and Saturday nights. The telephone matter was again discussed and the Secretary was instructed to announce by advertisements that, in spite of reports to the contrary, the Bell phones of the grocers, dentists, laundrymen, veterinary surgeons and florists will be

discontinued after January 1 and the receivers will be taken from the hooks.

The Michigan Butter & Egg Co. is the name of a new company incorporated last week with a capital of \$25,000. The incorporators are identified with the Lansing Cold Storage Co. and it is understood the two concerns will be closely connected. Smith G. Young, F. W. Shumway, B. F. Davis, George W. Boyd and S. S. Olds are directors, Mr. Boyd acting as manager.

The Atlas Drop Forge Co. has purchased the buildings of the Central Implement Co., paying \$12,500 for the property, which years ago was known as the Michigan Wheel Co.'s plant. The occupancy of the Central Implement Co.'s buildings means that the last vacant factory building in this city has now been taken, a fact which is very gratifying to the Business Men's Association and every person interested in the welfare of the city. It is understood preparations are being made whereby another new industry will occupy a part of the property just bought by the Atlas people.

The Sanilac Center Manufacturing Co., located at Sandusky, after a careful investigation and considerable correspondence with the Business Men's Association, decided to move here as soon after the first of the year as a site may be selected and a suitable building erected. The concern makes corrugated metal culverts, stock feed cookers and plows and will employ from twenty to twenty-five men at the start.

The Business Men's Association is making an effort to locate a paper box concern here, as there is a great demand locally and in nearby towns, and it is thought a lucrative business would be worked up in this vicinity. Secretary Chilson, of the Association, states there are four manufacturers at the point of deciding to locate here and hopes to secure them all before March 1. In addition, many factories will increase their plants during the coming season and a most prosperous year is looked for.

Geo. A. Toolan.

Increasing Its Power Plant.

Owosso, Dec. 24—The Owosso & Corunna Electric Co. has been making same extensive improvements of late and, before many months, there will be others. For several weeks an expert has been here setting a 400 horsepower boiler to be used auxiliary to the 300 horsepower the company is now using. Work has also been started on raising a steel smokestack over this boiler, six feet in diameter and 115 feet high. It will be the highest in the city. This new boiler is made necessary by the increasing commercial business of the company.

The strike in the Barrett-Porter beanery has dwindled away and nearly fifty girls are again at work. It is reported that Dr. Price's food factory will resume operations the first of the year.

When a man borrows trouble he puts up his peace of mind as collateral.

Lack of Education As a Barrier.

Lansing, Dec. 24—My attention has been called to an article in the Michigan Tradesman of last week in which it is stated that A. C. Bird is a candidate for the Presidency of the Michigan Agricultural College. I think there must be some mistake about this, because it is a matter of common knowledge that Mr. Bird's early education was somewhat deficient, through no fault of his own, and that he is not now able to either speak or write pure undefiled English. My thought is that the president of a college should be a scholar as well as a student. I, therefore, feel no hesitation in stating that the candidacy of Mr. Bird would be a mistake in view of his lack of general education and his inability to inspire the respect and confidence of the students of the institution. It is quite natural that Mr. Bird should seek to be vindicated from the aspersions which now rest upon him, but if he seeks vindication in this matter he should also take into consideration the many other charges resting against him and go into the vindication business at wholesale.

California Orange Concerns Adopt Bushel Baskets.

Orange box shooks have advanced nearly 100 per cent. over last season's price. Orange wraps and nails are also higher, so that the material, including shooks, nails, paper, etc., required to put up a box of oranges is going to cost this year approximately 33 cents. This state of affairs has caused many California orange firms to try to secure some sort of a package which should be more economical and equally efficient, particularly for the shipment of the lower grades of fruit which are less able to stand the excessive cost of material. They have come to the conclusion that there is no package which fulfils all requirements as well as the old-fashioned bushel basket, and they are going to adopt the method of shipping at least a portion of their fruit this year in these baskets. This is not altogether an experiment, as it has been tried out to a limited extent for the past two seasons, when the necessity for something different was not so urgent as this year.

Another Accident from Gasoline Lighting.

Maple City, Dec. 24—With burning gasoline charring his right arm, George Mason, the local druggist, was in imminent danger of burning to death the other evening. But for the timely action of people in the store who smothered the flames with their overcoats, it is very probable that his clothes would have become ignited and he would have been terribly injured if not killed.

Mr. Mason had been engaged in filling a lamp with gasoline when some of the fluid was spilled on his hand. As he raised the lamp in place this ran up his coat sleeve. Not thinking of the danger, he lighted a match, setting fire to some of the gasoline which still remained on his hand. In a second the flames had run up his coat sleeve, rendering him

powerless. There were some customers in the store at the time and they, seeing his danger, removed their overcoats and put the flames out by wrapping them around him. His right arm was very badly burned, but no serious complications are looked for.

Failure of a Sand Lake General Dealer.

A voluntary petition in bankruptcy has been filed by Willett J. Lussenden, dealer in general merchandise at Sand Lake, whose indebtedness amounts to \$2,694.02, being divided among his creditors in the following amounts:

Grand Rapids Dry Goods Co.	\$360.70
Geo. Reeder & Co., Grand Rapids	307.31
Hirth, Krause & Co., Grand Rapids	350.42
Otto Weber & Co., Grand Rapids	46.11
Clapp Clothing Co., Grand Rapids	98.83
M. B. & W. Paper Co., Gr'd Rapids	6.95
Putnam Candy Co., Grand Rapids	37.42
Kuppenheimer Cigar Co., G. Rapids	10.00
Brooks Candy Co., Grand Rapids	18.55
Woodhouse Cigar Co., Gr'd Rapids	34.00
Sprague Clothing Co., N. Y.	442.00
Michigan Shoe Co., Detroit	22.29
Straub Bros. & Amiotte, Trav. City	18.24
Parrott, Beal & Co., Chicago	71.28
Uhlman & Co., Chicago	33.50
Fremont Suspender Co., Ohio	30.35
Williamston Knitting Co.	40.46
Stern & Bloch, Toledo, Ohio	345.50
G. Cohen, New York City	170.20
Geo. C. Lussenden, Moline (note)	250.00

All of the above claims are included in a trust mortgage given to John Snitseler, of Grand Rapids, Oct. 24, 1906.

There is money deposited in the bank in favor of Mr. Snitseler to the amount \$117.46. The stock inventories \$900.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Dec. 26—Creamery, fresh, 28@32c; dairy, fresh, 20@22c; poor to common, 18@20c; roll, 22@23c.

Eggs—Fancy candled .33c; choice, 30@32c; cold storage, 24@25c.

Live Poultry—Springs, 10@11c; fowls, 9@11c; ducks, 13@14c; old cox, 8c; geese, 13c; turks, 16@17c.

Dressed Poultry—Fowls, 10@12c; chickens, 10@13c; old cox, 9c; turks, 18@20c.

Beans—Pea, hand-picked, \$1.45; marrow, \$2.25@2.40; mediums, \$1.50@1.60; red kidney, \$2.25@2.40; white kidney, \$2.40@2.50.

Potatoes—White, 40c; mixed and red, 30@35c. Rea & Witzig.

How To Get Gold Out of a Mine.

"You say Luckily made his money in a gold mine?"

"Yes, he sold it to some Eastern people."

BUSINESS CHANCES.

Who will give money to build real auto airship, all improvements made? Address No. 418, care Michigan Tradesman. 418

An experienced and competent, all round advertisement writer and designer of profitable advertising is open for position. Highest references. Address No. 417, care Michigan Tradesman. 417

A good business opportunity. For rent, a modern brick store building. Located in the heart of the business center of the city. General store established at this location for over twenty years and has always enjoyed an excellent trade. Excellent farming country. Size of store, 22x100 feet, three floors which includes a good basement. Brick warehouse in rear of main store. Store well adapted for groceries, dry goods, boots and shoes. Will lease for a term of years at reasonable rental. Address John W. S. Pierston, Owner, Stanton, Mich. 416

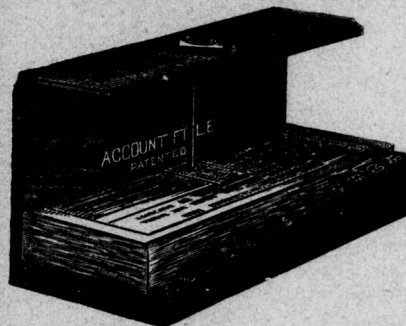
Salesmen Wanted—Reliable men only, in every section to handle a side line. W. H. Goodger's exclusive up-to-date infants' soft-sole shoes. Liberal commission payable on demand. Samples for the spring and summer trade now ready. State territory desired. Address W. H. Goodger, Rochester, N. Y. 415



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

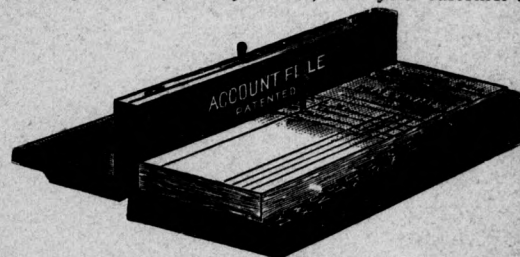
The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

USERS OF OLD STYLE SCALES



are paying every day for a loss in time and goods that would ALMOST PAY THEIR RENT if stopped!



MONEYWEIGHT Scales

will STOP THE LOSS and pay for themselves in one year by saving the waste which your old style scales are losing every day for you.

195,000 MONEYWEIGHT Scales ARE IN USE in the 250,000 Grocery Stores and Meat Markets of the United States—sufficient proof that they are a good investment.

TWO CENTS FOR A STAMP to mail us this Coupon is all it will cost you to investigate the best paying proposition for Butchers and Grocers on the market today. **Don't Wait—Send in this Coupon To-day!**

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

We Are Selling Agents

For the Celebrated

Homer Laughlin's Dinner Wares

White Granite or Ironstone China

Plain White and Decorated Semi-Porcelain

The Very Best of the World's Pottery

Homer Laughlin's China to-day enjoys a most enviable position in the pottery world as the producers of the very highest grade of dinner and toilet ware obtainable, and the constantly growing demand for their goods proves the superiority of their wares.

We have handled their products for several years and our ever increasing trade is evidence of its growing popularity.

To Build Up Your Crockery Trade

You need this ware. Your customers demand the very best and will be only satisfied with the class of dinnerware that retains its original

Purity of Color and Brilliant Lustre

and is of light weight and attractive design and shape. Homer Laughlin's ware meets every one of these requirements. It will not discolor and is **absolutely guaranteed against crazing.** We handle their

WHITE GRANITE

"Cable Shape"

Page 128—Catalog 188

SEMI-PORCELAIN

Colonial Shape

Page 146—Catalog 188

No. 4823 PATTERN

Green Decoration

Page 147—Catalog 188

No. 4830 PATTERN

White and Gold

Page 148—Catalog 188

and other open stock patterns.

Order Your Supply Now

Every commodity has advanced in price, but we are as yet able to furnish Homer Laughlin's ware at the same low figure as heretofore. **Therefor order to-day.** Our agents will call on you shortly with a complete line of dinner and toilet ware

LEONARD CROCKERY CO., Grand Rapids, Mich.