

The True Hero

THE world is charged, and justly, with lavishing too much honor upon the military hero, but this is due largely to the want of a better subject. Mankind is interested always and everywhere in the human side of life. The man who does things appeals to us, and hence the deference paid the military conqueror. But in our day great honor is also paid the man who conquers obdurate nature. The engineer who bridges an impossible chasm, who changes a water course for humanity's sake, who moves mountains and waters deserts—he has great praise. Even the story of an unknown hero wresting success from a rocky farm or behind the counter in an obscure store is full of human interest.

IT is of incalculable consequence to the man himself that he should keep sober and temperate, and it is of even more consequence to his wife and children; for it is a hard and cruel fact that in this life of ours the sins of the man are often visited most heavily upon those whose welfare should be his one special care.

Theodore Roosevelt

A few can touch the magic string
And noisy Fame is proud to win them;
Alas! for those who never sing
But die with all their music in them!

Oliver Wendell Holmes

THE noisy waves are failures, but the great silent tide is a success. Do you know what it is to be failing every day, and yet to be sure that your life is, as a whole, in its great movement and meaning, not failing but succeeding?

Phillips Brooks

O. A. B.

O. A. B.

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Rich and Creamy

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Cheese**

These were made by Governor Warner last June, parafined and placed in cold storage. We are now offering them for sale. If you want something delicious, try them.

Judson Grocer Co.

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Grand Rapids, Mich.

O. A. B.

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Grand Rapids, Mich.

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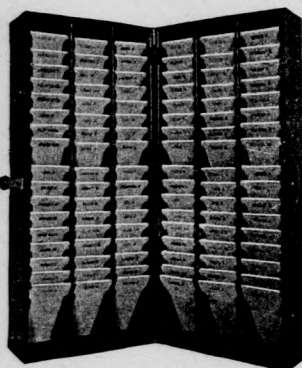
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Pat. March 8, 1898, June 1, 1898, March 10, 1901.



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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 9, 1907

Number 1216

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Grand Rapids, Mich

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Tradesman Company
Grand Rapids

TIP ATWOOD'S SUCCESSOR.

An old, old story in Michigan stands now in a light which may not only fade it from sight forever, but the same light may develop an entirely and altogether satisfying condition of things.

For years the railway corporations in Michigan have dominated the make-up and the administration of the office of State Railroad Commissioner, and the administration or rather the maladministration of that office by Theron W. Atwood has been an excrescence on the nose of our State's political economy. Arrogant, stubborn and conceited beyond measure, Atwood has dodged protests, complaints and petitions when possible and when that device was unavailable he boldly and without qualification neglected and defied the people at the beck and call of the railways. Mr. Atwood was appointed, ostensibly, by the Governor; in reality the distinction was bestowed upon him by the railways.

Now the Governor is called upon to appoint a successor to Mr. Atwood and the people of Michigan have an opportunity to indicate to His Excellency, in an unqualified manner, that they desire to have a say in the matter. It is a privilege to which they are entitled and a matter in which no railroad influence should be allowed to interfere.

As things have been under the Atwood regime, township and village organizations, municipalities, industrial and other traffic producing organizations and individuals have had no source of authority to which they could turn for relief with any hope of receiving the consideration they are entitled to. The moth eaten pigeon-hole devices of cheap politicians have dominated the Railroad Commissioner's office, and when, once in awhile, by continued effort and stubborn persistence, some resource besides the pigeon-hole became necessary, then would come evasion or a shifty transfer of the matter to some other official or a flat "turn-down" without evasion.

The business communities of Michigan want no more of that sort of treatment, and in the belief that the affairs of the Railroad Commissioner's office should be placed in the hands of a thoroughly competent man of unassailable rectitude the Michigan Tradesman joins in the already numerous and enthusiastic nomination of Cassius L. Glasgow, of Nashville, to the office under discussion. Mr. Glasgow is a broad-minded, energetic man of business, whose loyalty to the best interests of our commonwealth is unimpeachable, whose sense of fairness and equity is his strongest characteristic, and who, if appointed to the office by our Governor, will treat both shippers

and carriers with justice and precision. It will be an appointment certain to result in large benefits to our State and can not but reflect to the advantage and benefit of its Chief Executive.

GOOD ROADS.

Early last spring Public Highway Commissioner Horatio S. Earle visited Grand Rapids and, by appointment, had a forenoon session and an afternoon session with the Supervisors of Kent county.

He told them that if they would get busy at once and circulate petitions in their respective townships, asking that the adoption of the County Roads System should be submitted to a vote by the people of Kent county, the matter could be so voted upon at the next (the last) election and that, if the vote carried, State aid could be secured this year.

It was only necessary to secure the signatures of seven freeholders in each township in the county to the petitions in question, and in his own clear, forceful and interesting way Mr. Earle presented the great multitude of facts existing in support of the good roads movement.

The Supervisors were interested and applauded the speaker and the many strong points he made. They did more than that. They asked all sorts of questions and were intelligent and earnest in discussing the proposition. More than that, many of the Supervisors and Township Highway Commissioners agreed to circulate the petitions and secure the necessary signatures, and where a township was not represented at the meetings addressed by Mr. Earle men who were there promised to see that petitions were circulated in such townships.

Mr. Earle returned to Lansing elated. At last he had brought Kent county into line. He left a list of the men who had agreed to circulate the petitions for signatures with the Secretary of the Board of Trade, who had brought about the meeting with the Supervisors, and in due time sent the necessary number of blank petitions to the Secretary. These blanks were immediately forwarded to the men who had promised to circulate them.

The result of all this effort was the return to the Secretary of the Board of Trade of one petition bearing a solitary signature. Later investigation revealed the fact that no effort whatever was made to circulate the petitions by the men who had promised to do so. The only result is that the securing of State aid for good roads in Kent county was postponed two years.

The foregoing narrative tells in detail what may be expected from Supervisors and Highway Commissioners. They are unalterably against

the proposition and can not sustain their position by any argument worthy of good citizenship. It is a case of stubborn ignorance, born of jealousy, selfishness and short-sightedness. They will not learn from many examples as to valuable results obtained at various places in the State—one at Kent City in our own county—through State aid for good roads. Each four corners is jealous of contiguous four corners; Rockford is afraid of Cedar Springs, Lowell shies at Ada, which, in turn, envies Grattan Center and Cascade; Caledonia has no use for Whitneyville and the entire outfit makes faces at Grand Rapids.

And yet the entire farming community of Kent county, as an entity, is in favor of the County Road System and would vote in its favor if given the opportunity. This has been proven to be a fact over and over again through personal enquiry among leading agriculturists who realize the loss of time, effort and money through hauling their products over miserable roads to the various railway stations and through hauling coal and other supplies to their farms. The fear that good roads will injure village merchants, mills and factories has been demonstrated to be groundless time and again. Contrary, there is abundant evidence that they help the villages and the cross-roads business places. Grand Rapids has two inter-urban electric roads entering her limits and it is an unquestionable fact that these roads have been, proportionately, of better value to the farms and villages through which they pass than they are to the city. And there are two other interurbans coming to the city, and the fact just stated will be then demonstrated to the farms and villages they traverse.

However, ignorance and fear are difficult matters to overcome and as good roads for Kent county are an actual necessity, it devolves upon the people of Grand Rapids to see to it that the question is at least submitted to vote by the people of the county. One day's vigorous effort, simultaneously in every township in the county, can secure not the minimum of seven freeholders' signatures to each township petition, but fifty; and that work can and will be done by citizens of Grand Rapids.

It is said that the American Tobacco Co. is flooding China with its cigarettes in the hope of establishing this baneful habit among the people there. Of course that is business and we need business and trade wherever we can get it, but it does seem just a little hard that when the Celestials are trying to get rid of one bad habit they should begin to be pestered with another.

LOCKED VAULT ROBBERY.

Money Abstracted in a Most Mysterious Manner.

"I didn't know you went in for fiction reading," said Ford, casually, pointing at the book I held in my hand.

"I don't," said I.

"Why that book, then?"

The book was a copy of Ferrar's "Unsolvables; or, A Brief History of Impossible Crimes." Ferrar is a retired superintendent of Scotland Yards. Ferrar does not write fiction, professedly. Ferrar writes the truth. His book is a chronicle of his own adventures and experiences. All of his stories are of things understood to have happened. So I said a little curtly: "This isn't fiction. Can't you read the title?"

"I can." Ford was brimming with good humor, after the fashion of men when they are in possession of a good joke which you don't know. "I can read the title, and I have read the book.

"I said the book was fiction. It is. You see that title, 'Unsolvables; or, A Brief History of Impossible Crimes,' to begin with? Now, that's enough to make the work obviously one of fiction. There never was an unsolvable mystery—criminal mystery—in real life. Given the fact of a crime and the possibility of the mystery consequent upon the crime being unsolvable vanishes at once. The crime was committed some way. Consequently it can be solved some way. Some person or persons committed the crime; some person or persons, therefore, are to be connected with it. Assuming that there is in existence the right human intellect—the intellect that can see or discover every possible manner in which the crime might have been committed and trace each clew perfectly—every mystery would be solved, as every mystery is solvable.

"The fact that this intellect is not in existence, or if it is in existence is not available for crime hunting, is all the excuse that can be found for the tales of so-called 'unsolvable mysteries.' The only unsolvable mysteries are the ones of fiction. I will tell you the story of my unsolvable mystery:

"Once upon a time I came face to face with an impossible crime. Money disappeared from a locked and sealed vault without the seals being disturbed. There was no way of entering the vault save through the door that was sealed. The money was placed in the vault, the door closed and sealed in the presence of four men—but the money went out just the same. If anything ever happened that bore more of the earmarks of impossibility, I never heard of it.

"It happened in the office of Bruger & Son, harnessmakers. The house was an old one, established so long ago that the 'Son,' who had been taken into partnership when he had reached the age of 21, was a man of 73 years of age at the time I'm speaking of, and his father had conducted the business for thirty years before the boy came into it. Of course the father was dead, then, but the house had become so well known under the

old name that no change had been made at the old man's death or since, and while there was only one Bruger in the house now, Bruger & Son was the way the checks were signed.

"I'm just telling you this to give you an idea of the sort of house that this happened in, because the nature of the house often determines the nature of the crime or misdemeanor. This house was your typical long established house. Bruger was president. The other partner, Wilkes by name, equally was represented with Bruger in the matter of capital, but Bruger was at the head, with Wilkes as vice-president. Then there was a minor partner named Harris, who was head cashier, and these three men are the only members of the house concerned in this story, though

followed this system of paying off for thirty years, and had never suffered the loss of a cent. It was a part of the week's routine, so they were considerably shocked one day when the cashier opened the vault, looked in the cash box, and found—nothing!

"The cashier sent for Bruger and Wilkes at once, without touching a thing. They came and saw just what he saw—the box was open and the money gone. Bruger's first question was to the point: 'How many men know the combination of the vault?'

"Two, Mr. Bruger," said Harris—"yourself and myself."

"Then you couldn't have locked the vault last night, Harris," said Bruger.

"That's what's the matter, Harris,"

never had been locked, or somebody, unknown to Bruger and Harris, knew the combination. I started to work on these.

"It was impossible to determine positively that the money had been put in the vault. Both head cashier and his assistant swore that it had been. That was as far as I could go there. I discovered that the door had been locked because a book-keeper had neglected to turn in his books in time for Harris to lock them up, and coming to the vault after the cashier had gone remembered giving the door handle a jerk. The combination had been changed the night before, Harris writing it on a piece of paper, showing it to Bruger, and promptly destroying it. It looked bad for Harris, but the moment I began to feel Bruger out on that line I was up against a rock.

"Harris?" he roared. "Not for a minute! Don't waste any time in that direction. If there was one man in this world upon whose honesty my life should depend, I would insist on that man being Harris."

"That's one of the amusing things of this business—the absolute, unshakable confidence which employers repose in old employees, until the old employees skip for Horduras and they are forced to see.

"If I'm going to work to your satisfaction I have to go after every possibility," I replied. "You may know that Harris is an impossibility; I don't. I must find out. If you say, 'Leave Harris alone,' I must leave the whole thing alone."

"Very well, sir," said he. "Here's a check to pay for your services, and no hard feelings on either side."

"Two weeks later I got a telegram from the house. 'Come back,' was all it said. I came. 'What is it?' I asked.

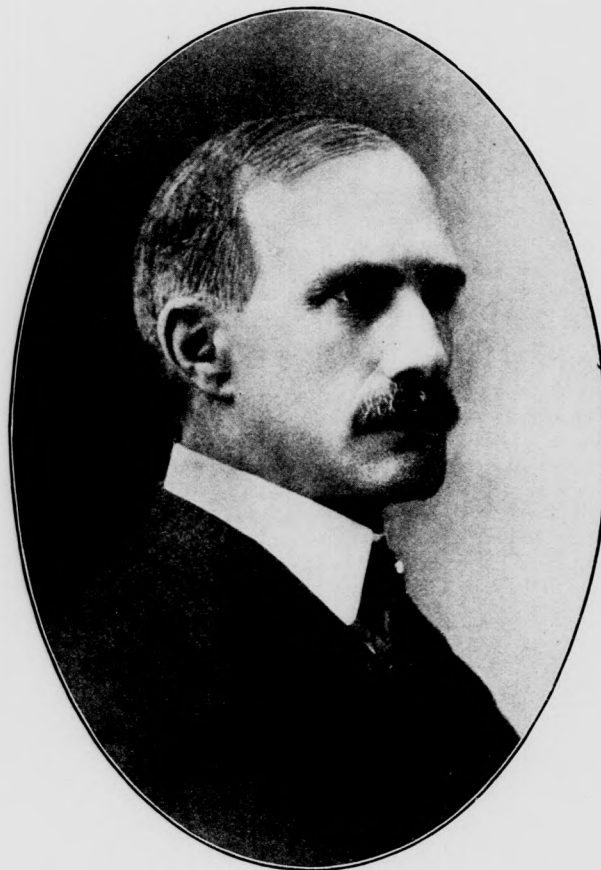
"The cash box was robbed again last night," said Harris.

"The same thing as before," said Bruger. "Only this time we all know that the money was in the box, and that the vault was locked. We were all together here when it was put away. You go to work again, and this time don't stop anywhere."

"Well, it was about the same thing over again. I had no clew; they had no clew to give me. The pay envelopes had been stolen again, and from a locked vault. The three men most concerned, Bruger, Wilkes and Harris, had seen to it that the money was put in the vault, and each had felt the door to satisfy himself that it was locked. In the morning they had gone to the vault together, together had watched the vault being opened, and together had seen the empty cash box. Furthermore, the combination was a new one, agreed upon that night. They had had an expert in and he had assured them that the lock had not been tampered with in any way, and they had searched the body of the vault for a possible hidden entrance with no result.

"It's rather uncanny," said Bruger. "We all know that the money was taken, but it doesn't seem possible that it could have been."

"I beg your pardon," said I, "you know that the money was taken; I don't. As for it being impossible, it



Hon. C. L. Glasgow
Business Men's Candidate for State Railroad Commissioner.

there were other stockholders, the firm being incorporated and the stock held by several men. The house paid its employees weekly. The office was in one corner of the factory building and the pay roll was made up here, the pay being in cash.

"Pay day was Tuesday. On Monday afternoon the head cashier made up the roll, drew the required amount, and, with his assistant, filled the pay envelopes, placed them in a cash box, and placed the whole in the vault. This he did the last thing Monday night, in order to be ready for the paymaster in the morning. The total contents of the cash box amounted to approximately \$1,300, but the vault was a strong one—the most up to date, burglar proof arrangement that money could buy—and the firm had

chimed in Wilkes. 'You must have fallen down.'

"But Harris wouldn't have it that way. 'I've been locking that vault every night for the last thirty years and I haven't left it open yet,' he said. 'In justice to myself I demand that we get in a detective.'

"Quite right," said the officers. So I came in on the job.

"It was the most hopeless sort of a job that anybody ever tackled. There was no more clew to a possible thief than there is to the flight of a bird. Absolutely nothing. The money had been placed in the vault, the door locked, and in the morning the door was still locked, but the money was gone. This was the case. I figured three possibilities: The money never had been put in the vault, the door

wasn't because it's been done. It's plain that the vault was opened some time last night. The question is only one of who besides you two could have done it.

"Yes," said Wilkes, 'that's the question we want you to solve. Go ahead, spend what you want, and take what time you need. For my part, I prefer to adopt another system of paying off, but, as my partners say, it does seem foolish to think that money can be stolen from that vault. Get to work on it.'

"I did, and I found nothing; and if I hadn't had a lot of experience in such things I, too, would have been tempted to look at the matter as something supernatural. Next week the pay roll was made up the same as ever. This time I was on hand when the vault was closed, and this time it was sealed. A lump of red sealing wax was smeared across the slight fissure between the door and the case, and Bruger stamped it with a big seal that he wore on his hand. Then we went home, and I don't suppose any of us slept that night.

"In the morning we broke the seal and found—the money gone!

"The impossible had once more occurred.

"Nobody said a word for a minute. Then Harris said: 'This thing is getting too much for me. Another week of it will drive me crazy. We won't put another cent in that vault until this thing is cleared up. After this the money stays in the bank until Tuesday morning.'

"The other officials agreed with him. It was getting on their nerves, too. Aside from the loss of the money, it was plain to see that they were losing confidence in themselves.

"I stayed away from that office for three days. In that time I slept just one hour, and that was after I had decided that I knew the solution of this unsolvable mystery. There was only one way in which this last robbery could have been accomplished. You follow me? Only one possible way. From every angle but this one the thing was impossible; from this angle it was only a complicated case of double dealing and trickery. Of all angles from which I had studied the case this seemed the most improbable of all.

"I went to Bruger's residence one morning at 3 o'clock. I might mention here that it is agreed that a man goes to pieces easier at 3 in the morning than at any other time of day or night. I saw Bruger alone, and he was in bed, having refused to get up. "Mr. Bruger," I said, 'I have discovered who robbed that vault.'

"You have?" he asked.

"Yes. Why did you do it, Mr. Bruger?" I said suddenly.

"I?"

"Yes. Why did you return to the office the other night, open the vault, steal the money, and put a new seal where the old one had been?"

"I? What do you mean?"

"I mean just what I say. You did it, you and no one else. You did it. I've found the old seal!"

"You couldn't," he cried. 'Damn you, you lying hound, you couldn't

have found it. You hear me, you couldn't; I swallowed it!"

"I laughed and he went to pieces like a child. 'Good God! What have I done!' he cried. 'What have I done!'

"You have put yourself in my power, that's all. I will call on you in your office at 4 this afternoon.' Then I left him.

"At 4 that afternoon I was informed that Mr. Bruger had suffered a slight stroke of paralysis in the left leg which prevented him from coming to the office that day, but here was a note which was to be given to me personally. The note was from Bruger's married daughter, and simply requested that I call at her residence, please. I called. Evidently the woman had been crying all night, for her eyes were red and she looked worn and tired. She gathered herself together when I was shown in.

"I know what you know, Mr. Ford," she said without waiting a second. 'This is the situation: papa's mind had been failing. He somehow conceived the notion that he was going to fail in business, and he took this money and hid it in the mattress of his bed. The money will be returned at once. Now, what are you going to do with papa?"

"Nothing," I said, 'I was working for Mr. Bruger's interest.'

"Thank you," she said.

"And that was the end of it, but for one thing: A few weeks later the announcement was made that Mr. Bruger had retired from business because of failing health."

James Kells.

Live Notes from a Live Town.

Lansing, Jan. 8—The work of remodeling the plant which the Hildreth Manufacturing Co. will occupy as a foundry has been commenced. It is expected to have the building completed by Feb. 1.

W. K. Prudden & Co., makers of automobile wheels, have begun suit by summons against the Hartford Rubber Co., a foreign corporation, for \$2,000. Judge Wiest, of the Circuit Court, now has under advisement a suit of the Hartford Co. against the Prudden Co., in which the plaintiff is trying to recover the balance due on an account.

Raymond W. LeBar, for several years purchasing agent for the New York Graphite Co., with headquarters at Saginaw, has come to this city to take charge of the law department of the State Library.

The Ladies' Auxiliary of Post A, Michigan Knights of the Grip, were very delightfully entertained by Mrs. John C. Saunders at her home, 503 St. Joe street, West, Wednesday afternoon of last week. The Auxiliary pledged \$50 towards the new Y. W. C. A. building and will give a benefit party in the near future. Entertainment was furnished in "500" and refreshments were served.

William M. Hoag and M. H. Krieger have been granted patents on runners for vehicles and William E. Sleight on a beet harvester.

William Spanier, the well-known meat market man, is about to establish a sausage factory in this city. He has secured room in the Thomp-

son building on Washington avenue, North. A wholesale business will be done.

The Citizens Telephone Co. proposes to establish automatic service here, if the people take kindly to it and are willing to pay a slightly increased rate for such service, which, it is claimed, will cost \$100,000 to install. A committee of representative business men will meet shortly to consider the matter with the telephone people. The latter state that those who desire the old service can keep it as long as they wish at the old rate of \$18 for residences and \$24 for business purposes, but the automatic service would necessarily be somewhat higher owing to the cost of installing it.

A short time ago it was announced in the Tradesman that A. C. Stevens, of Stockbridge, had purchased the interest of Jay Smith in the hardware stock of Smith & Barton. This was an error, as C. C. Barton becomes sole owner of the business and will continue it.

Geo. A. Toolan.

Fasting Ability of Swine.

Very few people have any idea of how long swine can live without food, although much has been said about the quantity they can consume. But, believe me, piggie is a record breaker when it comes to living without anything at all to eat.

The incident that I am about to relate occurred in this State and very well illustrates what I have above stated.

A farmer who had driven a large number of hogs into a settlement to sell, after reaching his destination missed a fine black sow. Search was made in every conceivable place without discovering anything of the missing porker.

Weeks passed by and the farmer had given up all hope of ever recovering his lost or stolen property, when, to his surprise, it was found in the cellar of an old abandoned house.

As the house was situated at the edge of the road over which he had driven the hogs, it is supposed that she fell through the rotten flooring upon which she had stepped at some moment when the farmer's eye had wandered in another direction.

When brought up she was a pitiable sight. The skin hung in folds upon her poor, unpadding bones.

Food was given her in small quantities at first, and it was not long before she entirely recovered from her long fast.

On referring to the books recording the sale of the rest of the stock it was learned that three months lacking five days had elapsed, showing that she had sustained life without nourishment for as long a period as the accredited hibernating animals.

The gates of heaven come a little nearer every time a man stoops to sympathize with a child.

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Movements of Merchants.

Howell—Henry Helmer has taken possession of the City market.

Zeeland—The Star Furniture Co. has increased its capital stock from \$30,000 to \$40,000.

Iron Mountain—The Commercial Bank has increased its capital stock from \$50,000 to \$100,000.

Hancock—The Superior Savings Bank, of Hancock, to-day raised its capital from \$50,000 to \$100,000.

Schoolcraft—Henry Wagner, of Vicksburg, will re-engage in the jewelry business here in the drug store of Briggs Bros.

Harbor Springs—S. M. Wibert & Son, of Petoskey, have moved to this place and will open a flour, feed, hay and grain store.

Port Huron—Albert Gaines has purchased the meat stock of F. Beeler and will consolidate the same with his own in his store.

Traverse City—Fred Courtade has purchased the grocery stock of Samuel T. Horton and will continue the business at the same location.

Comfort—A. B. Jones has sold his stock of groceries to Chester Hall and purchased the grocery stock of Frank Wolcott at Green River.

Adrian—Fritz W. Stark, for the past four years and a half employed by the Page Woven Wire Fence Co., will soon open a shoe store.

Benton Harbor—Wm. Pardon, who has been local manager for the Postal Telegraph Co., has resigned that position to take charge of the Mecca cigar store.

Adrian—Wm. F. Schoen and Otto J. Baisch will shortly form a copartnership for the purpose of conducting a men's furnishing goods store. Both gentlemen have had experience in this line.

Three Oaks—W. D. Bremer has retired from the lumber firm of Bremer & Son and will devote his time in the future to the supervision of his farm. His son, W. D. Bremer, will continue the business.

Houghton—Thomas F. Cole and John D. Ryan, the "Amalgamated" mining men, have secured control of the First National Bank of Hancock, four new directors taking the place of the old regime.

Litchfield—Mrs. Minnie Richardson has purchased the bankrupt drug stock of Anna M. Gunnell and will consolidate same with her own, occupying in future the store in which the Gunnell stock is located.

Bessemer—The Italian Store Co. has been incorporated to deal in groceries and flour and feed. The corporation has an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Battle Creek—Geo. Dunlap, formerly of Dunlap & George, grocers at Ypsilanti, has removed to this place and, in partnership with James Jones, will embark in the tea and coffee business. As soon as the entire shipment of machinery arrives the new firm will be ready for business.

Adrian—W. L. Dunbar has resigned his position as Manager and Director of the Adrian Pulley Co. to engage in another line of work in Jackson. Frank W. Prentice has been appointed manager and W. D. Aspinwall superintendent.

Alpena—The Alpena Farm Produce Co. has been incorporated for the purpose of dealing in farm produce, with an authorized capital stock of \$25,000 common and \$25,000 preferred, all of which has been subscribed and paid in in cash.

Fairview—A corporation has been formed for the purpose of conducting a banking business under the style of the Fairview Savings Bank with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Traverse City—A corporation has been formed under the style of the Benjamin Lumber & Land Syndicate to deal in timber, with an authorized capital stock of \$25,000, of which amount 12,500 has been subscribed and \$10,000 paid in in cash.

Traverse City—The Queen City Implement Co., which deals in implements, has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed, \$2,064.76 being paid in in cash and \$5,945.24 in property.

Rogers City—The banking business formerly conducted by C. H. Osgood under the style of the Presque Isle County Bank has been merged into a stock company under the style of the Presque Isle County Savings Bank with an authorized capital stock of \$20,000, all of which has been subscribed.

Fenton—Henry S. Chapin, for the past seventeen years engaged in the grocery business at this place, has sold his stock to M. E. Towne, of Flint, who has taken possession. Mr. Towne was formerly engaged in the grocery business at Carson City. Mr. Chapin will remain in the store with the new proprietor until spring.

Ann Arbor—William Goodyear, the dry goods merchant, has purchased the property now occupied by Merch. Goodrich as a millinery store on Main street, and will move into it next fall. He will remodel it so as to make it conform to the Glazier building now under process of construction and which it will adjoin.

Detroit—Crowley Bros., wholesale dealers in dry goods and men's furnishings, have merged their business into a stock company under the same style with an authorized capital stock of \$250,000 common and \$100,000 preferred. The common stock is held as follows: Jos. J. Crowley, \$125,000; D. T. Crowley, \$62,500, and W. C. Crowley, \$62,500.

Escanaba—Owing to the recent death of C. H. Fenton, Treasurer and manager of the Hill Drug Co., and the fact that Dr. E. R. Tripp, his partner, does not care to take the time from his practice to assume the management of the two stores, it will become a necessity for the stores to change hands. It is understood, although not yet formally announced, that J. J. Sourwine, formerly engaged

in the drug business as a member of the firm of Sourwine & Hartnett, will purchase the stocks.

South Haven—John H. Malbone and A. D. Moore have retired from the Malbone Hardware & Furniture Co. and are succeeded by John S. Malbone, who was the original head of the firm and who, with his four sons, established the business in 1893 under the style of John S. Malbone & Sons. He retired from the business in 1905. John H. Malbone will soon leave for a trip through the South and Mr. Moore will remain in South Haven for some time, but will probably engage in trade at some other place later.

Manufacturing Matters.

Kalamazoo—The capital stock of the Michigan Buggy Co. has been increased from \$100,000 to \$300,000.

Port Huron—The capital stock of the Port Huron Folding Box & Paper Co. has been increased from \$2,000 to \$3,500.

Standish—William Laforce has erected and started a shingle mill near this place, which is cutting about 25,000 shingles a day.

Detroit—The Massnick Manufacturing Co., which manufactures machinery, tools and ties, has increased its capital stock from \$7,000 to \$20,000.

Adrian—E. W. Peterson who manufactures cigars, will be succeeded by C. F. Heitzweibel, who has been employed by Mr. Peterson since he has been in business.

West Branch—Archie McKay has bought about 1,500,000 feet of timber two miles north of this town and will put in a large portable mill to convert it into lumber this winter.

Oscoda—The Hull & Ely sawmill manufactured last season 4,441,250 feet of lumber, of which 3,563,250 feet were for the Solomon Lumber Co. The concern also manufactured 2,639,000 pieces of lath.

Detroit—The Dellorene Toilet Co. has been incorporated for the purpose of manufacturing hair tonic. The company has an authorized capital stock of \$2,000, all of which has been subscribed and \$500 paid in in cash.

Ontonagon—James Norton, a well-known lumberman of Ewen, is conducting three camps on the Baltimore and Middle Branch Rivers and has arranged to put in about 5,000,000 feet of pine for D. J. Norton, of this place.

Central Lake—The Central Lake Boat Manufacturing Co. has been incorporated to manufacture launches. The company has an authorized capital stock of \$3,000, of which amount \$1,640 has been subscribed and \$1,000 paid in in cash.

Traverse City—The American Butter Dish Co., one of Traverse City's more recent corporate acquisitions, is no more, the property formerly belonging to the company having been sold to Wm. Beitner & Son, along with the good will, orders, stock on hand, etc. The business will be continued by the Beitner firm and the entire outfit moved to the Beitner factory.

Adrain—A corporation has been formed under the style of the Ideal Wire Fence Co., which has an author-

ized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$325 being paid in in cash and \$25,000 in property.

Charlotte—The Moll & Thompson Co., which manufactures farm cereals, has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed, \$1,000 being paid in in cash and \$1,500 in property.

Emerson—Chesbrough Bros. have merged their lumber manufacturing business into a stock company under the style of the Chesbrough Lumber Co., which has an authorized capital stock of \$4,000, all of which has been subscribed and paid in in cash.

Grayling—Hartwick & Woodfield, who are interested in manufacturing lumber here and at Johannesburg and Lewiston, are establishing retail yards in various localities in the State. They are arranging to establish a yard at Cass City early in the spring.

Alden—Dexter R. Ford and Geo. A. Dunn have formed a copartnership for the manufacture of lumber, lath and shingles. Their mill will be located about five miles east of Alden and they will have a yard in the village. They are now installing their machinery.

Cedar Springs—A corporation has been formed to manufacture cement blocks under the name of the Perrin Bros., Dorman & Ritchie Co. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,250 paid in in cash and \$3,750 in property.

Detroit—Wm. W. Vaughn, manufacturer of pickles, preserves and catsups, has formed a new company under the style of the Vacuum Seal Co. to manufacture glassware, with an authorized capital stock of \$500,000, of which amount \$250,000 has been subscribed and paid in in property.

Detroit—A new company has been incorporated under the style of the J. P. Wadell Show Case & Cabinet Co., which will manufacture show cases and store fixtures, having an established capital stock of \$65,000, of which amount \$55,900 has been subscribed, \$2,500 being paid in in cash and \$4,500 in property.

Menominee—Shippers in this vicinity are having great difficulty in getting cars to handle their product. The I. Stephenson Company, of Wells, can not get half the cars it asks for, and the same is true of the J. W. Wells Co. The Diamond Match Co., Wallace McPherson, the R. M. Weidemann Co. and other local lumber concerns have been having great difficulty in getting cars, but report that the situation has shown considerable improvement during the last ten days or two weeks. Arthur C. Morbeck, formerly of this city, who was in the city last week, states that in Idaho, where he is located, not as much lumber has been shipped out as last year, although the product of the mills has been much larger. He reports the Great Northern as having given better service than the Northern Pacific and says there is a wide spread impression throughout the west that the shortage in some localities is due to stock jobbery and manipulation.



The Grocery Market.

Sugar—The situation is unchanged. Raws are steady at ruling quotations. Refined sugar is unchanged also, and seems liable to decline almost any day. It should be lower now. The margin between raw and refined is now about 1.06, against from 70 to 80 points last year. The demand for refined sugar is light. The outlook for the sugar business of 1907 is an encouraging one. The world's production again promises to be large, although the yield, according to last estimates, will be a trifle less than in 1906, possibly about 250,000 tons. This decrease is exclusively in Europe. Cuba, on the other hand, is expected to produce 1,300,000 tons of cane sugar against 1,178,000 tons in 1906. Puerto Rico's crop is estimated at 40,000 tons more than last year, and Java 50,000 tons. The only decrease of importance in the cane crops is in Louisiana, where the yield is estimated at from 100,000 to 115,000 tons less than last season's crop. The total production of cane sugar in 1907 is expected to be about the same as in 1906, perhaps a few thousand tons more. During the next two months or ten weeks pressure to sell is expected to be an ever present factor, as not only Cuba but also Puerto Rico and San Domingo will be seeking a market for their supplies. Prices, therefore, are not expected to show any improvement of consequence until early spring. In fact, many of the trade consider it possible that the low point for raw sugar values has not as yet been touched. The indications are that the low point of the market will be reached this season at an earlier date than last year. The prevailing idea seems to be that bottom prices will rule during the month of February.

Tea—Indications still point to an active market after the turn of the year. Buyers continue to display interest in basket-fired Japans, which are firm under limited offerings. Indias, Ceylons and Congous are well maintained at former quotations.

Coffee—Rio and Santos grades are unchanged. The demand for coffee is light. Java and Mocha are firm and unchanged; demand good. Mild coffees are unchanged and in slow demand.

Canned Goods—The lull in the demand for tomatoes is believed to be only temporary and brokers are looking for an active campaign as soon as business opens. Maryland packers are not at all anxious to sell futures on the basis of prices now obtainable, and there is a general disposition to mark up quotations, particularly on gallons. Spot tomatoes also are dull, but holders make no effort to force business. Future Western and New York peas, another of the few active commodities, also came in for little attention, but as many of the packers are reported to be already well sold up the market remained firm. In other canned vege-

tables the market was extremely quiet. In canned fruits offerings of all varieties are unusually light for the season, and the market has an advancing tendency, but for the time being business is confined chiefly to the movement of stocks from jobber to retailer. The demand for domestic sardines continued active and orders were received for many carloads, some of which, it was said, would probably have to be turned down. Salmon was quiet but firm. Oysters remain scarce.

Dried Fruits—Apricots are moving out as rapidly as they come in at unchanged prices. Raisins are unchanged. Loose are scarce and strong, and seeded goods are still high also. Apples are very dull and show no change in price. Prunes on spot are quiet. Some could be sold at the old prices, but buyers are chary of paying the new prices. The coast is very firm on prices, the ruling basis being about 3c. Size 40s are almost out of the market. Very little is doing in peaches, the price on which, however, is still maintained. Currants declined 1c per pound in New York, owing to increased supply. The demand just now is quiet.

Rice—The market is steady to firm on the basis of former quotations, with prices showing particular strength, owing to limited supplies. There is no news of importance from the south.

Syrups and Molasses—The demand was somewhat light, but the undertone remained firm in sympathy with conditions ruling in the south. Nothing has developed as yet in regard to the foreign grades.

Provisions—Prices throughout are unchanged, both as to sugar-pickled and smoked meats. A scarcity of hogs is reported, however, over the entire country, and lower prices seem unlikely. Pure and compound lard are firm and unchanged. Barrel pork is dull. Canned meats and dried beef are both very quiet at ruling quotations.

Fish—Cod, hake and haddock are only in light demand at firm prices. Foreign sardines are firm and quiet. Domestic sardines show no change, except the recently reported advance to take place this month. The demand is light. Salmon are very dull at steady prices. Mackerel of all grades are steadily maintained and quiet.

Annual Meeting of the Lansing Grocers.

Lansing, Jan. 8—The Lansing Retail Grocers' Association held a meeting last night and elected their officers for the coming year:

President—C. E. Cady.
Vice-President—D. Glenn.
Treasurer—A. P. Walker.
Secretary—F. J. Christopher.

We also elected the following delegates to the State convention to be held in Grand Rapids in February:

D. Glenn, F. Hoff, C. E. Cady, H. Millen, F. G. Rouser, A. E. Carman, H. E. Turney, C. B. Leonard, F. J. Christopher, A. P. Walker and E. L. Boughner.

The Association will, in the near future, hold a banquet and smoker at the Hotel Downey. D. Glenn.

The Produce Market.

Apples—Spys, \$3; Wagners, \$3; Baldwins, \$2.50; Greenings, \$2.50; Tallman Sweets, \$2.25; Kings, \$3. Prices are firm and demand is excellent. There is plenty of good fancy stock in market and this is about the only thing which now shows any activity.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The market is firm and unchanged. The receipts are still light and the trade not so good as it was a week ago. This is to be expected after the holidays. All grades are unchanged in price, and a better trade can be expected from now on, probably at unchanged prices, until the demand shows a considerable improvement. Storage butter is still saving the market from extreme high prices, as the make of fresh is still much smaller than it should be. Creamery ranges from 32c for No. 1 to 33c for extra; dairy grades fetch 25c for No. 1 and 18c for packing stock; renovated, 25c.

Cabbage—60c per doz.

Celery—28c per bunch for Jumbo.

Chestnuts—12c 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.

Eggs—The market was weak and unsettled until to-day, when the advent of cold weather stiffened the backs of country shippers and local handlers. The future of the market depends entirely on the weather. If the present cold snap continues the market will be apt to remain steady. If, on the other hand, the weather should soften, the price will recede rapidly. Fresh commands 24c for case count and 27c for candled. Storage stock is fairly steady at 23c.

Cheese—The demand is still very dull, owing to the light consumptive demand for this season. The extremely high prices have curtailed consumption even more than usual, but stocks everywhere are light and no further decline is likely. Stocks are all in strong hands, and if any decline comes it will likely be late in the spring.

Grapes—Malagas command \$5@6 per keg.

Grape Fruit—Florida commands \$4 for either 54s or 64s.

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

Lemons—Californias are weak at \$4 and Messinas are in small demand at \$3.75.

Lettuce—15c per lb. for hot house.

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

Oranges—Floridas are steady at \$3. California Navels range from \$2.75 for choice to \$3 for extra choice and \$3.25 for fancy. The demand for Navels continues surprisingly good after the holidays. With each car received there is improvement in color and flavor and the fruit now coming in is really of fine quality. Medium sized oranges are preferred and the probabilities are that in a short time the trade will be looking for the smaller size. One feature of the California orange business this year is that the fruit from Southern Califor-

nia is large, while that from Northern California is universally small. The greater majority of the California fruit this year will run to large sizes. Last year it ran mostly small.

Parsley—40c per doz. bunches.

Potatoes—35@40c per bu.

Squash—Hubbard—1c per lb.

Sweet Potatoes—\$3.50 per bbl. for kiln dried Jerseys.

The Grain Market.

Wheat has suffered a decline the past ten days of about 1½c per bushel, the May option closing at from 75@76c the past two or three days, 75c being the lowest point reached, which is about 12c per bushel cheaper than the range in price of one year ago. The visible supply showed an increase for the past week of 1,041,000 bushels and corn 1,204,000 bushels, and a decrease in oats of 156,000 bushels, rye 44,000 bushels and barley 637,000 bushels. There was quite a free movement of wheat started from farmers before and during the holiday week on account of the general good condition of country roads and the need of tax money, and this grain has been coming forward from elevators as fast as cars could be secured in which to handle the same.

Prices of corn are fairly well maintained. May corn is about unchanged, while July has suffered a loss of about ½c per bushel. The visible supply is now at 5,833,000 bushels, compared with 12,819,000 bushels one year ago and 10,919,000 bushels two years ago. The quality now moving, as a rule, is fine.

Oats are unchanged. There is some improvement in the demand for the cash grain. Futures have shown a slight advance. No. 3 white cash is now quoted in Detroit at 37½c per bushel.

Buckwheat has been quiet the past ten days owing to the mild condition of the weather, which has also made grinding unprofitable, but with the present sudden change in the weather the trade should pick up very materially. L. Fred Peabody.

Notice of Change of Firm.

Hesperia, Jan. 4—The firm of Fisher Brothers is dissolved. Wm. Fisher continues in business and assumes all responsibility and pays all debts. David Fisher and Isaac Fisher withdraw, receiving no benefits from said firm, and will pay no debts now against the stock of goods nor any contracts made after this date.

David Fisher,
Isaac Fisher.

The Oliver Machinery Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$100,000 common and \$50,000 preferred, of which amount \$100,000 has been subscribed and paid in property. The stockholders are Jos. W. Oliver, A. N. Spencer, S. D. Thompson and Geo. M. Winegar.

W. F. Kern and C. S. Voegelé are in town for a fortnight or more in the interest of the American Slicing Machine Co. They are located at the Morton House and have already begun to make good.



All Other Goods Subservient To the Linen Sales.

Clean, cleaner, cleanest is the characteristic of the dry goods and department store windows, this week and last, all on account of the annual January linen sales.

No one wearing petticoats needs an iota of coaxing into the mood to lay in a stock of linen for the table or other household use or for personal adornment, for from Bible times down to the present it is proverbial that women love fine linen.

"Bought anything yet at the linen sales? Course you have—foolish in me to ask you that!" goes the rounds, and poor, indeed, is she in purse who is constrained to answer, "Nay."

Each year the white flax goods, and cotton fabrics, too, grow more beautiful, more irresistible. It's a pleasure, an intense delight just to gaze one's fill in the windows, even if one may not purchase one penny's worth.

Those linen windows look best whose units balance each other as to adjustment.

With one white goods window I was especially pleased. To begin with, the floor was of plain green. Four mahogany pedestals were employed with effect, in groups of two, one placed above the other, with a long glass shelf between and a glass shelf on top of the upper one. Covering each shelf entirely and hanging far over the edge were long dresser scarves of linen with wide Cluny lace going all around. On each of the upper glass shelves bolts of napkins were opened a trifle, in V shape, with the fold toward the front, and a scalloped doily on the top. In the center rose a nickel fixture having a rod at the top, on which was evenly hung another long lace trimmed dresser scarf. In the center of the window near the glass front was a good sized oak stand holding an easel-back frame, in which was a large green clover leaf lettered as follows:

Shamrock
Table
and
Household
Linens
Guaranteed Irish
Manufacture

At the top of the above, and inside the large one was a tiny clover leaf with the words "Trade Mark" in the middle and "The Facsimile" at the left of this and "of ticket" at the right. The frame, a narrow one, stood on a very elaborate lace-bordered lunch cloth.

Lace seems applied to everything in the way of linen this season. Some dainty little lace-edged finger bowl doilies were observed. A set of these makes a nice little present if one's income is too meager to indulge in expensive gifts notwithstanding one's extravagant inclinations.

In this handsome window I noticed something new in the shape of

fixtures: They had a blue and white decorated, cone-shaped china base, surmounted by a nickel rod and glass shelf adjustable to any angle.

* * *

Steketee's four windows look very nice. All the backgrounds and floors are done in a serviceable shade of tan, the separations of the former being broad folds of coarse-meshed white cloth, with big rosettes of the same white goods at the top.

Many bedspreads are here shown and embroideries, also shirt waists and filmy robes in evening shades ready to be set together with a few stitches. This new way of the manufacturer is very handy for the home dressmaker, as such garments are easy to finish up, even by an amateur at the business.

Some of the embroidery designs are odd enough. One is a combination of long-stemmed roses, buds and leaves, alternating with large crescents composed of eyelets irregular in outline.

The robes run to deep ruffles at the feet, surmounted by shirring, above which are wide panels of embroidery reaching nearly or quite to the belt.

One Steketee window is devoted entirely to children's undergarments, a placard reading:

Special Reductions
Infants'
Muslin Wear

The rose, the daisy and the fleur-de-lis seem to be the favorite flowers in the embroidered bands and edgings.

* * *

Some of the shoe stores are getting up some wonderfully harmoniously-shaded or contrasted floors for their exhibits. One has coffee-colored moire with a surrounding rope composed of ecru, sage green and old rose strands. Another shoe window floor is covered with a soft pink, with a border of dull sage green four inches wide. Separating the two wool colors is a band of white broadcloth about three inches wide, with a half-inch flat gilt braid on each side of it. What could be better to show off men's low black footwear?

* * *

One of the jewelry stores has a window disposed as in the first-mentioned linen display: the units are symmetrically placed. The floor and low-curtained sides are black, perhaps to save expense of renewing so often as those particular merchants are obliged to because the factory soot ruins anything of a light description. One such merchant tells me that the frequent discarding he is compelled to do for this reason is a waste almost unbelievable. He always endeavors, in selecting delicate materials, to get something that may be reversed. In this way he is able to save a little.

But to return to the other dealer in gems:

A number of velvet ring cases are used—just as they are picked out of the show cases. The rings in these cases are all different as to the chasing, but the precious stones in each are all the same. One ring box has all garnets, another has nothing but rubies, a third contains only opals. Small boxes are placed equidistant

underneath the black cloth and on these are the different articles. There are two groups of three knives each, laid diagonally. Ladies' and gentlemen's watches are at either side, while two diminutive clocks tick contentedly away in their silver horse-shoe easels, to which they are secured with narrow straps of leather. There are, perhaps, a dozen elaborately-encrusted secret-order and signet rings. In the very back the programme of "everything even" is varied a bit. A costly glass-encased clock in the center strikes the eye incidentally—and the hours regularly. This is flanked by two cut glass berry dishes. At the extreme right is a fancy clock, smaller than the one in the center, while at the very left is an electrolier, with a thick triangular silver base and a triangular shade, also of heavy silver, made up of flowers and foliage, showing the light through the interstices. The bead fringe is grass green in color. 'Tis a fine piece of hand-workmanship. This, being taller than the clock opposite, stands next the wall.

* * *

Frederic A. Wurzburg is always delivering new sorts of goods from his art store, which glows and grows in beauty every day. This time we see in one of the small—but ever interesting—windows half a dozen embroidered candle shades, finished on the edges with a narrow flat braid or fluting of ribbon to match the main tone of the shades. To my mind the most unique is the red canvas one embroidered with black dragon-flies, their long slender bodies being of a buff tint. Another is done in wild roses. Then there's a daisy shade, and others have smaller flowers and conventional scroll designs, all being neatly gotten together. Indeed, all the fancy work turned out by this store will bear inspection.

* * *

The Baxter Co.'s windows have compelling power to call a halt in the footsteps of men and women alike, and even children are often seen in front of them. This company fully realizes the value of mirrors to apparently increase the space. These are so numerous that the goods seem twice as many as there actually are.

One inconspicuous card gives the following information:

These Exclusive Patterns
Made
To
Measure
\$3.50

This shirting window looks like the best of those illustrated in window trimmers' special publications. On the floor next the glass are six bolts of the "exclusive patterns," all unrolled a trifle and bunched loosely on top of the bolts. At the rear are three pedestals, the center being the highest. All are wound slackly with the striped and checked shirtings, the drapings ending with a bolt lying on top of each pedestal. The center one has another piece of the goods lightly bunched on the bolt, while the drapings of the side units are carried way to the top of the background, where they hang over a nickel rod projecting from each side

of the window frame. In front of the high central pedestal is a low one with a shirt made up, to show how the "exclusive patterns" appear in the finish. This has attached cuffs, with flat oval gold links, and white wing collar, with a tied black four-in-hand $2\frac{1}{4}$ inches wide.

Another section has only made-up shirts of pink and blue, with a fine white stripe. These are all decked out with white wing collars and brocaded black four-in-hands of the vogue width.

* * *

A drug store is displaying a somewhat crude novelty in the line of cards, about 6x8 inches, with comic pictures and wording, each having reference to the figure of the exaggerated dude with a half of a nut for the head. The following sentence is on one of these aiming-to-be-funny cards:

The farther you go the nuttier they get—and you live in the last house!

Sent the Customer Away Well Satisfied.

Written for the Tradesman.

There's a bright salesgirl down on Blank street who gets around difficult occurrences with natural acumen. I was witness to a little encounter the other day where she did not come off "second best."

Her goods are gloves and she's just the right sort of person to conduct such a department. She is neat and amiable. She has patience. She possesses a true eye for shades. She is a good judge of human nature—especially that part of human nature which is distinctively feminine. What more is needed in a glove clerk?

A lady brought in some gloves to exchange. They had been bought at a sale a day or two before. They were silk gloves of a very peculiar shade of blue—not exactly an Alice blue and not exactly a ciel blue.

"There's a damaged place in one of these gloves," began the lady, with what were meant to be an extremely conciliatory tone and suave manner, a trifle out of breath in the effort to perform a disagreeable task, running her fingers down the gloves and stretching them at the sides.

The girl bent her head over the mended place in the gloves, then raised her head with a merry laugh.

"Oh," said she, "we won't charge you anything for the darn. It's such a little defect anyway, and, as it is, you are getting a dollar pair of silk gloves for fifty cents. You are to the good let me assure you. A dollar pair of silk gloves for half price—just think of it."

And that's the way that tactful clerk jollied a dissatisfied customer—dwelling strongly on the price and sliding gracefully over the darn—a patron who had come in with an exchange or a return in view, and who left the store perfectly content with her bargain, especially after the statement, adroitly added, that "a dozen different ladies had been in the store the afternoon before enquiring for that very sort of gloves she had purchased, and they were 'all out' and couldn't be served with them." B.

EXACTING CUSTOMERS.

Story of Grocer Who Became a Delivery Boy.

Written for the Tradesman.

The grocer stood on the sidewalk in front of the store, looking anxiously up and down the street. The delivery boy had been gone a long time on a short route, and the grocer was angry. There had been a rush of trade that morning, and the buyers would want their goods in time for dinner. Presently the delivery boy rounded out of a cross street and whirled up in front of the store.

"What's the trouble?" asked the grocer, as soon as the boy landed on the walk.

The boy looked at his employer with wide open eyes.

"Trouble?" he repeated. "Nothin'."

"You ought to have been back here an hour ago," growled the grocer.

"Hour nothin'," said the boy, shortly. "If I hadn't got me little brudder to take a bundle over to Howard street I wouldn't be here now."

"Well, you'll be late with all these other orders," said the grocer, "and I want to know the why of it. If the routes are too long I'll have to get another wagon."

"Say," grinned the boy, "youse tells me to be 'commodatin' to t'e customers?"

"Certainly."

"An' handle t'e goods careful, an' put 'em w'ere t'ey wants 'em?"

"Of course. I can't spend my money building up a trade and then have it ruined by a careless or impudent delivery boy."

"An' I'm to be nice an' polite w'en I goes into t'e houses?"

"Yes, yes. What are you getting into your head?"

"You just come out wit' me on t'e nex' trip," grinned the boy, "an' see w'at a lot of lobsters you've got for customers."

"Nice people all of them, I take it," said the grocer, "although I haven't been here long enough to meet many of them personally. I really would like to go out on a trip with you so as to see where they live."

The boy began lugging the parcels out to the wagon. The grocer began packing them in, thinking over the idea suggested by the boy.

"All right," he said, when the goods were all in the wagon, "I think I'll ride around with you for a short time. The morning rush is over in the store, and there are goods in the load which ought to be delivered at once. Perhaps I can hurry the thing through by going along."

The boy looked his employer over, grinning.

"Say," he said, "t'ey don't know youse. Put on a little flat cap an' a ragged coat an' help me carry t'e goods into t'e houses. They'll t'ink you're a new delivery boy. T'en you'll see!"

The grocer laughed at the notion. He was young and ambitious. He had bought the store only a week before and was anxious to become personally acquainted with his customers as soon as possible. Originally his idea in making the trip with the boy had been to make polite enquiries concerning the service, but he

now saw that it might be well to do as the boy suggested. So he put on a little flat cap and one of the boy's old coats and mounted the seat. His face was smooth and ruddy, and he looked the typical delivery boy in his new rig. The boy laughed as they started away.

"T'e orders is to be polite to customers," the boy said, with a wink, "no matter w'at t'ey says to youse. You'll see!"

"That's what I'm here for," replied the merchant, who rather admired the easy independence of the boy.

Presently the wagon turned into an alley and stopped at the rear of a fine house facing a fashionable street.

"T'ere's a lot of stuff for t'is joint," said the boy. "I'll t'row out t'e weight an' we'll both go in. See?"

The grocer got out of the wagon and took a basket on one arm and a sack of flour in the other. The boy was moving along with a smaller load.

"Here," said the grocer, "put that stuff on the basket. There's no use of us both going in. Get the stuff in order for the next delivery. It took too long to get this out of the wagon."

The boy opened the alley gate and the grocer went on into the yard. Reaching the top of the back steps he set down the basket and knocked on the door. There was no response, and he knocked again. Still no response. He could hear some one moving about on the inside, but no one came to open the door. He was becoming slightly ruffled in feelings, and wondered how often such delays occurred.

He rapped again, louder than before. Then came a voice from the inside:

"Don't break the door down! Wait a minute, can't you?"

The grocer thought he had waited a minute too long already, but he made another draft on his stock of patience and waited. Presently the door was opened a crack and he caught sight of about an inch, lengthwise, of a pale, aristocratic face, the nose of which was red at the end.

"The servant is away," said the woman, "and you'll have to wait until I get this floor mopped up and then carry the goods down into the basement for me."

The grocer was about to urge haste, but he remembered his directions to the boy and simply said, "All right, Miss."

And he waited and waited. He heard the woman moving chairs and hauling things about the room. Then the swish of water. Then the shrill cries of a child. It was quite evident to the waiting man that the lady of the house was giving little Johnny or little Susie a bath in the kitchen. He could have stood the waiting fairly well, only the face of the delivery boy kept obtruding itself at the alley gate! The boy was evidently having the time of his life.

After a long time the door was opened and the grocer stepped into the kitchen with the packages. The woman looked cross and vicious.

"Carry them into the basement,"

she said. "There! Through that door."

The grocer started along with his load. Then the woman came again: "Wait," she said. "I may as well sort out some of the stuff."

He set the basket on the table and she bent over it. She didn't know what she wanted to sort out, and she hesitated and loitered over the job until the grocer was ready to go through the roof. He was glad the delivery boy was not there to see! In a moment the woman broke out:

"It seems to me that there're awful short weights here. I guess that new man is a skin! I've been warned against him already. I'll just see if some of these things are full weight before I accept them."

She took down an old pair of steel-yards and leisurely weighed the bundles. They all stood the test, but the grocer did not. He turned toward the door to hide his angry eyes. The boy was sitting on the wagon rolling a cigarette.

"Well," said the woman, "you may as well carry the stuff down into the basement. I guess it's as near right as we are likely to get of that new man. What has he done with that other delivery boy? He was a monkey for mischief, and you look just like him. Don't stumble over the things on the stairs. There! You have dropped that package of ham on the dirty floor. You can just take it back and bring some more. No, sir. I know it is not clean! I don't care if the paper is still whole. There. I hope I'll get rid of you now. You tell that new boss that he must get his stuff here earlier. This is not in time for dinner."

"It was when I got here with it," said the grocer. He had held in too long, and spoke almost involuntarily.

"None of your impudence!" said the woman. "I let you in as soon as I could. I'll report you for your impudence. Now, get out."

The grocer got out and went back to the wagon with his basket. The boy looked at him curiously, but did not say a word. The grocer was not doing much talking himself about that time. The boy urged the horse into what seemed a violation of the city ordinance concerning speed, but the grocer did not object. Finally the boy turned down a side street.

"T'ere's a lot of orders here," he said. "We can get 'em all in if we cuts out t'e other end of the route. Can't get 'em all in by noon now."

"All right," said the grocer.

At the next place the grocer entered the woman of the house kept him waiting while she added up the memorandum of account and counted out the money. She was about a dollar shy in her payment, and it took the grocer a long time to con-

vince her of the fact. Farther down the street he got into a tangle with a bulldog, and had to wait about ten minutes before his owner came and called him off. By this time the grocer was too disgusted to proceed on the trip. He left the wagon and footed it half a mile back to the store. It provoked him to see the grin on the boy's face as he turned away.

"If customers would only have a little sense in dealing with delivery boys," he thought, as he turned into his place of business, "they would not have as much trouble in getting things on time. I guess that boy is all right, after all." Alfred B. Tozer.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 9—Creamery, fresh 28@32c; dairy, fresh, 20@22c; poor to common, 18@20c; roll, 22@23c.

Eggs—Fancy candled, 30c; choice, 28@29c; cold storage, 21@22c.

Live Poultry — Springs, 11@12c; fowls, 10@11c; ducks, 13@14c; old cox, 8c; geese, 13c; turkeys, 15@16c.

Dressed Poultry—Fowls, 11@13c; chickens, 12@14c; old cox, 9c; turkeys, 18@20c; ducks, 14@16c; geese, 11@13c.

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, 35@40c; mixed and red, 30@32c. Rea & Witzig.

Cured Himself of Gambling.

From Singapore comes the story of a Chinese cook who had been addicted to gambling, but repented his evil ways. Finding that his debts were accumulating day by day he went into the kitchen and chopped off the forefinger of his left hand as a self-punishment and warning to himself that he must relinquish this evil habit of gambling in the future. He became unconscious through the pain, but was brought round again in a few minutes.

England's Automobile Work.

About \$60,000,000 is at present invested in England in the manufacture of motor wagons. About 250,000 men are employed as chauffeurs, etc., and their wages aggregate \$75,000,000 a year.

Birds Fly 150 Miles an Hour.

The vulture can travel 150 miles an hour. It is a question whether it or the English kestrel is the swiftest bird.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, January 9, 1907

MUST ACT PROMPTLY.

A gauge of the capabilities and character of a man—a definite and reliable one—is the recorded opinion of him by those with whom he has been connected for a time sufficient, and under circumstances adequate, to establish the basis for an unbiased, reliable expression. In close communion, season after season, in business competitions and social life, inevitably and repeatedly arise conditions which demonstrate to a community the characteristics, by long association bared to its mental and physical vision, of a specific member of it, and the community is quick to establish, and with good judgment, an estimate of that member. When that judgment is rendered it may be regarded as a definite determination of the type of the subject; and the community usually is not at all disposed to be laggard in recording its very frank judgment.

Fortunate is the man of whom the verdict is favorable. It fixes a status that is not ephemeral, for it is born of real intimacy with its subject. It extends beyond the confines of the community and carries conviction as it travels.

The merchants of Michigan now have an opportunity to place one of their members in the position of State Railroad Commissioner by bringing the name of Cassius L. Glasgow so prominently to the attention of Governor Warner that he can not avoid making the appointment. The fiasco in Tip Atwood's career has opened the door of opportunity for the mercantile interests of the State, and the frequency with which letters of endorsement are forwarded to the Governor will show how much in earnest the merchants of Michigan are in their frequently-repeated assurances that they would like to see professional politicians shoved aside for once and the mercantile interests recognized by the selection of a worthy representative of their profession. Mr. Glasgow consented to permit the use of his name in this connection less than a week ago, but the announcement was received with such hearty encouragement from all parts of the State that Mr. Glasgow's friends naturally feel very much elated over the situation.

The Tradesman is in no sense of the word a political paper and has

never taken part in any political movement or campaign. Mr. Glasgow is a stalwart Republican and the next State Railroad Commissioner must necessarily be of the same political faith. Not because he is a Republican, but because he is a merchant and also because he is faithful and honest and reliable and capable, the Tradesman takes pleasure in urging the merchants of Michigan, irrespective of their political faith or their party affiliations, to immediately write Governor Warner urgent letters, requesting the appointment of Mr. Glasgow solely on the ground that he is an honest man and a worthy exponent of an interest which has never been represented in the office of State Railroad Commissioner.

Secretary Root is doing a great deal of work which is not brought to the notice of the public. It will be remembered that he has repeatedly urged a law which would put the entire Department of State on a civil service basis. Such a law has not been passed, but the Secretary has himself been renovating his Department and where possible has followed the spirit at least of his recommendations. Since the administration of Jackson, up to which time our Department of State had more business in foreign diplomacy than it has had since, things in Mr. Root's department have got a little awry, due, no doubt, to the time required by exacting affairs at home. Now they are getting better and the purpose, which is to make the Department of State a smoothly running machine, appears to be on the road to accomplishment. It is up to Congress to put on the finishing touches.

The distribution of free seeds by congressmen has caused much discussion and bitter feeling and a plan is now on foot to get rid of both by taking the \$150,000 now spent yearly for seeds and devoting it to the establishment of model farms in each state. That amount of money would employ 100 men at \$1,500 per and two in each state and a few to look around in a general way could be provided. Each congressional district could have a model farm for the instruction of the constituents of the erstwhile seedy representative. There is no need for the seeds and not absolutely for the model farms, but that \$150,000 must be spent, you know, and the farm proposition looks better.

Railroads which some time ago adopted the plan of hiring no new men past 35 years of age are giving up that Osleric idea, and are using their judgment in each case as to whether or no a man is fit. Age is no criterion of ability, experience counts often for more than ability, and some men over 35 are pretty agile besides. When responsible work is to be done, responsibility is to be looked for, not some superficial mark.

It is worth while to sow kindness even although the only fruit should be the memory of the sowing.

A little ancient faith may be worth a lot of modern fog.

MANUAL TRAINING METHODS.

Recently Mr. William Widdicomb, in discussing Grand Rapids as a furniture manufacturing center, adverted to our city's lack of manual training facilities for the development of skilled artisans in the various departments of furniture making. It is a singular oversight that in a city where there is a constant demand for designers, hand carvers, tool makers, cabinet makers, and the like, there is no specific, well-directed effort to train school boys along those lines.

Just now there are scores of healthy, bright and ambitious boys about to leave school and become wage earners rather than enter high school for further study. They go to work mainly from choice and, being residents of Grand Rapids, they will turn naturally to the offices and factories of this city for employment. Had they received such manual training as it is easily possible to bestow they might at once begin earning from \$10 to \$12 a week. As it is, they will be required to begin at the primary work and advance themselves according to their aptitude and industry.

The government of France provides various strictly industrial art schools, the chief ones being the Germain Pilon School, the Bernard Palissy School, the Diderot School, the Dorian School, the Estienne School, the Alembert School, the Polytechnic Association and, finally, the great Ecole des Beaux Arts.

The Pilon School receives only day pupils, the age of admission being 14 years. There is no formal examination of pupils, but a candidate for admission is required to execute a geometrical drawing to demonstrate his artistic aptitude and to write a short composition to show his scholarship and general intelligence. The course of instruction fills three years, divided as follows:

First year: Geometry, decoration, architecture, water color, sepia and black and white drawing and modeling.

Second year: Perspective, anatomy and geometrical drawing in sepia, ornamental designs for braids and trimmings, designs for furniture, the history of modern art, modeling and moulding.

Third year: The same as the second year, with the addition of decorative composition and study of standard styles of art.

Graduates on leaving this school usually enter the workshops of the great furniture makers and decorators of Paris and the provinces, earning at first \$20 a month, but always in demand and certain of rapid promotion.

Pupils entering the Palissy School must be at least 13 years old and must pass an examination in reading, writing, history and drawing. The course covers four years and pupils are taken to visit various workshops and ateliers to watch the finished artisans at their work that they may more readily decide what branch of industry they desire to take up. Grammar, geography, arithmetic, history, modeling, drawing and designing are the studies prescribed.

The Estienne School teaches book making and all kindred branches and pupils must be not less than 13 nor more than 16 years old. The course occupies four years and may be extended to five years for those who desire to study lithography or photo-gravure.

The Diderot School is devoted to instruction in all processes of working in wood and iron. It receives only day pupils, who must be from 13 to 15 years of age when received and must pass examination in plain geometry, free hand drawing and an essay on some technical subject. The course is three years, and during the first and second years pupils must work daily under instructors from 8 a. m. to 6 p. m. Five and a half of these hours are spent in the work shops, three hours in the class rooms and the remaining hours to extra study, meals and exercise. Pupils of the third year spend seven and one-half hours daily in the work shops and two in the class rooms. There are, in all, nine workshops, in which are taught and practiced the manufacture of instruments of precision, modeling, artistic forge work, turning, electrical fittings and sanitary plumbing. A pupil on entering passes a few days in each workshop in order that he may select which branch he prefers. When he has made his choice he enters that workshop and is placed between two other boys—one of the second and one of the third years—and thus benefits by the experience of his two comrades. Twice a year each pupil is called upon to make some particular article, without receiving any advice or explanation as to how it is to be made. The productions are judged by a jury of manufacturers and artisans, and cash prizes are duly awarded and paid.

From the foregoing facts one may gain an insight into the thoroughness of manual training in France, and from what is known of manual training in this country it will be realized that it would be, comparatively speaking, no very great problem to formulate a course of study, the conditions under which pupils might be received and the regulations under which they could be instructed in Grand Rapids. The present weak spot in our manual training is inadequate facilities and courses that are too brief and indefinite. To learn methods and acquire skill in any particular branch of mechanics in Grand Rapids is not possible, and this in a city which has world wide fame as a furniture manufacturing center and which is recognized as one of the most important wood working and tool manufacturing centers in the country.

To build and equip an adequate and worthy manual training school in this city means the investment of a large amount of money, and to properly conduct and operate such an institution means not only another large cash investment, but the very best energy and enthusiasm of the best brains available. That it would pay the industrial interests of Grand Rapids to make such investments is beyond question.

FORESTRY IN MICHIGAN.

Some Obstacles Which Confront the Enthusiast.*

God prepared Michigan as a garden for trees, and he makes no mistakes. Michigan is a good place to grow trees and, before it was settled, was covered by nature with a magnificent growth of forest. No doubt in the divine plan this timber was designed to supply the needs of the vast prairies to the south and west of us. The early settlers of Michigan did not seem to comprehend the plan and large areas of Michigan were cut over and the timber destroyed to make room for farms. Later the growing demand for lumber in the West pointed out the way to make use of our forests, and our lumbermen came into action and cut and shipped our timber by the million. Michigan has furnished much of the copper for the electric development of our whole country, also the iron ore to make the steel to network our country with railroads, but these products of Michigan are of minor importance compared with the forest products it has contributed to make millions of comfortable homes and beautiful furniture and spacious barns and farm implements to be found throughout the West. In so doing we have well nigh stripped the State of its beautiful forest and we begin to hear talk of vandalism. Now it seems to me that he who can make the best use of a tree has the best excuse for cutting it, and the farmer who cuts down trees and destroys the product has no license to call the lumbermen bad names. At best it is like the "Pot calling the kettle black." But let us pass this part of the subject, as well as other glittering generalities like the effect upon the climate, the water supply, the beautiful resort interests and come at once to some of the problems of forestry and reforestation of Michigan.

Michigan is said to have at present about 6,000,000 acres of cut-over lands which have not been taken and used for agricultural purposes. Much of this land is not suitable for agriculture and the most of it is lands thrown away by the lumbermen and now held by the State as delinquent tax lands. The most of these lands are burnt over and are lying barren and waste and show but little signs of growing another crop of trees.

If Michigan is such a good place to grow trees, why don't we grow them? If Nature produced such magnificent forest once, why doesn't it produce another? These are the problems which the Michigan Forestry Association is trying to solve, and those who have given this subject the most attention find abundant reasons why trees do not grow upon these cut-over lands. The first is forest fires and our wholly inadequate fire laws.

In the cutting of timber there is necessarily much rubbish left upon the ground which must be disposed of sooner or later, and the sooner the better, and about the only way it can be disposed of is by burning. Some lumbermen burn over their chop-

pings every spring before the ground gets dried out, not so much on account of the cut-over lands, but to guard against the worse fires which would follow later and damage the adjacent standing timber, but more often the choppings are left to chance to burn over during the next drought, the following summer or perhaps one or two years afterwards, burning up the rubbish and also destroying myriads of little trees which have sprung up and which were intended by Nature to reforest the land, and there being no more large live trees to produce more seed there are no more young trees except such as reproduce themselves from the old roots like some of the oaks or the poplars, the seeds of which are very small and winged and are blown long distances by the wind. The first fire is not usually the last. The remaining timber standing at the time of the first fire is killed and then blown down and a second and often a third burning takes place, destroying all young trees and seed and burning the leaf mold and humus, so there is but little chance for a second growth of trees. And what does our State do about these forest fires? Have we no law relative to forest fires? Oh, yes, we have an excellent fire law, but it is not worth the paper it is printed upon, because it is not enforced and there is no public opinion to enforce it. The great head and front of this fire protection is the State Land Commissioner, William H. Rose, and I listened to Mr. Rose speak in Grand Rapids but a few days ago and he said that the fire law was a dead letter, that he had searched it diligently, and had found but one thing that he could do, and that was to appoint a Deputy, known as Chief Fire Warden. He did not tell us what the Deputy could do, but left us to infer that he could do less than the Commissioner. The only thing I ever heard of the Chief Fire Warden doing was to ride up and down the railroads (on a pass) and post notices about locomotives setting fires, and about netting in stacks, etc. Did any one ever hear of his being at a fire or taking any action in regard to one? But this is not all. The law then proceeds to appoint over 500 Deputy Fire Wardens. The law is only applicable to that part of the State lying north of towns 20 north; Manistee county is within the limits. Now, perhaps, there are one or more State Deputy Fire Wardens present. If so, I wish they would raise their hands. I wonder how many in this intelligent audience know who our Deputy Fire Wardens are. Do the Deputy Fire Wardens themselves know who they are? Every Supervisor, in Michigan north of towns 20 is a Fire Warden with authority to warn out all the able bodied men in their respective townships to fight forest fires, and those warned out must go under a penalty of \$100 fine or twenty days in jail. With such a fighting force surely forest fires should be promptly extinguished, but, alas! the law does not stop there. If a good Supervisor thinks he smells smoke and hitches up his horse and drives all over his township and does not find a forest fire (only settlers

burning log heaps and stumps), he goes back home and has lost his day as he can collect no pay unless he finds a forest fire. If he had lighted a match and started a fire in the woods and then called out Ole Oleson to put it out he could collect from the State \$3, \$2 for himself and \$1 for Ole. Further, the law provides that no Supervisor can spend over \$50 in any one township in any one year. If he should become engaged in fighting a forest fire he must be careful and not exceed this amount or he may have to pay it out of his own pocket. When the expenses have reached the sum of \$48.50 he had better call off his men, as it will cost the remaining \$1.50 to pick up the tools. This is about as sensible a provision as it would be for the city of Manistee to determine by ordinance that its fire department should not spend more than one hour in any one day fighting fire. As a matter of fact, the law and its enforcement is, as our Land Commissioner said, a dead letter. The State paid out last year in the carrying out of this law the magnificent sum of \$800, and you can imagine how much of that went to actually fight fires after paying the expenses of the Chief Fire Warden. Now what is the remedy? What we want and what the lumber and forest interest is entitled to is a goodly number of paid fire and forest wardens to patrol the most needy portions, at the most dangerous times, under the direction of the State Forest Commission, consisting at present of W. H. Rose, our Land Commissioner, Arthur Hill, of Saginaw, and C. W. Garfield, of Grand Rapids, and these Wardens should have authority to call out any able bodied man to assist and without pay. It is a duty that every good citizen owes the township, county and commonwealth—to assist in preventing the spreading of forest fires.

Now, let us pass to another obstacle to reforestation—the method used by our State in the handling of State tax lands. If taxes are not paid the lands are returned to the State as delinquent, and in due time advertised and sold, or if not sold bid in to the State, but this is not the end. Next year they are advertised and sold or bid in to the State again, and this is repeated year after year until it is said that some descriptions have been on the lists for twenty-five or thirty

years. This endless repeating and copying and keeping the accounts required a host of clerks in the Auditor General's office and much useless expense, and the long advertised list makes fat picking for at least one newspaper in each county. I think that almost every newspaper in the northern part of the State is a staunch advocate of the system. Now, what does this system cost the State and what does the State get in return? The Detroit Board of Trade recently appointed a committee to investigate this matter, and I take the liberty of quoting some figures from the report. After citing, as I have done, the process of advertising and sale it says further, "From 1898 to 1902 inclusive \$300,000 worth of lands were sold, the expense of making these sales having been reported to be as follows:

Cost of advertising\$264,000
Clerk hire in auditor's office... 570,000

Total expense of..\$834,000

or a loss to the State in five years of \$534,000. Some of the lands now on the rolls have been advertised continuously for over twenty years. I have a considerable number of copies of this report, together with the remarks of Carl E. Schmidh upon the same, for distribution. You may ask wherein does this treatment of State tax lands conflict with forestry, because these are the lands that need to be reforested and they are kept in a constant state of uncertainty as to the title of the same, and no forestry can be carried on until we have a fixed policy and lands set aside for a long period of time for this purpose. After lands have been returned for non-payment of taxes for five years they should be turned over to the State Land Commissioner's office, and then examined and those that are fit for agriculture offered for sale at not less than \$5 per acre or held by the State, and those that are not suitable for agricultural purposes should be set aside for reforestation, and if one-half the amount annually lost by the State in advertising and trying to sell these lands were spent in protecting from fires and trespass these poorer lands would show excellent results. Such a policy would be vigorously opposed, not only by the most of the press, but also by the land sharks who deal in tax titles, by the registers of deeds who would

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*Paper read before Ladies' Lakeside Club of Manistee by J. J. Hubbell.

have less instruments to record, by the Supervisors whose tax rolls would be materially shortened, by the few settlers on or near these lands, as shutting them in and making settlement impossible, and would build no roads or bridges or schools for them, and they could not allow their stock to roam at large. There is another class of men who would object. I refer to the State homesteaders. Whatever may have been the merits of the United States homestead law, and they were many, and the State homestead law in years gone by, the State homestead law has outlived its usefulness. It is no longer used by the honest settler as a means of obtaining a home, but by the dishonest settler as a subterfuge to get possession of the land to pick up a little cedar or other timber that may have been overlooked or left by the lumbermen. It is said that there are but two bona fide homesteaders in the whole valley of the Au Sable River who are sticking to their claims, and they are said to be both of them drunken reprobate bachelors. Just think of it, ladies, bachelors of that class living there under the pretense of making homes! Their real object, no doubt, is to pick up cedars and posts from the State lands and hunt and fish in season and out of season. The State homestead law should be abolished in toto as a useless law and a menace to forestry.

We now come to the last and the most delicate question to be considered—the question of the taxation of forestry. The State Forestry Association contend that forests should be treated as a growing crop and taxed upon the same principle. Trees standing are real estate; cut, they become personal property. The same is true of corn or any other crop. The only difference is in the length of time it takes to grow the crop. The farmers' crops are usually harvested and disposed of before the first of April, but the trees are there and, so long as they are allowed to remain, are subject to assessment as part of the real estate, year after year. The whole system is an inducement to the lumbermen to cut and remove the trees as fast as possible. When the assessor goes to a farmer and puts a valuation on his farm, does he ask him to account for the crops he has harvested in the past year? He may look in the barn for hay, in the bin for wheat, in the crib for corn and the cellar for potatoes, and if he finds any add them to the tax roll as personal property, but if he asks the farmer what has become of that large crop of corn he raised last year, he will be told it was fed to the hogs, and what was done with the hogs, sold to the butcher, and the money you got for the hogs, spent for groceries and clothing and the groceries and clothing eaten up and worn out. Now, Mr. Assessor, I guess you are about at the end of your questions, but sawlogs, tanbark, wood and lumber are not so easily eaten up or worn out. It is true such products may be sold and disposed of prior to April 1, but, as a rule, much more of the lumberman's forest products will be on hand April 1 than of the farmer's products.

In our present system of taxation it seems to be the policy to put a valuation on everything in sight, and in the case of corporations a good deal that is not in sight, and then levy a flat rate tax, but the true value of property and the equitable taxes to be paid is much better indicated by the benefits or revenues derived from the property and in time no doubt we shall come to such a system of taxation, but whatever may be our future methods our present tax laws are the death knell of nine-tenths, I might say of ninety-nine one-hundredths of all the trees standing in Northern Michigan, and as for reforestation, it is pre-natal death. It even prevents the conception of reforestation by private individuals.

There is one other feature of this taxation question which should be considered: You will note that, in proposing that trees be taxed as a crop, no reference is made to the land they grow upon. The land devoted to forestry undoubtedly should bear its fair proportion of taxes, the same as the land which grows a crop of corn, but this taxation should not include the value of the trees and should be based rather upon the value of the land as permanent revenue producing. The environment of the Supervisors or present assessing offices is such that it would be impossible to secure just and uniform valuation from that source. It is therefore proposed that a uniform valuation be fixed, applicable to all forest lands through the State, or a uniform fixed amount of tax per acre be paid upon forest lands. Taking the first method as probably the better, a uniform valuation of \$5 per acre could be established, which could be increased in the future if conditions warranted. This would be of equal advantage to the wood lot of the farmer, the Northern settler who has cleared part of his lands and would like to let the remaining timber stand for a few years, as well as the lumberman who would assist in paying the taxes and, when he cut his timber, it would become personal property, and if the lands were sold for agricultural purposes they would become assessable the same as other lands, and all the State lands set aside for forestry should also be included in the lands assessed at this low uniform value. Why not? If the State takes out of market and settlement a considerable portion of any one township or county, it most assuredly should assist in bearing the burden of taxation in these townships and counties.

One other point: We do not want the State to sell its better class of State tax lands for less than \$5 per acre, because if they are not worth that now they soon will be, and we want to stop the speculation in tax title upon these lands and their being constantly returned and advertised and sold for taxes.

If our laws could be modified so as to protect and favor tree growing, would it pay to engage in reforestation in dollars and cents? By the individual, no; by the State, yes. The life of a man is too short. He is born, lives and dies in much less time than it takes to grow a good sized

tree, but the State lives on. If the State would set apart one-third of the poorest of our cut-over lands for forestry they would amount to approximately five million acres. From well conducted trials it is known that every acre devoted to tree growing will produce wood equal to from 100 to 200 feet, board measure, every year. Putting it at the low estimate of 100 feet per acre per year, this new forest of Michigan would produce five hundred million feet a year. It is true we could harvest but little of the crop during the first twenty-five years, but after that we could commence cutting by thinning out and gradually increase until we had a full yearly crop of five hundred million feet and not impoverish our forests. The State, no doubt, could sell this timber on the stump to those who need it for our wood making industries for at least \$10 per thousand, and they cut it under the supervision of the Forestry Department, which would amount to five million dollars a year revenue from this source to the State. Surely our State can well afford to spend \$100,000 a year and increase as the work develops to \$2,000,000 a year, if necessary to secure such grand results. And while the State is doing this, what about the people? The two-thirds of the land not devoted to forestry would be worth more than the whole of it now is or ever will be in its denuded condition. Besides, the people would enjoy the benefits that arise from forest areas in the conserving of our water supplies, ameliorating the climate, increasing the



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Feed, Flour and Grain

in carlots or less. Can supply mixed cars at close prices and immediate shipment.

We sell old fashioned stone ground Buckwheat Flour. Now is the time to buy.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.
Grand Rapids, Michigan



It Takes No Glittering Eye Nor Tricks of Legerdemain To Hold Trade to the Ben-Hur Cigar

It's a brand which has won first place in the great distinguished showing of 5c goods, because it has proved out to be a better cigar.

There is no trick, through energetic salesmen and thousands of dollars of newspaper advertising, to load up dealers with some new Hinky-Dink brand and clear up a lot of money on the introductory campaign, for in these days business men are getting wise and are tying up more and more to goods like the Ben-Hur, which they have found to be as standard as gold and constantly gaining in popularity.

GUSTAV A. MOEBS & CO., Makers
Detroit, Mich., U. S. A.

beauty and stimulating the resort business, and furnish fuel and a timber supply and material for our wood working industries forever. Whatever forestry policy is adopted it should be made as nearly permanent as possible, for when our new forests are half grown and their great value established, no doubt great pressure will be brought to bear to divert them to private ownership.

One legislature may make good laws and another legislature be induced to repeal them for these reasons. The Forestry Association is agitating having our fundamental forestry policy incorporated in our new State constitution when it is revised, as we understand it will be at an early date.

I have said that private individuals can not engage in reforestation with profit in dollars, but is the dollar view the only one that can move us to act in this matter? Are we so selfish that we are willing to live and make just as many dollars as possible and not care what the effect is upon others or the State? Do we want it to go on record that the State of Michigan is poorer and worse off for our having lived and done business in it, or that we had a grand opportunity to assist in conferring a great and lasting benefit upon our State and future people and neglected to act?

No man lives unto himself. One generation profits by the institutions founded by a predecessor. We are enjoying the results of the lives of wise and unselfish forefathers, and we owe a duty to our State and the coming generation in this matter of growing trees. If you agree with me, lend a hand.

Plenty of Nitrogen Left.

It has been estimated that in France alone the amount of nitrogen yearly taken from the soil is 600,000 tons and not much more than one-half of this is returned to the soil in stable manure. Let it be assumed, for the purpose of argument, that those countries employing nitrogenous fertilizers use during each year 5,000,000 tons of nitrogen.

This seems to be a fairly liberal estimate judging from the above figure regarding France and the fact that during 1905 1,500,000 tons of nitrate of soda were employed throughout the world. On this basis it is easily seen that there is no danger of impoverishing the atmosphere, for the atmospheric pressure at sea level corresponds to about eleven pounds of nitrogen a square inch, or say 1,500 pounds a square foot, or 20,000,000 tons a square mile.

Each square mile of the earth's surface has above it enough nitrogen to supply the entire world for five years on the basis assumed above and since the entire surface of the earth is not much short of 200,000,000 square miles the world can go on abstracting nitrogen at this rate for about 1,000,000 years before reducing the quantity in the atmosphere one-tenth per cent.

All the failures are sure they would be successful if only they could start at the top.

Wheat for Wagon Tires.

A new substitute for rubber has been found and if the claims of the inventor prove to be well founded there will be motor cars and bicycles with tires made of wheat, golf balls that once were kernels of maize, pavements of barley and linoleum that might have been rye bread.

British patent office records show that some 300 inventions of substitutes have been filed, not one of which has attained success.

The new claimant is William Thredfall Carr, of Wembley. He purposes to make artificial rubber from cereals. It is said that a syndicate of capitalists interested in tire manufacturing has offered him \$1,250,000 for his patent rights.

This invention of artificial rubber was prophesied at the recent meeting of the British Association and the industrial world has been eager for it ever since the motor car and bicycle trades threatened to exhaust the supply of the natural article.

Mr. Carr's substitute is obtained by treating any cereal with phyalin, a well-known chemical substance that acts in solution as a ferment, turning the starchy matter in grain into dextrose. Another chemical is used in the process to check the fermentation at any desired stage. This makes it possible to produce the artificial rubber in several different strengths.

The inventor proposes to make the substance in six grades, from a liquid solution suitable for waterproofing to a hardness suitable for golf balls, in which form it is said to possess the lightness of cork and the toughness of chilled steel. In other grades it will be serviceable for tires, tubes, linoleum work and slabs or sheets for block pavement.

Mr. Carr intends to visit Canada and other grain-producing countries for the purpose of arranging for supplies for cereals in quantities sufficient to cope with the operations contemplated. When he was asked if his invention might not have the effect of increasing the price of food he replied:

"There is no danger. The new linoleum will be a reserve food supply. In the event of a famine it can be boiled and reconverted into food."

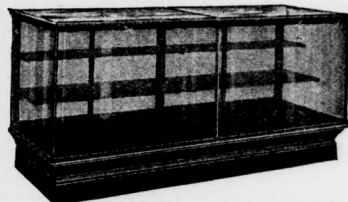
Billiard Balls of Potatoes.

The potato is used in France in the manufacture of imitation meerschau pipes and "marble" billiard balls. After the potatoes are peeled they are kept for thirty-six hours in an 8 per cent. solution of sulphuric acid. They are then dried and pressed hard enough for use in making pipes. Under strong pressure they become solid enough to be turned into billiard balls.

Zanzibar as a Storehouse.

The Island of Zanzibar has been under British protection since Nov. 4, 1890. It is the great storehouse and distributing center for trade of the whole East African coast, although with the development of the resources of the mainland and increased shipping facilities of the several mainland ports its relative commercial importance is not so great as in former years.

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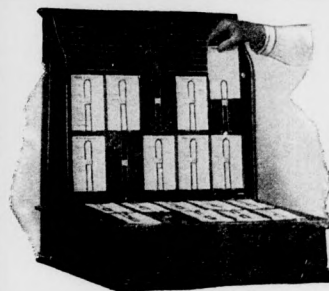
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Raising and Marketing Squabs on a Large Scale.

In order to make money with squabs the first requisite is to obtain good breeding stock, properly mated. The laws of pigeon nature are, indeed, so stringent in this respect that one can hardly hope to succeed unless he has even pairs in his lofts. It will not answer at all for a lot of grass widowers to be present. One odd cock alone is sufficient to do a great amount of harm.

It is a matter the more perplexing because the male and female birds are so difficult to distinguish. There is really no way of telling sex in pigeons until the pairs have mated and laid eggs.

In order to determine their sex and ascertain the odd number the youngsters must be kept until they are from six to twelve months old, since no mating takes place among them prior to that age.

Plenty of space must be had for the purpose. Assuming a breeder is raising his own stock, and wishes to mate up about 800 pairs, he should have a building not less than 150 feet long in which to accommodate them. A pigeon, it must be remembered, has not properly mated and settled down to steady work until at least a year old. Even when a pair begins house-keeping early in life, about all they will accomplish up to that age is learning how to cover their eggs rightly and how to feed their young. Accordingly, a building of the size mentioned can turn out but one set of breeders a year, or at the utmost 1,000 pairs, although the lofts are filled with squabs or youngsters about five weeks old.

The object of having such a large amount of space is to enable the pairs to be readily caught and separated from the odd birds as soon as their sex has been determined. The sure way of distinguishing sex is when one bird is seen chasing another about the loft and flying pen; the "driver" is the cock, and he is "driving" his mate to the nest to lay. If she is not in the mood or condition for immediate laying, he may be seen "driving" her for several days. Each bird having thus chosen its own mate voluntarily, the pair, as soon as the "driving" tells for a certainty what ones have mated, should be caught and removed to other quarters.

With buildings grouped in such a manner as to have everything under one roof, as it were, the work of caring for the stock at the Atlantic Squab Company's plant is greatly facilitated. The quarters throughout are divided into compartments or lofts, 10 by 12½ feet, in each of which fifty pairs of Homers are kept. They occupy—which is very essential in pigeon keeping—a site quite free from dampness, well sheltered from the north winds, and with an open southern exposure. Erected from 12 to 15 inches above ground, for the

dual purpose of avoiding dampness and affording a means for a dog or a cat to get under in search of rats and other enemies, they rest on brick piers, and, the better to exclude dampness and cold, have double floors. They are, indeed, so constructed from top to bottom as to shelter their occupants comfortably, there being in front of each loft a window, composed of six lights. This is large enough to make the interior fairly cheerful and not become exceedingly cold in winter, as would be the case if too much glass were used.

It frequently occurring that a pair of pigeons will want to occupy more than one nest, each loft is provided with about sixty nests. Constructed of rough yellow pine boards (rough boards retain whitewash better than planed ones), 12 inches high, 12 inches deep and 24 inches wide, they are placed on the east and west sides of the interior of the lofts; and instead of tacking a strip on in front, which would make the cleaning of them more difficult, a 6-inch front and partition is obtained by nailing to the middle of a piece of board, 6 inches wide and 2 feet long, one of the same width, but only 10 inches long, and placing this loosely in the net. No other kind of perches are necessary, for if the birds are working properly one of them will sit on the nest at night and its mate roost on the front of it.

In the rear of the buildings is a passageway about 4 feet wide, and the partition separating this from the lofts consists of 2-inch wire mesh built up to the ceiling; likewise are the partitions between the lofts of the same material, except the lower 7 feet, which are made of rough lumber. A door from the passageway leads into each loft. The birds have access to the "fly" outside through the window on the south side of each loft, and also through a 6-inch hole cut near the floor, at the bottom of each of which, on the inside as well as outside, a lighting board several feet long and 6 inches wide is placed. A sliding door, worked by a string, is fitted over the smaller aperture, so that during cold weather it can be closed at night.

The "fly" is built about the same height as the house, from which it extends southward 24 feet. Cedar posts are used for the uprights, and on top of these is laid a framework of 2 by 4 pine or hemlock scantlings. Around the bottom of the enclosure a 12-inch board is nailed from post to post. The entire frame—top, sides and end—is covered with 2-inch wire, and around the sides and ends of the individual "flies" a 6-inch board is placed about 6 feet from the ground for the birds to roost on and sun themselves. No other perches are provided. A frame door, covered with wire, is inserted in the end of each run, so as to have easy access to it.

The interior of the lofts, always kept well whitewashed, is thoroughly cleaned out every four weeks. In one corner of the lofts is kept an armful of tobacco stems, cut in lengths of about 5 inches; these furn-

BEANS AND EVAPORATED APPLES

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

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Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers, Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

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ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH
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We Pay Top Prices for Hogs and Veal

Also for Butter, Eggs and Poultry. (Ship us only cornfed pork.) Money Right Back

WESTERN BEEF AND PROVISION CO.
71 Canal St., Grand Rapids, Mich.

ish the birds with material to build their nests, and, being a preventive of lice, are preferable to straw or hay for the purpose, although much coarser. In every loft fresh water is placed twice a day.

The food consists of grain proportioned as follows: wheat, four parts; sifted cracked corn, two parts; kafir corn, two parts; Canada peas, two parts.

In addition to this, one part bird millet is used every other day, and once a week two parts fine charcoal. Twice a week two or three handfuls of hempseed are also thrown on the floor at about noon time. Grit, oyster shell, charcoal and salt are constantly kept before the birds. During winter four parts of cracked corn are used in place of two parts wheat in feeding the ration mentioned, and from the very large flock of Homers kept here the result is an average of 85 per cent. of squabs that weigh 8, 9 and 10 pounds to the dozen, 12 per cent. that weigh 6½ to 7 pounds, and only 3 per cent. of dark meat.

The pigeons are fed twice a day. Enough is dealt out at each meal to last until about an hour before it is time to feed again.

It takes from seventeen to eighteen days for pigeon eggs to hatch, and in about four weeks' time after coming out of the shell the squabs are ready for market. Those not retained by the Atlantic Squab Company for breeders are killed, as a rule, at that age, young pigeons being good to eat as soon as they are well feathered and their abdomens hard and firm.

When dispatched they are suspended by the feet from a rack made by driving ten-penny wire finishing nails into a strip placed at a convenient height. Two nails driven ¼ inch apart are sufficient to hold one of them by the feet, whereupon, to prevent fluttering, its wings are then locked behind it. Holding the mouth of the squab open, by means of the thumb and first finger of the left hand, with the head and shoulder in the hand, the blade of a sharp pointed knife is then inserted with the right hand up through the crown of the head, cutting into the brain. Released at once, the bird is allowed to bleed thoroughly before starting to pluck the feathers.

As soon as picked it is thrown into a tub of cold water, either well or spring water, of a normal temperature. Left there for about thirty minutes, it is taken out and the mouth and feet thoroughly washed; it is then placed in ice water for about another thirty minutes, or until thoroughly hard and firm—practically frozen. Shipment is made in either wooden boxes or barrels, with the birds nicely packed, breasts up. In summer ice is used, a liberal quan-

tity being placed in the bottom of the package, a layer between every two courses of birds, and the whole topped off with a good supply at least 2 inches deep. In order that the ice may sift down through the package and come in contact with all the squabs, it is broken into pieces about the size of a hickory nut. A tag is placed in the package on top of the layer of ice, showing the number of squabs in the lot, and from whom shipped; then the box or barrel is closed. If a barrel is used a burlap cover is put on, and the consignment is tagged plainly. In this way the Atlantic Squab Company ships several thousand "jumbo" squabs to the New York market every month.

Fred O. Sibley.

Copper Deposits in Africa.

The coppers in Africa are copper mines. It is believed by some that the greatest copper industry in the world will be developed in the Tanganyika region, where the properties are of great potential value, and may prove to be one of the greatest factors in carrying civilization into the heart of Africa. Much time is required for developments. Because of the heavy speculation in the shares these may suffer much before the properties become dividend earning. The Bengueles railway can not well be completed for five years or so, and even the Rhodesia railways extensions are now to require a couple of years before they can reach the property. Robert Williams is the pioneer and in a great measure the organizer of this vast undertaking, one of the most remarkable of modern times.

Celestial Game.

There is a clergyman of Brooklyn who, contrary to the usual custom of his profession, is much given to sport. Especially does he like a bit of shooting in the Adirondacks.

During his last expedition to that region, in company with a friend, he was tramping through a stretch of woods at twilight, when suddenly something flitted by their heads. The Brooklyn divine promptly brought his gun into play and brought the creature down. Upon hastening to the spot where it fell, they beheld the face of a white owl staring at them out of the grass. Whereupon the clergyman exclaimed with some agitation:

"Come away, Jack; come away! I've shot a cherubim by mistake!"

His Interest in Religion.

A Southern man tells of a darky in Virginia who, whenever he got intoxicated, which was not of infrequent occurrence, would repair to the home of his pastor there to talk on matters of religion.

On one occasion the good man,

greatly shocked by the condition of his visitor, administered to him a severe lecture, and told him to return the next day when he was sober.

With a broad grin the darky replied:

"Doctor, when I'se sober I don't give a dern fer religious conversation."

The best defense against other people's bad manners is your own politeness.

If you are a buyer of **Hot House Lettuce** We want your business
That's Our Specialty
C. L. Reed & Co. **Grand Rapids, Mich.**

You Don't Have to Worry Never mind how the market goes—if you can ship us fancy fresh stock—we can use them at pleasing prices—in our Candling Dept. **We Want Your Business**
L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
Established 1865. We honor sight drafts after exchange of references.

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Apples, Clover Seed.

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

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Butter

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

American Farm Products Co.

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E. F. DUDLEY, Manager

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FLOUR, GRAIN & MILL-PRODUCTS

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GRAND RAPIDS, MICH.

THOS. E. WYKES
CLAUDE P. WYKES



Weekly Market Review of the Principal Staples.

Domestics—The situation of domestics remains practically unchanged, most of the various lines being sold up. There are instances of the most severe acuteness in this department that have been known in its history; the selling one year ahead of gingham produces a remarkable situation, not only in the latter fabrics, but in the future of outings, the difference in price being such that the advantage is materially on the side of gingham, and being sold as far ahead as they are is bound to produce in outings a condition in which there will not be enough to go around. Tickings, denims, etc., are in relatively well-sold positions and have been for some time. Sheetings, pillow-cases and such fabrics are also in similar positions as regards price, demand, etc., although further advances have not been scored for a week or more. Such odd lots of spots as are readily available are quickly picked up by buyers who never seem to be able to get quite enough, the demand for this reason giving rise to the suspicion in some quarters that larger quantities of goods are being ordered for the sole purpose of securing a delivery or price.

Prints—The situation in these goods is really the most unique in its history. Sellers for the past few weeks have not been very active for the reason that there is nothing to sell. Discounts have been shortened regularly, which is in effect an advance, and to this buyers objected strenuously. Nevertheless the possibilities of advances are very strong and predictions of this nature are made for before February 1. In the higher classes, where goods are not so closely sold, the demand remains strong, in spite of the fact that the present is usually a dull time of the year. The export lines, as has been the case for some time, have done very well and are really the only call of any moment in this department of the market.

Dress Goods—Further openings have been made in dress goods for the heavyweight season and a good business is being done, comparatively speaking. The past week, to be sure, has developed nothing remarkable in this connection, it being a poor time for the most part to look for more than the usual business. Stock taking interferes more or less in this connection, and after it is over a better unfolding of the situation is expected.

Underwear—This market has been very inactive during the past week, the inactivity amounting in some cases to dulness. Stock taking is occupying the attention of buyers of all knit goods fabrics and consequently little interest is displayed in the market, so far as first hands are concerned in particular. As stated before, all lines of standard goods are

now sold up or practically so. To be sure, occasional buyers are accommodated, but these are buyers who have been calculated on as taking certain quantities of goods anyway, a given amount having practically been reserved for them. Outside of these, however, there is absolutely nothing of interest. In view of the comparative quiet, sellers are more or less inclined to be retrospective and to recall the events of the year. For the most part it has been a very good one indeed. Certain lines have not come up to expectations, while others have exceeded them. Improvements have been made in the methods of doing business, a fact which is bound to give a greater amount of satisfaction all around. For instance, the rise and fall method of making the prices on boys' fleeces will not only obviate the possibility of loss on the part of the manufacturer, but will place the status of these goods in a healthier position. A buyer will not attempt to buy all large sizes as formerly, but will order as his trade demands. To be sure, the buyer has been governed to a large degree heretofore by the demand of his trade, the nature of which demand was for the large sizes of boys' goods, because the boy would grow to meet the garment and it cost no more than a smaller size. However, now that the different sizes are priced accordingly, the goods will go into consumption as originally designed, and whereas the manufacturer occasionally scored a loss by being compelled to make the largest proportion of large sizes, he will now have a profit commensurate with the amount of business done, as each size will be marked relatively.

Hosiery—On the whole, the year has been a very successful one in hosiery. While the same drawbacks are observable in hosiery as in underwear, still they are struggling along under existing conditions as well as possible. The labor conditions are worse, if anything, in hosiery than in underwear. Mills have been moved to new sections to improve, if possible, their facilities in this direction, and in other cases buildings have been put up with a view to employing the available help in the vicinity. Loopers are very hard to get and premiums have been offered in the attempt, but the results obtained thereby did not amount to enough to warrant the effort expended. As far as the relation of yarns to hosiery is concerned, it may truthfully be said that hosiery yarns are the scarcest that are spun. The quality is poor also, so much bad cotton being sent in place of better grades. The result of this is bound to be expensive to manufacturers, as the consumers are already complaining about the wearing quality of hosiery. All sorts of schemes have been resorted to to reduce cost, which are being complained of. The most conspicuous of these is the small sizes that have been sent out. Deliveries have been very poor, but the freighting accommodations have helped make them worse than they would have been. In the cases where sellers went right along from one season to another without stopping, the chances are that it will be

some time before they catch up on their deliveries. If all the goods that have been sold can be delivered on time it will cause universal surprise. Some buyers have acted without reference to delivery, expressing a willingness to take the best possible.

Buick Promoters Plan Subsidiary Establishment.

Flint, Jan. 8—The latest prospective addition to the industrial enterprises of this city is the Janney Motor Co., which is in process of organization. The project has been launched by the Buick Motor Co., and the stockholders of that corporation are given the preference in the placing of the stock in the new concern, which is to be capitalized at \$1,000,000.

The object in organizing the Janney Co. is to meet a pressing demand that has been made upon the Buick Co. for a four-cylinder runabout car which can be placed upon the market at a moderate price. The project has been maturing for some time past, and is outlined in a prospectus that has been sent out within the past few days to stockholders of the Buick Co.

The prospectus says that the location for the new plant will be chosen with reference to the availability of material and railway facilities. As Flint appears to be in a position to meet these requirements there seems to be a strong probability that the plant will come this way. It is expected that a decision on this point will be reached within a week or ten days, preparatory to the making of

plans and the awarding of the contract for the new buildings.

With the materialization of the new enterprise the Buick Motor Co., which already has another subsidiary concern in the Whiting Motor Co., at Jackson, will be in a position to supply the trade with all of the standard styles of motor cars, and the present output will be increased to approximately 25,000 machines a year.

Wonderful Power of Light.

The extraordinary resuscitating power of light recently received a curious illustration in the silver mines at Laurium. A mine had been abandoned 2,000 years, when some poppy seed was found beneath the slag. The slag being removed, in a short time the entire space was covered with the most gorgeous show of poppies. After twenty centuries' rest they had bloomed as vigorously as if they had been borne by flowers of yesterday.

Vast Tide of Immigrants.

If the immigrants landing in New York City during the last year had come at the same time it would have required a fleet of 1,121 vessels, each one carrying 1,000 passengers.

The man with a headlight growing on his face is pretty sure to be on the wrong track.

HATS At Wholesale

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

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



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Spring Line
Before
Placing Your Order

LOVE YOUR WORK.

Popular Theory Not Always Practicable or Desirable.

Written for the Tradesman.

It seems to be a popular idea that the prime requisite for success in any calling is a love for the work. Love your work, or rather, choose the work you do love and succeed. That is the main thing. This applies to everybody. Everybody should be engaged in an occupation which is delightful to them. Parents, guardians, teachers and all who have the privilege of directing youth should see to it that those under their care are helped into the work which will please them. Young people, the world is open before you. Take your choice. When the people are happier the world will be better. When the world is better the people will be happier. Therefore help make the world better by being happy. Choose the work you love and be happy and successful.

Advice is usually thrown away unless it is agreeable to the recipient. "Choose the work you love" is agreeable advice. It promises reward for doing as one pleases. It is approved because it accords with the natural inclinations. It is popular because it says: "Please yourself."

At first thought this popular idea seems all right; but as we follow up the matter we meet with obstacles. Deep-rooted in the minds of students of human nature is the conviction that self-seeking, pleasure-seeking, selfish desires do not tend to make one happier; neither does it help to make one's associates happier.

Again, when we study various vocations we find more or less disagreeable features in nearly every one. These are unavoidably connected therewith. We can hardly conceive the idea of any one enjoying the performance of certain portions of such work. Still, some one must do it.

As we look a little deeper into the matter we discover that it is not the work but the fruit of that work—the accomplished result—which gives pleasure. It is the finished product which pleases. It is the cleanliness, the tidiness, the attractiveness of the room or the house which leads the housewife to sweep and dust. It is the anticipation of the end sought which makes the worker cheerful. It is the wages which enables the workman to provide for self and loved ones which gives satisfaction, not the toil and sweat, the smoke and grime of the factory which is loved.

Choose the work you love is an ideal toward which every one has a right to aspire. But in everyday life it is not always possible to do so. Whenever and wherever the question arises: "What shall I do?" it must often be decided by some other standard than, "Do as you please." What is my duty? What are my natural capabilities? What is best for me? Am I or can I become qualified for the work which seems most inviting? These and similar questions must be considered. Many times there is left no choice to do as one pleases, or, in other words, to gratify individual preferences.

Persons who seek pleasant occu-

pation are usually not long content with any situation. They are frequently changing—never satisfied. He who always considers personal likes and dislikes, physical discomforts, unpleasant features of his vocation, will not accomplish great results.

The all-important question is not whether one likes his work, but can he perform it satisfactorily? Not, is it pleasant, but is it profitable? Does the work allow the worker to progress? Is he gaining skill, experience, knowledge? Does it incite him to study to improve his mind, his manners, his social standing? Does it develop strength, confidence and other desirable qualities? If so, the unpleasant or disagreeable features may be tolerated.

One point worthy of serious consideration is: Is the occupation healthful or unhealthful, no matter whether it be the work itself or the unsanitary conditions which employers will not strive to remedy? Poorly lighted, illy-ventilated, cold or overheated rooms might furnish justification for strikes among employes in many cases; still those who desire to benefit the working people in such respect usually find better methods to secure their ends.

It is a question if it would not be far better in the majority of cases if parents or others of mature years and of good judgment should choose for the young man or young woman an occupation. The instances where parents or others force or influence youth into occupations to which they never were nor can be adapted, we believe, are small in comparison to the number who fail because allowed, unadvised, to choose for themselves.

A worthy aim in life may lead one through a long, hard, disagreeable course. The final achievement may be possible only when one has struggled hard to overcome obstacles. The ability necessary in the desired position may not be acquired in any other way except by unpleasant experience. Development of great value may not be possible in an easy vocation.

Every one should have a noble purpose, a definite aim in life. It should be in harmony with one's natural abilities. It should be the center around which all their plans revolve. Health, physical comfort, social enjoyments, recreation and all such considerations have their proper place. They should be auxiliary to the central purpose of life. Not every pleasant experience is helpful to success.

The individual must shape his course accordingly as his environments seem to dictate, as from his standpoint he sees most advisable, not blindly follow the dictates of a popular theory.

Love of home, family, country, humanity and right; regard for one's duties and obligations; submission to Divine Providence; endeavor to follow manifest destiny, cause people to press forward regardless of unpleasant, disagreeable conditions, formidable obstacles and even sorrow and suffering.

Life is a battle. Only soldiers and heroes win. Pleasure seekers miss

the true purpose of life.

Much may be said in favor of love for one's work, but reason and common sense should guide. To be so engrossed in one's chosen occupation that other worthy objects are entirely lost sight of is not desirable.

It is usually greed or unworthy ambition which leads people to work beyond their strength and endurance. Sometimes it is necessity. Sometimes it is a habit, a form of dissipation, which allows the worker no vacation, no respite, no easing up of the strain, no time for social enjoyment or mental culture. Such love of work is undesirable.

The reader may continue investigation of this subject according to his own experience and observation, and may conclude that popular theories

in this as well as other matters are not always practicable nor desirable. E. E. Whitney.

Ingenuity of Book Restorers.

Book restorers, as a rule, are most ingenious artists and they can produce an imitation of a page of a rare book which will deceive hundreds of collectors. One particular restorer is known to have "doctored" over 1,000 old books during the last two years, producing pages in facsimile and supplying colophons or decorated capitals. There is not a thing wanting to make a book complete that this man can not skillfully "fake," and the market is now being fairly flooded with his productions.

Do your duty and your delights will take care of themselves.

On Jan. 23 American Prints advance ½ cent per yard and on Jan. 17 Simpson's Prints advance ½ cent per yard. Up to these dates we will sell our stock at present prices. We will have over 200 cases to sell at OLD PRICES. Send us your open order at once.

P. STEKETEE & SONS,
Grand Rapids, Mich.

Edson, Moore & Co.

WHOLESALE DRY GOODS

DETROIT, MICH.

It is conceded that 1907 will prove a banner WHITE GOODS year, and we advise the retail merchants of Michigan to be well stocked for January and February White Goods and Linen sales.

Our line of White Goods is varied and complete, showing among the accepted plain fabrics the soft finished Mercerized Chiffonettes, Batistes, Mulls and Persian Lawns; and among the fancies Mercerized Chiffon Finished Mull Plaids and Checks, Broderie Anglaise and Linon Embroideries. All of these are desirable and popular and will be much in demand.

Although the linen market has largely advanced we were early and large buyers and are in a position to take care of the wants of our customers, at reasonable prices, on Table Damasks, Napkins, Towels, Crashes, etc. We offer our well-known brand "Flax-All" bleached Irish Crashes in all numbers at practically old prices, and urge a liberal purchase of these goods at this time.

EDSON, MOORE & CO.

TAFFY.

In Dispensing It Merchants Overreach Themselves.

Written for the Tradesman.

I am amused, sometimes, at the subterfuges resorted to by merchants to "jolly up the customer"—subterfuges that occasionally are discovered by the latter all unbeknown to the former.

A case in point:

Along in November I bought a long cloak. I was very much rushed at the time, as I had guests in the house from out of town whom I wanted to give a good time and there was lots of showing-around to be gone through with, so I said to the proprietor, who happened to be near the clerk and myself:

"I will take the coat and will pay for it now; and if there should be anything wrong with it?" I questioned.

"Oh, you bring it in—don't hesitate to bring it in—and we'll fix it up. We'll do what is right about it for you."

Now, I want the reader to notice that not a word was uttered about charging me for the work of alteration.

Time flew by and my company went away. Still I could not find opportunity, with what I had on hand, to go and see about the cloak. I could see with a mere passing glance at myself in the store windows that it was not even at the bottom; it hung down some three inches longer in the back than it should.

After about a month's wear I went back to the store where I purchased the coat and proceeded to the fitting department. On the way I met the proprietor, whom I told my errand—that I had come to have the cloak fixed.

"All right," was the answer, "you just go to the fitting department and Mrs. So-and-So will do whatever you want."

Still not a word as to any cost for alteration and it never entered my head that there would be any.

Arrived at the fitting booth I was given in charge of a pleasant-faced young woman who was a fitter but not THE fitter.

When the former had made a slight change in the shoulders she looked at the hem of the wrap.

"Why, it's three inches too long in the back," said she.

"Yes, I know it," said I.

"That'll have to be changed," she declared with emphasis.

"All right, fix it," said I.

She told me to step up on the carpeted box. I did as she bade and she pinned up the hem to the proper distance from the floor.

Then I stepped down from my pedestal and she slipped off the outer garment.

"I suppose there won't be any charge, will there?" I asked, and repeated my conversation with the owner of the store.

The young woman's heretofore pleasant face, voice and manner began to take on a decided frigidity.

"Why, yes," she replied, "of course there'll be a charge for altering the hem. The shoulders would be noth-

ing extra because they were wrong, but we always charge for changing the hem."

"Well, that was wrong, too," I declared.

"Yes, I know," she admitted, "but then we always get pay for shortening a coat."

I looked unconvinced, I suppose, and she called THE fitter.

Coming forward with a belligerent scowl on her otherwise good-looking face, she stood listening to her subordinate's explanation of the difference, the while inspecting my attire from head to foot, which optical examination I did not take especially kindly to as it was a rainy day and I was dressed accordingly—had on old clothes that the rain could not make any worse than they were already.

And my discomfiture under this rudeness was not diminished when she uttered her ultimatum as to my having to pay for that old hem.

To assure me that the charge was not a gouge she said:

"See here—I'll show you a list of all the alterations we get pay for," and THE fitter went into another room, returning with a card and indicating one of the lines, which read:

Shortening of coats ...\$50

That settled the controversy, of course, and she added that all the stores in the city had agreed on a scale of prices to be charged for various changes in various garments.

"Why," she exclaimed, "we don't even put a tuck in a white petticoat for nothing!"

I believed her then and, ordering where to send the coat when satisfactory as to shoulders and length, I said that I would speak to the proprietor on my way out and explain to him that I had understood from him that the coat would be "made right," as he called it, with no additional cost to myself, which I did.

In a very suave manner and oily tone he explained the situation.

"Oh, yes," he purred, "you'll have to pay a little, but not much—not much—just a trifle. You've always been a good customer and we'll only charge you a very small amount—only 50 cents. We won't be exorbitant to YOU."

I smiled to myself as I thought of the scale card THE fitter had shown me, but of course I didn't mention any knowledge of that and let it go that the "only 50 cents" was all on account of my being a "good customer."

R. D. N.

The Psalm of Advertising.

Tell me not in sneering manner
Advertising does not pay;
Rich they are who fling their banner
Boldest to the world to-day.
Advertising done in earnest,
Done with wisdom heart and soul,
With determination sternest,
Always wins the wished for goal.
Lives of many men remind us
We to great success can climb.
If the reading public find us
Advertising all the time.
Advertising with persistent
Energy to spread our fame,
Ever honest and consistent,
In performing what we claim.
In the world's commercial battle
In the rivalry of trade,
We must hustle, shout and rattle
Ere impressions can be made.
Not enjoyment—rather sorrow
Is the certain end of those
Who are apt to let to-morrow
Like to-day, unheeded close.
Careless of their advertising,
Which, is penned in common sense,
Is the method enterprising
That insures full recompense.

OLD SCROOGES.

Such Dealers Should Turn Over a New Leaf.

Written for the Tradesman.

Mr. Dealer, you are regarded among your intimates and casual associates, and you yourself acknowledge to be, the most exacting of men in every capacity, whether church, social or business. But do you never stop to think, since you have become so consequential, how it was in your callow days? Does it never occur to you to take a backward glance at the time when you were a poor struggling young fellow among other poor struggling young fellows, most of whom were dissatisfied, if you remember, with the situation they were filling? In some instances that dissatisfaction led to no great attempt, on their part, to better their condition, the malcontents lacking the energy to conquer Fate. Others, ambitious to own a business of their own as well as not being in rapport with the position they occupied at first, pushed on and on and on until they were, in very truth, "master of their circumstances."

As these progressed, some of them felt unduly impressed with their own importance and began to assume a dictatorial attitude toward those in a capacity below them, growing more and more supercilious as time went by. Prosperity began occasionally to perch on their banner, and finally clung aloft thereon continuously. This inspired a still more haughty spirit in their breast and they began to rule with a rod of iron; employees were made to feel that they had to bend to that iron rod if they would retain favor with the powers that were.

And so these tyrants went from bad to worse until to-day no one may work for them who will not truckle.

This state of matters is all wrong. Just because it is decreed that there shall be "rulers among men" is no reason why these rulers should not possess their soul with patience and kindness. The mere fact that one man works for another does not entitle that other to humiliate, to browbeat, to bulldoze, to intimidate, the man lower in the business world. Of course, if the latter does not do his work well, if he shirks, if he is not honest in his dealings with the proprietor, he can expect nothing except complaint, faultfinding. But if the duties are done with painstaking the employee should be treated with distinct consideration. He may make a mistake occasionally—who does not?—but if his work is, in the main, correct the employer should give the employee due credit therefor and accord him the respect that is his due.

I have known storekeepers who were naturally of such a grouchy disposition that it fairly seemed to hurt them if they flung an encouraging word affecting the work.

Away with such meanness! Begin the New Year with the resolve that, no matter how "putchety" you may be feeling against some one outside of your place of business, you will not "take it out of" the poor clerk's hide.

A merchant will meet an acquaintance on the street. He may be associated with the man in a large commercial way. Things may go unpleasantly between them and they may part with a feeling of annoyance against each other, if not of positive animosity—an antagonism from which they may not be able to free themselves all the livelong day. As a consequence people—outsiders—wonder why So-and-So seems "out of sorts to-day."

But it is within the four walls of the dealer's store where he shows off to the worst advantage on such an occasion as the one referred to. He scolds right and left, without the least particle of discrimination or perhaps provocation.

"The boss is cross this morning. He's giving everybody a lick. I got mine—you had yours yet? If not then look out—you better lie low—you'll 'ketch it' next!"

And each clerk who has not the backbone to resent the imposition cringes along in imminent fear of its being "his turn to ketch it next."

I see small help for such a managed store. To be sure, the place belongs to the man who has invested the mazuma and if he sees fit to play the role of Old Scrooge, why, that is his concern, not ours. It's nobody's special business to bring him to terms, and without he experiences some sort of a change of heart there is nothing in particular that I see to be done but for the employees to grin and bear it until Fate throws another job in their hands or they wrench it from the Fickle Old Girl.

But it is to be hoped that all the Old Scrooges of employers throughout the length and breadth of the land will, on the beginning of the New Year, metamorphose themselves into such a different being that they and all who have known them will need an introduction to make sure who the strange boss is. Let each form himself into a Committee of One in the Make It Pleasant For Others Society and quit this everlasting "kicking" of the helpless serfs in their employ.

Rathbone Millard.

When I Grow Up.

Our grocer's clerk comes every day.
Though why he should I can not say.
For mother mostly orders beans
And soap and mustard, salt and greens
And tea and starch and lard and rice—
Not much of anything that's nice.

Such food for some folks may seem best,
But scarce excites my interest.
When I grow up, my grocer's clerk
Will very seldom need to work;
The butcher's boy I'll ask to call
Just once in spring and once in fall.

I'll have the candy boy call twice
Each day and sometimes even thrice!
Mornings it will be best, I judge,
To order caramels and fudge;
At night, a box of chocolate creams
To make me sure of pleasant dreams!

I means to have the toy shop man
Stop just as often as he can.
New toys grow tiresome soon, you know.
And, then, one's friends do break them
so!
Heigh-ho, what bliss will fill my cup
When I grow up! When I grow up!

We become slaves to habits by
counting an occasional indulgence as
a demonstration of liberty.

Breaking your mirror does not remove the spots on your face.

Many a man means his desires when he talks of his duty.

Your Trade Wants Soap That's Pure and Safe

People are beginning to realize that soap should not only cleanse but also *purify*.

This is why the sales of Buchan's Soaps are increasing daily at an enormous rate—they are the only *real antiseptic soaps* made—the only soaps that insure *health* as well as cleanliness.

BUCHAN'S Toilet Soaps

derive their great purifying, health-preserving properties from Phenol Absolut—the only antiseptic which can be kept in union with soap.

Are you prepared to supply the demand which our extensive advertising is creating for this brand of soap?

Better include a full stock of Buchan's Soaps with your next order. You will find them to be the fastest-selling articles you ever placed on your shelves.

Write to-day for prices and descriptive matter.

BUCHAN'S SOAPS CORPORATION
Flatiron Building, New York City

LOCAL HISTORY.

Original Sources of Information for Writing It.*

I have been asked to prepare a paper upon "The Published Material Relating to the History of Grand Rapids, and the Original Sources of Information for Writing our Local History." I suppose the reason for honoring me with this request is that I have recently completed a history of the city which is now being inflicted on the public.

The published histories of Grand Rapids now number eight, and all can be found on the shelves of our public library. The first was a history and directory of Kent county, issued in 1870. In 1874 were published two histories of Grand Rapids with biographical sketches—one from the office of the Times, by J. D. Dillenback, and the other from the office of the Democrat, by Richard Tuttle. The fourth was "Memorials of the Grand River Valley," published in 1878, by Franklin Everett, from the Chicago Legal News Co. The fifth was "A History of Kent County," published in 1881, by C. C. Chapman & Co., of Chicago. The sixth was Baxter's "History of the City of Grand Rapids," written in 1888 and 1889. The seventh was "Grand Rapids and Kent County," issued in 1900, by A. W. Bowen & Co. It is wholly biographic. The eighth is the "History of Grand Rapids," published in 1906 by Cooper & Co., of Chicago and edited by the writer of this paper. Each in a manner is an index of the municipal spirit and business methods of the date of its publication and expresses the spirit which animated the business of Grand Rapids when it was published.

Modesty prevents a statement as to which is the best history of Grand Rapids, but I will say that Mr. Baxter wrote an excellent local history. He thoroughly knew Grand Rapids from the time it became a city in name until his history was published. He knew the men and the forces which built and developed the city. He was careful and painstaking in obtaining data and verifying its accuracy. Generally speaking, his statements are trustworthy. Of course, there are mistakes in his book, as there are in every history, but Baxter's history is good and, like every well written local history, will become more valuable as the years go by.

The records of the Michigan Pioneer Society are full of local history. Many of our own citizens have contributed articles about the history of Grand Rapids and the Grand River Valley, and there are many articles about neighboring towns and counties that are filled with local color and history.

The chief mine of information for writing local history is the files of old newspapers. There are now on the shelves of the Ryerson Library the following files of Grand Rapids newspapers and trade journals more or less complete: The Herald, The Evening Press, The Daily News, The Post, The Leader, The Democrat, The Times, The Eagle, Germania, Michigan Tradesman, Michigan Arti-

*Paper read before Grand Rapids Historical Society by Dwight Goss.

san and Furniture Record. Mr. Frank A. Stone, of Portsmouth Terrace, has almost complete files of the old Grand Rapids Enquirer from 1841 to 1858. I would suggest that the Library obtain those files, if possible, if not as owner, then as custodian. From the standpoint of the student and the historian of Old Grand Rapids, they are too valuable not to be kept in a fireproof building.

Old newspapers are not only original sources of information, but of inspiration. Newspapers echo town talk. It is not only the news they give, but the news they omit which is important to the careful student. For example, the local newspapers of Grand Rapids from 1840 to 1860 are filled with national political news, letters from Washington, abstracts of speeches made in Congress, stories of public men and items of national politics. State politics and local matters are conspicuous for their absence, all of which goes to show that in those days Grand Rapids people thought and talked about national affairs much more than they do now. They debated State rights and the slave power and at all times and on all occasions discussed national political parties and policies. They carried national politics into social and business affairs. They were reluctant to associate and affiliate with their political opponents. We know this not only from our elders and tradition, but we see it in old newspapers which give such importance to men in public life and to national politics. The Civil War may have come to this community as a sudden outbreak and a surprise, but its volcanic fires had been burning for a generation in every hamlet and at almost every hearthstone of the Grand River Valley.

The observing student can see much in the advertisements of old newspapers. He will see what were the articles of trade, what people ate, drank and wore, what were their medicines and toilet articles. From old time-tables and travelers' guides he will see the lines of communication and the routes of travel; he can learn about the navigation of Grand River; he can see how people amused themselves; from business cards and advertisements he will learn much about schools and churches and lawyers and doctors and preachers and teachers, and the business and progress of the town. Take a newspaper of to-day and compare it with those of 1896, 1886, 1876, 1866, 1856, 1846, and each will, in its news, its advertisements, its editorials, its market reports, its headlines and its general makeup, give a vivid picture of its date of issue.

Other sources of original information for local history are public records and court records. The city records and the doings of the Common Council have been recently indexed and classified. The City Clerk's office is full of interest to the antiquarian and the local historian.

The county records and Circuit Court records were nearly all destroyed by fire in 1860; nevertheless, the Court House has much history within its walls. The Probate Court records have much from which history can be gleaned. Pioneers and citizens die and their affairs pass

through Probate Court and become matters of record. Dates and details of deaths and marriages and many other events can often be obtained or verified at the Court House.

Published reports are of great value to a local historian. Annual reports from the School Board, the Board of Police and Fire Commissioners, the Board of Health, the Board of Public Works, the Comptroller, the Poor Department, and all other public reports can be read with profit.

The City Directories which are on the shelves of the Public Library give much good and accurate information. There are complete directories from 1871 and a few published before that date. A directory gives not only names but residences and business places. A prominent old citizen may say that he commenced business or quit business on a certain corner in a certain year, while the city directory for that year or the following year may not agree with his statement. Generally the directory is right and the memory of the old citizen wrong.

Biographical sketches found in local histories, publications, newspapers and trade papers are valuable sources of information for writing local history. History can be written from biography. Local history as well as general history is made up from the lives of men.

An interesting source of information for local history is the letters and keepsakes which nearly every old family has of its members. There are account books, invitations, journals, pictures, programmes, newspaper clippings, and even pieces of furniture in many Grand Rapids households which tell much of local history. Often they are too sacred for profane eyes, but if the historian and antiquarian has enthusiasm and tact he can generally unlock the secret drawers of family history and find much of public interest. Personally, I have had many pleasant hours and obtained much historic information in looking over family records and keepsakes in Grand Rapids. I can not make public family confidences, but I will relate one incident of my researches: A few years ago Abraham Pike, who recently passed away, let me look over his account books which he kept while trading with the Indians. It was a vivid picture of long ago.

One great source of information and inspiration for local history is living men and women who lived in the city long ago, but as every lawyer and careful historian know the human memory is not always trustworthy. It may give good general impressions, but is often false in details. Again human narration is generally more or less colored by prejudice, self-interest and conceit. Nevertheless, reminiscences can be used to good advantage by the student of local affairs. However, statements of that character should always be verified, if possible. There is more than one old settler in town whose narration of past events is a source of inspiration in giving color to local history but whose memory of dates and details is not to be depended on.

Family traditions are seldom reliable except to give color. The

San Francisco, California, Crowd.

Fifteen thousand people were congregated, to attend the special sale announced by Strauss & Frohman, 105-107-109 Post Street, San Francisco, California. Their stock was arranged, their advertising was composed, set up and distributed, and the entire sale managed, advertised and conducted under my personal supervision and instructions. 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 something to move your undesirable and unsalable merchandise; turn your stock into money; dispose of stock that you may have overbought.

Write for free prospectus and complete systems, showing you how to advertise 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 combination of unparalleled methods compiled by the highest authorities for retail merchandising and advertising, assuring your business a steady and healthy increase; a combination of systems that has been endorsed by the most conservative leading wholesalers, trade journals and retail merchants of the United States.

Write for plans and particulars, mailed you absolutely free of charge. You pay nothing for this information; a system planned and drafted to meet conditions 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 advertising 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 carefully:

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.

grandfather who tells what his grandfather said to him when he was a child generally has more imagination than truth in the story; yet the story may give a picture of great historic value, if discrimination is exercised in its use.

A diary is an excellent source of original information for local history. I understand that Sluman S. Bailey, of Paris township, has kept a diary for more than sixty years, in which he has written daily during that entire period. During his long busy life in Kent county Mr. Bailey has been much in public life. He was sheriff of the county for six years, collector of internal revenue for fifteen years, and held many other offices and positions of honor and trust. He has not only been a part of the life of Kent county and the city of Grand Rapids, but for years he was in State politics and knew the inside history of many a hard fought political battle and campaign, and had a wide acquaintance with the public men and affairs of the State. From his occasional communications to the newspapers on current topics and events we know that he writes with a facile and trenchant pen. At the present time his diary is too sacred and personal for use in writing history, but the time may come when that old diary can with propriety be examined by some future historian who can con its pages for matters of public interest, and then what pictures of by-gone days will there be found! May he for many years continue to record daily events and express his personal impressions of men and affairs, but sometime may he himself or the friendly hand of another polish the literary and historic gems of his diary for public use.

The Misses Cuming, of Bostwick street, have many records and keepsakes full of local history. Their father was an early pastor of St. Mark's, a gentleman of taste and culture, who left his personal imprint on our city and its institutions. The Campau family, the Nelson family, the Pike family, the Calkins family and a dozen other old families of the city have records and keepsakes and traditions that make local history.

I have related what I have found of chief value in writing local history. Allow me to make some suggestions for the benefit of the persons who will write local history in the future: Let every copy of every newspaper, trade paper, magazine and publication in the nature of a newspaper, trade paper or magazine hereafter published in Grand Rapids be carefully kept; let every such publication of the past be collected and preserved. They make history.

Let every public report from any public body, public board, public officer be preserved; nay, more, let every report from any church, society, fraternity or organization of the city be preserved. It is history. Public and official reports and proceedings of official bodies may not be as interesting reading as newspaper reports, but they are more accurate. If the future historian has both before him he can write good history.

Let programmes and menus of banquets, balls, suppers, dinners, enter-

tainments and other social functions be filed. They will tell our grandchildren how we entertain and are entertained, what we eat and drink, how we behave in public and among our friends. This Society might conspire with the leading printing establishments of the city to have samples kept and filed.

This is an age when illustration is demanded and is easily obtained. Photographers, amateur, trade and professionals, are found everywhere. Every event of public interest—almost every event of private interest—has its picture taken. All such pictures should be preserved for their historic value. Our Public Library might have a picture department of Grand Rapids people and events. In a few years it would have great importance. I would suggest that such a department be started and all local photographers be invited to donate copies of their pictures of Grand Rapids events, landscapes and groups of people.

Two of our citizens, George E. Fitch and Guy Johnston, are making collections of pictures of Old Grand Rapids, and the fad should be encouraged. Their collections should be duplicated or kept where there is no danger of fire.

Mrs. T. J. Lucas, of Pleasant street, has long been a collector of articles and newspaper clippings of local interest.

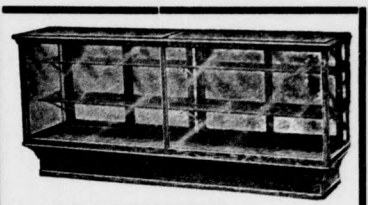
There are many other collectors in town whose names and collections should be indexed for reference. This Society should know the autograph fiends of the city, the collectors of old furniture, the numismatists, the bibliomaniacs; in short, all the faddists, cranks and collectors of the town. They are all akin to the students of history and their collections have historic value.

It is the commonplace things of today which make history and romance for the future. The appearance of our streets, the views of our town, the pictures of our residences, ourselves, our friends, our everyday life are to us so common that they have no value, but in the years to come they will have value beyond price. What would we not give for a true picture of a Greek theater, a Roman triumph, a Jewish home, an ancient banquet, a Puritan wedding, Grand Rapids at the advent of the first white man or Monroe street with its first Fourth of July procession? What would we not give for a detailed account of a week from the life of Socrates, Caesar, Cromwell, Washington or an early settler of Grand Rapids? In the centuries that have passed history was a record of public men and political events; history is now a record of all people and all forces that work for civilization, progress and righteousness.

The pioneers are nearly all gone. William N. Cook, the village blacksmith, who came here more than sixty years ago, can always talk entertainingly of old days. Mrs. S. L. Withey came here with her parents in 1836 and has not forgotten her childhood days when the earth was young about Grand Rapids. Eugene E. Winsor, the first white child born in the Valley, is still in active life

and can talk of the old days. But it is to the second generation, the men and women who were born here and who have always lived here, that the future historian must look for living pictures of the old days. The reminiscences of all such citizens should be gathered and stored for future use and reference.

Local history now has a home in the Ryerson Library. Here should be stored all materials and records pertaining to Grand Rapids history. When the originals can not be obtained, copies should be secured, if possible, and if that can not be done let a record be kept of where they can be obtained. Vigilance and diligence can and will make this Library and this Society an inspiration for study and research in local affairs.



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1907

1907

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NEW LEAF.

Young Man Meant To Keep It Turned.

Written for the Tradesman.

The trouble began on Christmas morning. He had been out among the boys the night before, had slept far beyond his rising hour, had waked up with a headache and a brown taste in his mouth and had found, when he finally got up, a letter tucked under the door from his dear old mother away back East among the Pennsylvania hills. It was a heart letter which only a mother with a neat white cap on her head and a warm motherly heart in her dear body would be sure to write to her wandering boy, with every letter aglow and the best crowded between the lines. Here is a little of it:

"Ain't ye a'most ready, Lexy, to be settlin' down? Ye air a boy no longer, and when a man is accepin' up in his thutties it's time for him, if he's goin' to be a man, the rule thing, to be havin' a home of his own an' some little folk clingin' to his knees. Ye can't keep up the wild life forever; and, my boy, you'll stop it pretty soon or Nature, which can't stand everything, will be takin' ye in hand and after that she'll be takin' ye off. I'm old and gittin' older, not a black hair on my head—a little, dried-up and wrinkled old woman, not long to live and only one want keepin' me alive, that y' air comin' to me some day—an', Lexy, ye'll have to be comin' pretty soon—and sayin', 'Mammy, yer sheep that went astray has come home again, tired of the husks the swine did eat and agoin' to be a comfort to yer old age.' It's no use, Lexy, ye can't git along without God, and the longer ye keep tryin' the worse it'll be for ye. What ye've done already air aplaguin' ye. Ye've got to root out the evil an' cast it from ye or ye'll never enter the kingdom of Heaven. A troubled conscience is a sore thing to carry, Lexy, an' ye'll be burdened with it as long and as surely as ye're not sorry for yer sin."

That last was what did the business. It spoiled his Christmas for him. Do what he would, turn whatever way he would, that "troubled conscience" went with him and, worse than all, the fearful remedy—"be sorry for yer sin." He entered at once upon a five days' siege of self-expiation. In spite of himself he had to go back to the old Pennsylvania home in the Alleghany Valley, "The vine-clad cot where I was born"—to the tree-shaded street of the little village with the school house here and the white-spined church there, where he had been the joy of his mother's heart and the pride of the Sunday school. Do what he would to forget the day when he, a well-grown boy of 17, had been urged to teach the 12-year class of boys and the joy he felt when he saw their delight in receiving him he couldn't. He recalled the good times he had with those boys as long as he was faithful to his trust and then—and then—well, he wasn't faithful and the boys, believing in him and trusting in him, followed him—and—and—they weren't good boys any more! After

that the folks in the village didn't look kindly upon him and the evil-minded began to say dreadful things about him, and then the doctor looked him over and told him the climate wasn't agreeing with him and that he'd have to find a dryer atmosphere. So he did and in a dry climate and with new surroundings he had begun life again and was doing well, only this letter, as sure to come as Christmas, was sure to reach him and tell him that a "troubled conscience" would be sure to follow him until he was sorry for his sin!

Well, after that sort of thing has been hanging over a fellow for days he begins to feel as if something had better be done about it. He began, as most men do, by declaring that he wasn't so very much worse than other men after all. What if one was some thirty odd and what if his twenties had been somewhat lurid? Whose business was that, pray, but his own? Thirty-something wasn't as old as forty-something by ten good years, and by that time he would sober down and the troubled conscience, tucked out, would cease to weary without any being sorry, for that was what he wasn't and wasn't going to be! A man's life was his own, his was his, anyway, and if he was ready to abide the consequences he didn't see what business it was to anybody else—that is, except his mother, his poor, little, over-anxious, tender-hearted mother, who—who wouldn't troubl'—his manhood and his tears stopped him and blinded him, and for days he went about as if, for all the world, his manhood and his tears and his troubled conscience had combined to make him "sorry." Sorry! Humph!

So Christmas came and went and Resolution Days, the days between Thanksgiving and New Year's, and especially the days between Christmas and January first, went flying by, sobering Lex Bain as he hadn't been sobered for a decade and filling him full of home and mother and—and—everything and making him wonder for the first time in years if it—if anything paid. This was what was in possession of him as he was climbing Seventeenth street hill when Kin Cady caught up with him and fell into step.

"Well, Bain," he remarked after the hello and a few steps in silence, "how long is your Resolution list this year?"

"Haven't any. 'M not going to have any. Lot of something rot!"

"M—well, yes and no. It may never amount to anything—I guess it rarely does—but, after all, like the log left by a freshet, another will take us up and then another and, if we are worth it, we are landed at last, considerably belated and rather the worse for wear where we started for. It doesn't harm me to see how long I can go without a cigar and not give up the ghost. I don't believe my stomach is any the worse for a five days' or seven days' famine of bracing, and it does make me wonder how it would seem not to touch a cigar or take a drink for six months. I'm getting along in the twenties—two years more and I'm 30 years old—and as a business prop-

osition I'm wondering whether it pays.

"Take just ten years, from twenty to thirty, and it will open your eyes. Three times 365 days is 1,095 cigars a year, and at 10 cents each it comes to \$109.50. At 5 per cent. this amounts to—5×9 are 45—something over \$5. Then you have to put yourself down for poker for so much and—and—other things, and I have a notion these resolutions are a sort of jerk on the bits, as it were, and give us something to think of. Then, after all, Bain, you know it as well as I do, it isn't right.

"That makes me think of Old Man Steins—you know him—who is all the time saying that a man has got to be sorry for what he has done before he lets up on it. Queer old duck, isn't he? You're cream to his coffee, all right. The other night Tom Hess was letting into you, tough and tight, and the old man finally caught on. 'Is that Alexis Bain you are talking about?' asks Steins. 'That's who,' says Hess with a good deal of emphasis. 'M-hm,' says Stein, 'we criticise inferiors; but if you, Mr. Thomas Hess, were half the man that Alexis Bain is and you knew a tenth as much as he you wouldn't know yourself. When the right time comes Bain is going to be Bain—the genuine thing, and he is going to be so far ahead of you that you'll have to take a telescope to see where he is. He's no saint and he is considerable of a sinner; but don't you worry about him. He's coming out all right. Take care of your own doorstep, Tom; take care of your

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Hand Separator Oil

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

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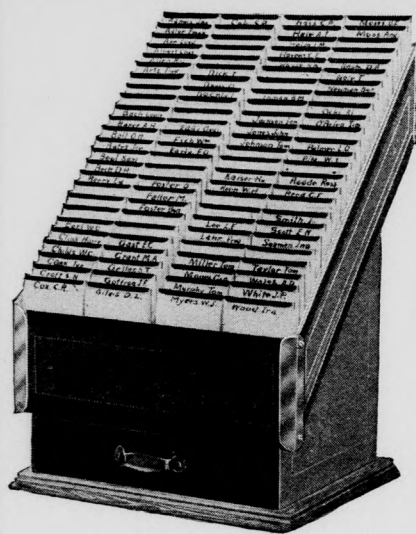
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No Book-Keeping When You Want to Go to Bed

To most retail merchants the bookkeeping is the biggest nuisance connected with their business. They put in odd minutes at it, and it gets done in a slipshod fashion which is a constant handicap and thorn in the flesh.

If you will adopt the **Keith Credit System** your bookkeeping troubles will be over. The **Keith System** keeps all your accounts and keeps them up to the last sale, with practically no bookkeeping at all. The whole thing is done with one entry made when you sell the goods. No posting in ledger, nothing else whatever but that one simple entry. You have each customer's account up to the minute you look at it, and with really less trouble than you now spend on the order slip alone.

Simple Account Salesbook Co.

Fremont, Ohio

Successors to the Keith Credit Register Co., Mansfield, Ohio

own doorstep!" and Tom went off with a flea in his ear."

"Did he say anything particularly about me?"

"Well, no, he didn't. The valve in my suction pump didn't seem to work and after his telling me in a dozen different ways in mind my own business I let up. The only fact I got out of him was that he had known you for a good while, and that, if you had any enemies, you were the worst of the lot."

"Well, next to my old mother that man Steins is the best friend I ever had. He took me in and took care of me, and when I told my story he said, 'Never mind, boy. Turn your back on it all, keep the Christmas Star in sight and yourself straight and that's all there is to it.' I was clerking then and when he found that I wanted to teach he taught me and when I was ready for it he got me a position, and then after all that and my promises I—I—well, I didn't keep my promises and—he dropped me, saying, 'You're going to be good and sorry some day and then you won't need me any more.'—This is my street. Good night."

It isn't surprising that Lex Bain didn't go whistling along Grant avenue. His cigar was the only thing comforting just then and he sauntered past the house with both hands in his pockets, thinking of the dear face under the neat white cap in far-off Pennsylvania, and of Old Man Steins, who, he knew, was thinking that minute of him and was wondering if it wasn't almost time for him, Lex Bain, to be sorry and be decent; and here he was a man in his thirties, halting between two opinions when age and experience were both telling him what was the only straightforward thing to do. So he walked and thought until his cigar was gone and then went in to bed.

The cathedral gong of the mantel clock struck 9 on New Year's morning before Lex Bain opened his eyes. Then he yawned and stretched and blinked as the sunshine bored into his eyes. Then with his arms under his head he adjusted himself to existing conditions, and at last he spake with his tongue:

"A Happy New Year to you, Lex Bain, and to you, Mother Bain, and to you, Old Man Steins. May we all live long and be happy."

Then followed a silence broken only by the mantel clock, its very tick an apology for disturbing the peace, and a silence made good use of by the young man in bed who gazed first at his good old mother's picture on the wall over the mantel and then at Old Man Steins' features at the foot of the bed, whose benediction somehow always managed to get behind the stern rebuke that always frowned down upon him after a night's carousal.

"If I were at Avoca now—Sweet vale of Avoca—or in Denver with Old Man Steins I should have to take the Bible and read the chapter chance opens to, and I'm going to do it now. Ecclesiastes, 11th. All right. Couldn't be better." He read the chapter through without cringing even at the next to the last verse. Then Old Man Steins at this point

would hand me a prayer book. If I can find mine I'll get the dust off it and use it."

Up to this point the young man's manner was suggestive of levity in the extreme, and place and time suggested only that; but as he opened the book and knelt upon the floor at his bedside the levity had vanished and the manly proportions gave to the pajamas a something akin to dignity, respect and reverence, a something that sounded in his voice as after following a few words of the printed prayer his feelings found expression in his own heartfelt words. I can not recall them—they were spoken only to God; but when the prayer was ended and Alexis Bain rose to his feet the long looked for, the long hoped for time had come, and the penitent, sorry as a man can be only once, stood up redeemed.

Very deliberately, very quietly, he proceeded to dress himself, and when he was all ready to go out, standing a moment by the door, he said, "As well now as any time." With that he seized the decanters and glasses that were standing on a side-table, and dashed them and their contents into the blazing fire. Going to the mantel he took from it the photograph of some half-dozen boon companions and tearing it in twain tossed the pieces into the liquor-fed fire. He watched them until only ashes were left and then with lips compressed he lifted his eyes to the enlarged photograph of a woman, sensual and passionate, whose life had wrecked, if it had not ruined, his own. Taking the picture from its gilded frame, which he bent into a thousand contortions, he so placed it that the flames at once seized it and burned all that could burn of a thing so vile. "There," he said with a satisfaction he had not known in years, "now I'll wire to mother and Old Man Steins that I'm sorry and they'll know the rest;" and he wired and they knew!

Richard Malcolm Strong.

It Was Too Risky.

"You keep harmonicas here?" she half-queried as she entered a music store and a clerk came forward to wait on her.

"Certainly, ma'am—a full line of them. Is it a Christmas present for one of the children?"

"No; it's for the old man. He's been playing on the last one for fifteen years and there's only one note left."

"So he plays, does he?" queried the clerk, as he handed out the goods.

"From morning until night. He does not have to work, and so he just sits and plays."

"Then he must have a thousand different tunes?"

"No, he hain't got but one. He jest keeps playin' 'The Old Oaken Bucket' over and over again."

"And you must be pretty well acquainted with it by this time?"

"I am. How much for this one?"

"Fifty cents."

"Too high. How much for this?"

"A quarter."

"Well," she said, after passing it across her lips half a dozen times, "I

think I will take this for his Santa Claus present. It seems all right."

"It is all right. Perhaps he will now learn some other air and substitute it once in a while."

"Mercy, but if I thought so I wouldn't buy this!"

"But why?"

"Because he's got his wind worked up to just the pitch for 'The Old Oaken Bucket,' and if he should switch off on to 'Old Black Joe' he might bust and scatter himself all over the kitchen. I'm not risking any new tunes around my house until Joseph has made a will leaving everything to me." Joe Kerr.

It is only by labor that thought can be made healthy, and only by thought that labor can be made happy.



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Rubber and Steel Stamps Seals, Etc.

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Detroit Rubber Stamp Co.
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The Sun Never Sets

Where the

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And No Other Light
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

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

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

BRILLIANT GAS LAMP CO.

42 STATE ST.

CHICAGO, ILL.



WHITE HOUSE COFFEE

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



Really Pleases People

Because it's honest; because it's the genuine, simon-pure coffee of the olden time, when adulteration and imitation and substitution were unknown—a dependable coffee.



Now Isn't it Good Business Sense to Handle Stock that Saves You all the Worry of Doubt and Uncertainty?

WE GUESS YES!

JUDSON GROCER CO., GRAND RAPIDS, MICH.
Wholesale Distributors of Coffees and Spices Bearing the Name
DWINELL-WRIGHT COMPANY
Boston and Chicago—Guaranteed Goods



A Look Ahead Into the Shirt Trade.

Popular confidence in the stability of present industrial conditions has worked a rather remarkable result. Shirt manufacturers, having experienced a season of unprecedented ordering, are even at this date making selections of fabrics and otherwise planning for 1908. The situation that prompts such a procedure must assuredly be far from ordinary. It can not be that the trust of men so familiar with the past of trade is being misplaced. One and all foresee a continuance of material prosperity in the land. Otherwise, who among them would dare reckon two years ahead on their limit of production? But they have an additional motive to actuate them in this course. By figuring so much in advance of requirements they enable the weavers to better gauge the demand and thus obviate the possibility of future exhaustion of the market before pressing needs have been supplied. Fabrics, then, while commanding attention, are not the prime matter of concern when such precautions are taken. How to get away from the commonplace in design without exceeding the limits of good taste is a more difficult problem.

Men who prize being well dressed are expressing their individuality more than ever and the spirit is quite as manifest in connection with shirts as with the lesser articles. Flannels with turn-back cuffs, regarded as appropriate only for country wear and the sports, are affected more than heretofore for lounging and business usage. While this tendency deserves recording, it is not to be commended or in any way encouraged. The more distinctive dress periods there are the better for the merchant. Once popularized this practice would greatly affect the sales of stiff-front shirts. What business sagacity suggests in this respect to the trade at large is equally applicable to the individual retailers. In large measure the issue will be of their own making.

A fad in evening dress shirts is to have the weave match the corded effect of waistcoat and tie. With ceremonious dress the shirt pattern—if the corded effect may be dignified by that term—must be extremely dainty. Small tucks are preferred over the plain bosom for the shirt to accompany the evening jacket, which is quite in harmony with the informal scheme. Turn-back cuffs are in good form for the evening shirt, the outer fold being cut with a generous curve to permit of easy adjustment of the links and extending not more than an inch and a half back. Both in business shirts and informal evening garments group tucks have appeared, each group being separated by a plain effect an inch in width. New York and Chicago hit upon the idea simultaneously.

Plaid and check patterns find brisk sale despite their antiquity. The smart shops steer clear of both, and

stripes in addition, except in combination with figured designs in both self and contrasting shades. The horizontal stripe is the ultimate of good form and some very bold treatments are being shown. As to colors, pink, brown, green and cream are smart. Blues and black and whites are conspicuous in the popular-priced, but are little seen in the better grades.

Changes in the cutting of shirts ready for service are not material from one year to another. The conspicuous fact in this connection at present is the increased popularity of coat models with cuffs attached. Depending somewhat on the grade of goods, the proportion of calls for these varies. Generally speaking, the bills for next spring show slightly more than 50 per cent. of the garments so fashioned. Practically all of the patrons of city haberdashers insist upon these features, while custom shirts all embody them.—Haberdasher.

New Things in Store for the Hat Trade.

The samples which are being shown in stiff hats are mostly of the staple styles variety as the special styles and other spring blocks will not be ready to be shown until after the first of the year. The tendency for spring is toward the narrower brims, and the slight curl. Some of the manufacturers and also many prominent retailers are showing favor to the flat set brim. Black is to be the favorite in all the stiff hats, although the "man with many hats" will have one of a shade of brown—and possibly a pearl. One prominent hat manufacturer predicts that the pearl hat will find many admirers from among the well-dressed men of the spring and summer of 1907, and is making considerable preparation toward that specialty. It is easy to predict conservative dimensions for new season's styles. When the fashion calls for either higher or lower crowns, wider or narrower brims, it is always known to the trade that the extremist will be on hand at an early date, and will go to the limit as usual, and wear a hat that would be the right size for an abnormally large or small man. It is a condition that is in evidence every day and everywhere, and must be endured as best it may, for it is impossible to impress some people with the fact that the best dressers never go to extremes in any article of apparel.

It is doubtful if there has ever been a year when so many soft hats have been worn as the year draws to its close, and it is generally reported that orders are being freely placed in all sections of the country. The samples of the spring "telescopes" show a tendency toward higher crowns for this distinctive shape. The colors for soft hats show a preference for pearl and nutria, and several manufacturers are showing browns. Why it is that the soft hat is so popular seems to be a hard matter for some people to find a reason for. It may be, says one wisacre, because the soft hat manufacturers are making a number of extremely attractive shapes; much better than they have ever before of-

fered the public. Then some say that it is for the same reason that one year rough-braid straw hats are all the favor with the public, and the next season the fine, genteel, split-braid straw is in great favor. The writer is of the opinion that the extreme popularity of the soft hat is almost entirely due to the clever styles produced by the makers of this class of hats, and by these creations they have brought an additional trade to the retailers.

The straw hat condition bids fair to be interesting, although it will not be very satisfactory to the retailer without his order booked, or those who should be among the number not having the order shipped. Sixty days ago one of the foremost straw goods manufacturers in the trade called in the salesman with the word that they were filled up until May 15, 1907. Importers of braids have raised the price on the limited supply on hand, and to get more braids into the country in time to be of use will cost more. Next summer the wearers of straw hats will have to foot the bill, but the advance of twenty-five or fifty cents on a hat will not worry them when the warm days come along, about June first. The Panama hat condition is about the same. Panama hat bodies of choice selection are hard to get, and there is little hope of increase in the supply. The demand for the Panama hat, however, continues to increase in this country, and a marked increase is reported from the fashion centers of Europe.—Clothier and Furnisher.



The "Ideal" Girl in Uniform Overalls

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IDEAL CLOTHING CO.
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GRAND RAPIDS, MICH.

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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.

THE DEMONSTRATOR.

She May Become Worth Her Weight in Gold.

Written for the Tradesman.

"Yes, there are demonstrators and demonstrators and demonstrators and then some," declared the man who knew what he was talking about.

"It requires a special gift to be a demonstrator. Many people say, 'Oh, it takes no great amount of gumption to be a demonstrator; any person can be a demonstrator—just a little talk about stuff, that's all.'"

"Just a little talk about stuff!"

"But that isn't all—not by as much as a mile. 'To be sure, it's all talk about 'stuff,' this demonstrating business, and the individual who hasn't the 'gift of gab' might better by far try, in this day and age, to cross the Red Sea on dry land than to attempt the—for him—impossible feat of making a success at this modern method of putting merchantable 'stuff' before the public.

"But not only must the 'gift of gab' have come by birth but a good address is a very essential feature.

"I am speaking more, now, of women demonstrators than of men. As a rule they take more naturally to the work than do the opposite sex. They are more observant of details. A bright woman is able to 'spot' a probable subject the moment she sets eyes on her or him. Her quick intuition enables her to tell just the nicest way to begin with her sister on the other side of the counter or table. Is it a haughty, purse-proud old woman who approaches? She must be dealt with very differently from the woman in humble circumstances. Altogether different tactics, too, must be employed to influence the young girl. No need to dwell on price with the arrogant old lady. Price is no object with her, although occasionally a regular old miser is found enveloped in fine raiment.

"When the demonstrator begins on her little say she must try to have her listener do a little talking as well. This shows her her hearer's attitude toward the thing she happens to be exploiting—whether she endorses it strongly or disapproves of it thoroughly. Then the demonstrator has something to go by and can exert all her powers to augment the good opinion expressed or over-ride the objections set forth.

"If the goods expatiated upon are new in a locality the work of demonstrating is, in a way, easier than with known brands. There is then nothing of a derogatory character to be said, concerning the merchandise, by the other side of the 'case.' There is explanation pure and simple and it's all plain sailing—that is, if the goods have any merit at all, and they generally have many points that may be brought out judiciously.

"The life of the demonstrator is really very much like that of a traveling salesman. Each is 'talking up trade;' much of the success of both lies in the ability to do this with convincing effect. The demonstrator must have faith in the goods presented. In this, also, does she resemble the commercial traveler. Not half as much may be accomplished if the merchandise is not implicitly believed in.

"To go back to the personal appearance of the demonstrator. She need not be extraordinarily pretty. In fact, to be extremely so is a detriment in this line of work, for the reason that the subject of the goods is apt to be lost sight of and more 'jollying' indulged in by the men who buzz around her. A certain amount of good looks isn't a bad thing to have, for every one is attracted by them. The girl must be neat in dress, which is preferably plain black, with dainty white apron and turn-over at the neck and sleeves. If her arms are pretty they may be bare to within a short distance of the elbows, as the sleeves will thus be well out of the way. Her feet must be well shod, hair smoothly coifed, hands and nails immaculate.

"She must cultivate—if she have them not—grace and deftness in handling utensils and packages. If there is cooking to be done it must be dispatched in the most cleanly manner; nothing of a sloppy nature should be in evidence. Everything must be inviting in the extreme. The ways of some demonstrators in this regard are past accounting for; they are positively mussy in their process of attending to things. Such a person should be shown how to do her work in the proper fashion, and if she won't turn over a new leaf she should be discharged and the services secured of some one who will do as she is told.

"The more ladylike the demonstrat-

or is the better. The sort who go at the public 'hammer and tongs' are not wanted if they would work for nothing.

"A demonstrator should be even-tempered. One who 'flies off the handle' is worse than none at all. The sort that smiling is second nature to are sure to be liked. Nobody wants to look the second time at a sour-visaged female. Smiles are like 'lases to flies.

"The first-class demonstrator must be in love with her work and must show a deal of enthusiasm. A lackadaisical manner is ruinous to the business. She must possess, as said before, a readiness of speech that shall stand her always in stead, and she can not be 'offish,' she must be cordial.

"Such an one as I have indicated may become 'worth her weight in gold' to the firm she hires out to."

Ph. Warburton.

Even the critic is not infallible. A roast isn't always well done.

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TRADESMAN COMPANY, Grand Rapids, Mich

FORESTRY IN JAPAN.

How the Island Empire Handles the Matter.

The forests of Japan, her natural ornament, which occupy more than one-half the area of the Empire, appear to have exerted an inspiring influence upon the minds of her inhabitants, for their love of forests and luxuriant sylvan growth seems to be intuitive. They are aware of their duties, so to speak, towards the forests, as is indicated by their endeavors to meet the ever-increasing demand for forest products, and still to preserve them for future generations.

The forests of Japan, while the country was secluded, maintained their primitive character. For 300 years during the Tokugawa regime the management of the forests was stringent, with the stern rules of a military despotism enforced. They were at that time divided into utilization and protection forests. Protection forests comprised forests at the head waters of rivers; those planted to prevent snow-slides and damage against heavy falls of snow; also to give shelter to the water and invite the collection of fish. So that Japan has to thank her stern old rulers for the advantages she enjoys to-day in her forests.

But with the restoration the forests underwent a revolution. Increased demand for timber sprung up at home in connection with industrial, mining and railroad enterprises and general building. The development in the carrying trade of Japan opened up the markets of Korea and China, so that a great deal of reckless cutting was done, as is evidenced by the barren islands one sees along the inland sea.

In 1890 the government took hold of the matter and concluded that new plans must be promulgated if the forests were to be preserved permanently. The ownership was in the state and Imperial household and Buddhist and Shinto temples, as well as private persons. It was found that the state and Imperial household owned two-thirds of the entire area, the holdings of the temples and private persons comprising one-third. They appropriated half a million dollars for the purpose of classifying these lands, making accurate maps of forest areas and defining boundaries, with a thorough and general report of all the species and conditions of land and timber. It took ten years to accomplish this. In 1900 they had a large area under a general working plan.

The state lands were managed by the government, while over the people's forests the government exercises supervision only according to the provisions of the forest laws.

Forests are found everywhere in the Empire, from the tropical island of Formosa on the south to the cold island of Hokkaido on the north. With the exception of a small amount on level ground, found here and there, Japanese forests form a long string on the mountains running lengthwise through the middle of the country. In Hokkaido the mountains traverse the whole island lengthwise and crosswise and constitute a splendid area,

Thus, you see, the forests of Japan lie mostly in mountainous districts along the backbone of the country, and are scarce on the plains along the seaside. Again, they are more numerous in the cold regions of the north than in the warmer regions, which are naturally better for farming purposes.

The Imperial lands are divided into two classes, hereditary and ordinary. The former comprise such forests as are so thickly wooded and extensive as to furnish enough material for a regular working plan, and it is expected that the area of such lands will not decrease.

Japan has no less than 800 species and varieties of trees, but at the present time their forest management does not attach any special importance to more than ten or twelve species. They are divided into four

one of the hardwoods. In this way they expect to keep up the ratio.

The working plan of the government employs selection cutting and partly clean cutting, partly coppice and selection cutting combined. In cutting state lands on the selection plan they calculate to not cut a tree less than 80 to 100 years old, as they are not looking for the quickest returns, and have only the good to future generations in view. Therefore you can see that it is dangerous to the best interests of any country to have the forests in the hands of anyone except the government, for the simple reason that the government is supposed to have the best interests of all in view, while the private individual has, and can have, no such exalted ideas.

The general plan of reforestry and the one from which they obtain the

be handled in a business-like manner, conserving the interests of future generations. Now, in order to reach the other third ownership of the forests vested in private persons and temples, they have adopted stringent laws patterned after those of Europe. These laws contain provisions regarding the control of both utilization and protection forests and provision made for policing the same and providing penalties for damages to either class. A register of the state lands is kept at the head forest office, and another register of all private forest is kept at the respective local offices. The following is an extract from some of their laws:

First. The term forests includes those belonging to the Imperial household, the state, Shinto and Buddhist temples and to private individuals.

When it is likely that a public or private forest or one belonging to the temples is to be cut inconsistent with forest economy, the minister supervising the district shall direct the management of the same.

If trees are cut in contravention of the directions mentioned in the preceding paragraph the minister may cause one to stop the cutting and re-plant the spot where the cutting has been carried on.

When the re-planting provided in the preceding paragraph has been neglected by the obligor it shall be carried on by the government. In this case either the expense incurred shall be imposed on the obligor or the portion re-planted may be made a semi-state forest. Anyone who desires to cultivate a forest must first obtain permission of the local governor.

The government may constitute a protection forest when it appears necessary for the following purposes:

For the preservation of the soil on the slopes and protection of the land against erosion.

For protection against sand-drifts, storms, winds, floods, tidal waves, rolling stones and avalanches.

For the maintenance of a water supply in springs and rivers.

For the crowding of fish.

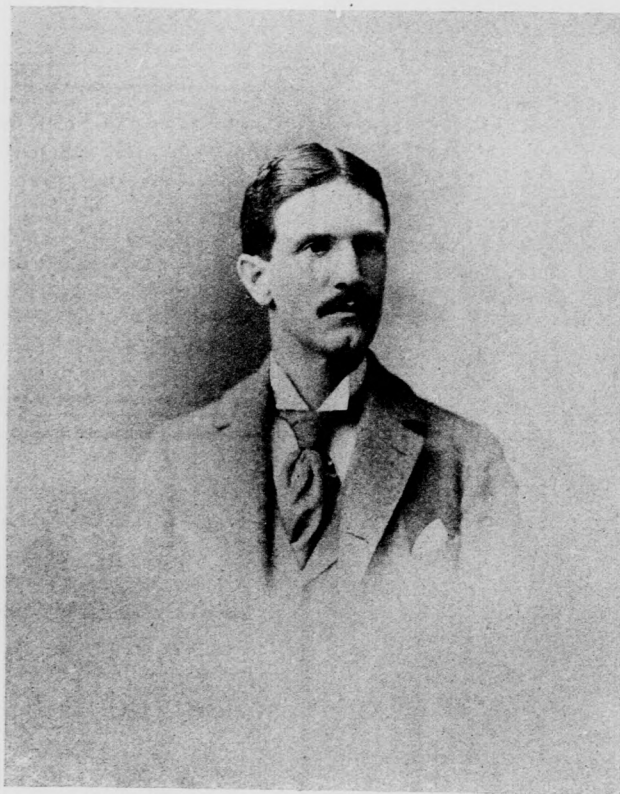
For the preservation of the public health.

For the views of temples, celebrated places and old ruins.

In a protection forest digging of soil, removal of stones, collecting of grass, extraction of the roots of trees, or free breeding of horses and cattle shall not be allowed, unless permission has been obtained from the local governor.

The minister in charge may not only direct the owner of a protection forest as to plan of afforestation and protection, but may restrict him of its use and profit. If he should cultivate where cultivation is prohibited, the minister in charge may order him to restore the forest to its original condition. If these orders are not obeyed the government may accomplish the work and collect the expense of the owner.

When the government desires to purchase a protection forest its owner shall not be allowed to complain, except that he may put in a claim to



Walter C. Winchester

groups: tropical, sub-tropical, temperate and arctic. The most valuable of the tropical trees are the bamboos and palms. In the sub-tropical and temperate zones are found several kinds of conifers, of which the cryptomeria, a straight-grained cedar attaining a diameter of six feet and 200 feet in height, and the red and black pine are the most important. Bamboos also grow well in the sub-tropical zone.

In the temperate zone are found about all the varieties of hardwoods found in the United States. The pines and cedars also do well here. It is estimated that about one-half the area of the forests are conifers and one-half broad-leaved varieties; and as the demand is much in excess for the conifers, or softwoods, they are planting on the lands owned by the state about ten of these varieties to

best results is from transplanting young plants raised in the nurseries from two to four years, according to the variety, although on very steep slopes and for protection forests the old method of seeding and natural regeneration is in vogue.

Furthermore, they have established forestry departments in their schools and have sixty-two institutions where that science is taught. Three of them have a collegiate course, ten a special course in forestry and the balance general instruction along this line. They are constantly turning out men of practical knowledge on this subject, and the government is encouraging it by offering graduates good positions. Furthermore, they have a training school at their experimental station.

So they have it practically settled that the state and Imperial lands will

cover the direct loss caused by the prohibition of cutting trees.

No one is allowed to set fire in timber lands for any purpose without the permission of a forest official or police officer. Any person who sets fire to a plain adjoining a forest shall take all reasonable precaution to prevent its spreading. They are also forbidden to kindle, keep or carry any fire in such manner as to endanger the timber. Any person finding a fire broken out or damage caused by insects in a forest or its vicinity is required to inform the officers of the city, town or village without delay.

A forest which has become treeless or has been left waste prior to the promulgation of this law may be ordered by the minister of state supervising such affairs to reforest the same within a period which shall be prescribed by him. In case this is neglected the state can go on, do the work, collect the expense of the owner, and if this is impossible may take over the land as a semi-state forest. Land of this kind is exempt from land tax and all other public burdens for the afforested portion for twenty-five years. Plains, mountains, hills or barren lands on which afforestation has been newly made shall have the same exemption.

Walter C. Winchester.

New Lamps for Old.

Johnny's dog, Tige, was a nuisance. His pet theory must have been that all things were created to be destroyed—at least, so his practices indicated. Johnny's folks were anxious to be rid of Tige, and at last they decided to work upon the lad's affections with lucre.

"Johnny," said his father one day, "I'll give you \$5 if you'll get rid of that dog."

Johnny gasped at the amount, swallowed hard at thought of Tige, and said he would think it over.

The next day at dinner he made the laconic announcement: "Pa, I got rid of Tige."

"Well, I certainly am delighted to hear it," said the father. "Here's your money; you've earned it. How did you get rid of the nuisance?"

"Traded him to Bill Simpkins for two yellow pups," answered Johnny.

The Burning Question.

A teacher in one of the public schools of Kalamazoo was one day instructing her pupils in the mysteries of etymology, when she had occasion to question a boy pupil with reference to the word "recuperate."

"As an example," said the teacher, "we will take the case of your father. He is, of course, a hard-working man."

"Yes'm," assented Charley.

"And when night comes, he returns home tired and worn out, doesn't he?"

"Yes'm," in further assent from Charley.

"Then," continued teacher, "it being night, his work being over, and he being tired and worn out, what does he do?"

"That's what ma wants to know," said Charley.

He that can not command happiness may at least deserve it.

Commends Howland's Advice as Timely.

Evansville, Ind., Jan. 8.—John A. Howland, in his article entitled Idle Questions Which Are Costly in Business, which appeared in the Nov. 28 number of the Michigan Tradesman, has given us something to think about. I wish every man in this world could see the power in such thoughts. "In time of peace prepare to make war impossible" is the key to the thought that is now going to do something. What we want is men at the head of our Government who can and will think these thoughts. We don't want any more men who think it is necessary to prepare for war with powder and guns. We want men who can think themselves out of trouble. We as individuals can think ourselves out of trouble, and so can we as a nation if the thinking people will but ask for it. I think whenever we find a man who sends out thoughts of war we should put him in jail, for he is just as dangerous as a man that is drunk and has a gun on his shoulder ready to kill the first man he sees.

If the truth is known the men who always are urging nations to prepare for war when there is no war are men who are thinking about the value of dollars and cents and not of human life. If every man who talks war was made to go to the front when war really is at hand, I know he would think himself out of it. Just so long as others must stand before the guns it is all right with those that urge it along.

Young men are urged to be true heroes, are urged to be willing to lay down there lives for their country, but do they really fight for their country, or is it for values that can be bought with money?

What has been done and what ought to be done now are two very different things. We ought to be ashamed of ourselves if we think we ought to prepare to kill anybody. We ought to love other nations so much that they would love us. If other nations seem to think that they ought to put up a fight against us we ought to send men over to see them and talk them out of it.

Suggestion rules this world, not guns. It was necessary in the past to make people good by whipping them, but that time is no more. We have our schools now which teach people to think.

It is a fact that we all get just what we send out. If we prepare for war, we will get war. If we would talk peace all the time, peace we would have; and all we have to do is to show other nations that we have become wise and want to live and are willing to let all nations do the same, and show them that if they would use the money they are spending for war to make their people happy, that it would not be many years until all would live in peace.

Every thinking man who reads nowadays knows that our wars of late and those talked of for the future are all based upon the value of dollars and cents.

Edward Miller, Jr.

Follow the wise few rather than the vulgar many.

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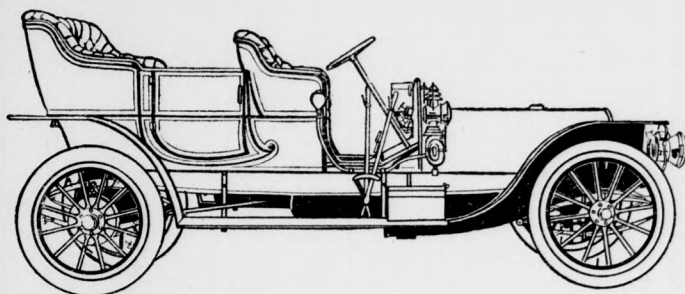
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It was a Franklin H converted into a Runabout, but with a load bringing it up to 3150 pounds, which made the astonishing record of 15 days 2 hours and 12 minutes over the roughest roads in the United States from San Francisco to New York. More could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

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BOOTS AND BOOTJACKS.

Two Articles Little Used These Modern Days.

A once familiar article in practically every household in this country has so fallen into disuse that persons under middle age hardly know of it save by hearsay. This is the bootjack, the use of which ceased with the general substitution of shoes for boots in men's footwear. Only a few elderly men remain who cling to the fashion of their youth in preferring boots to shoes. Save for top boots for riding purposes and rubber boots for use in wet and mud, the making of boots in any general scale has ceased. In some mining and logging regions leather boots still find a market, and a few are sold to longshoremen and sailors, the waterfront being practically the only place in this city where they may be found. Great shops exist solely for the sale of shoes, but no boots are to be found in them. The fashionable boot-maker has been supplanted by the shoemaker, and even on signs put up by cobblers of footwear the boot has ceased to some degree to appear as a symbol.

The story is told of a boot and shoemaker who, in order to display his knowledge of Latin and to attract custom had inscribed on his sign. *Men's conscia recti.* His rival, knowing no Latin, as if to illustrate the proverb that fools rush in where angels fear to tread, determined not to be outdone, had inscribed on his swinging board, *"Men's and women's conscia recti."* He was, doubtless, intent on having the rights and lefts of the matter.

Boots and bootjacks may be said to have come into general use after trousers had supplanted knee breeches. The ancient Greeks and Romans used sandals on the feet after they emerged from savage barbarism and greaves protected the legs of warriors in early times. Then came the invention of armor to protect the entire person in time of battle, but it gave way before the modern weapons made possible by the invention of gunpowder, which also made useless the bows and arrows, the spears and clubs of more primitive times. From the sandal the garter and other forms of shoes were evolved, but they were too expensive save for the wealthy, and wooden shoes and clogs were used by peasants, and are still worn in some of the rural regions of Continental Europe. The modern boot came into use in the fifteenth century. A modification of the earlier type was the Wellington boot, named for the great Duke of Wellington, who overcame the French Emperor at Waterloo. It is a singular fact that the name of the German commander associated with Wellington in the ever memorable defeat of Napoleon, Blucher, also gave a name to a foot covering, the Blucher shoe being that form in which the parts held together by strings instead of being united to the vamp, or portion over the top of the foot, come together over it and afford much ease and comfort to the wearer.

The wearing of boots, which became general when long trousers or

pantaloon superseded the natty knee breeches and stockings of the eighteenth century, lasted in England until shortly after the middle of the nineteenth century. In England the substitution of shoes for boots became general about 1855, and fifteen years later the fashion had changed in this country to a marked degree. The use of boots became more and more a mark of the conservative clinging to the forms of the past, until the demand practically ceased.

While boots were worn bootjacks to aid in removing them from the feet were in general use, but they fell into desuetude with the wearing of shoes, and are now mere curiosities, to be found in lumber rooms and collections of ancient articles.

With the improvements made in the manufacture of shoes by modern inventive skill the product of factories is now so nearly perfect that no return to the fashion of wearing boots is likely ever to occur. And the cost of leather has so increased by reason of the demand that it is no longer possible to put as much as is required for a pair of boots in them at the same cost as a pair of shoes, which will wear as long and look much better. For it was never possible to secure for a boot the fit over the instep and around the ankle that is readily secured by the laced or buttoned shoe.

In the early days of the wearing of shoes by persons accustomed to the ease and quickness of putting on or off a pair of boots, there was a demand for a shoe which possessed the same characteristics, and this led to the manufacture of what came to be called the congress gaiter, which was not laced or buttoned, but had elastic sides, which would stretch sufficiently to permit the insertion and the withdrawal of the foot. But the fact that the ease of putting on or

off did not offset the fact that the appearance of the foot was not so neat, and that the rubber in the elastic sides soon deteriorated and stretched unduly, led to the lessening of the demand for this sort of shoe, so that it is rarely seen at the present time. But, despite their general disuse, the city police reports in regard to the finding of the bodies of drowned men almost invariably state that the clothing includes congress gaiters. Whether this is merely a formula surviving from the days when this sort of shoe was pretty generally worn or whether it is a fact that persons who drown themselves do wear this style of shoe is an interesting question, but the data for its solution have never been secured.

Of the making of shoes there may be said literally to be no end, for practically all the 86,000,000 people in this country wear them. The days when a considerable portion of the population went barefooted, or only wore foot coverings on special occasions, or when the weather was inclement, have long passed away. Even in the most rural regions the "bare-foot boy with cheek of tan" has come to be a thing of the past.

"I remember," said a man now past middle age, "of my mother telling me when I was a boy that when she was a girl it was customary in Orange county for people to start out on Sundays with shoes and stockings in their hands until they neared the country church and then stop and put them on, to appear at the services, removing them on returning, when a decent way from the church. She assured me that she had frequently done this. In my youth no such careful economy was shown on Sundays, but I went to school barefooted and worked and played in that primitive manner on week days.

I recall with much vividness how I once stepped on a bumblebee in a cow pasture with my bare foot and how quickly the sting penetrated the integument, hardened as it was by contact with earth and stones. Fortunately, I had been taught that the application of some soft mud to the spot which had been stung would immediately relieve the pain, and there was no delay in providing the remedy, with the use of spittle on the dry loam.

"While stone bruises and stubbed toes were incidental evils of going barefooted, they were offset by the pleasures of ploughing along in deep dust or mud without any reproof for soiling one's feet, as they could be readily made clean in the wayside brook. But there was no compensation or relief for the suffering endured if one accidentally trod on the sharp spines of a dry chestnut burr, and when these were on the ground it was necessary to wear boots or shoes in self-protection. In the winter time we had heavy cowhide boots with which we used to plough through the snow, but despite all that was done in the way of oiling and greasing the leather it would get so hard and stiff when dry after having been wet that it was frequently difficult to get the boots on the feet after they had lain over night until the leather had been softened by warm grease.

"We always used bootjacks to pull off our boots. Most of them were home made, a piece of wood with a V-shaped cut in one end, in which the heel of the boot to be removed was placed, a block on the under side near this keeping it from the floor, and the other foot being used to hold the bootjack down. I have also seen iron and brass bootjacks, the most elaborate having a spring to press the jaws against the boot

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heel, so that it would be more firmly held. But I haven't seen a bootjack for forty years, and I fancy they are few and far between in these modern days, while boots of the old type are almost unknown. A few men in livery still wear them, but even for horseback riding leggins are now preferred to the top boots formerly worn."

Boots have never come into use for bicycle riding although they might be worn with the trousers tucked into the tops as woodsmen and farmers used to go in the olden days. The long hip rubber boots are almost the only ones still in general use for the work which requires that the trousers be protected from mud or dirt. Theatrical bootmakers still have a good trade in supplying the demand for the boots required by actors and actresses in order to dress their parts properly in the oldtime dramas or new ones of olden days. In fact most of the ideas of boots possessed by the present generation are derived from their use on the stage. The aboriginal inhabitants of this country never reached the dignity of boots, or even shoes, but they managed to make most excellent moccasins from the skins of the animals they caught in the chase and those made from heavy moose-hide, properly prepared and sewn strongly with sinews, were durable and comfortable. Modern imitations of them are made for use as slippers for civilized men and women. The recent revival of the use of sandals for seaside and country wear, especially for children, is an approach to the more primitive freedom of barefoot days, but the style of sandals which approximated the ancient type in having only a sole without an upper is not as satisfactory as that which more resembles a low shoe with holes cut in the top for freedom and a strap about the ankle. In the rubber soled athletic shoes there is another modification of type which is adapted to special use. The bicycle shoes, of which so many were worn a few years ago, are now hardly made at all since the number of riders of the wheel has so greatly diminished. While the price of well made shoes is much less than it was a few years ago, the last year or two has seen a decided advance in all save the cheapest grades, due to the increased cost of leather. Whether this is to continue or whether the demand will lead to increased production remains to be seen.

"There is nothing like leather" is a venerable saying, the origin of which has not been traced, but which serves to show the unique place which this form of the skin of animals, from rough rawhide to the softest velvet kid, fills in human economy. Almost all forms of skin have been transformed into leather by the varied processes of tanning, which were primitive in primitive days, and have gradually become more and more elaborate until skins naturally stiff and hard are transformed into soft and pliable material, capable of enduring hard usage, yet retaining shape and comeliness.

In Butler's "Hudibras" there is a reference to the two principal leathers used for foot coverings, when the

author says: "A shoe be Spanish or neat's leather." The Spanish reference is doubtless to the fine glossy morocco leather, the making of which the Moors introduced into Spain, while the cowhide or calfskin used generally in England in the seventeenth century, when Butler wrote, is meant by "neat's," the use of the term "neat cattle" to describe the bovine species, and "neatherd" for their caretakers being general. Shakespeare says: "As proper men as ever trod upon neat's leather." Another poetic allusion to foot coverings by Alexander Pope, who entered the world shortly after Samuel Butler left it, is not quite so clear on the surface. The famous quotation, "Worth makes the man, and want of it the fellow," is followed by "The rest is all but leather or prunello." The allusion here is the smooth black material, a sort of cloth, which was used in the making of shoes, especially for women, in the days when leather was not made as soft and pliable as it now is. The word is also spelled prunella, and the material was used for the gowns of clergymen as well as for shoes.

A survival of oldtime usage is found in the word bootblack, although his energies are in the main expended on shoes, but the term shoeblack has not found a place in the language, although shoe blacking and shoe polish are well known. But the cry, "Shine yer shoes!" is used by bootblacks to gain the attention of prospective customers, and it is extremely seldom that one secures the opportunity to exercise his skill on a boot.—New York Tribune.

The Correct Use of Language.

Written for the Tradesman.

In contemplating the various qualifications necessary for any young man or young woman to possess in order to succeed in business it seems that there is one very important thing which is not always given due consideration. And that is the correct use of language—to be able to speak correctly, plainly and in terms which need not be misunderstood.

Misunderstandings and consequent ill-feeling in business and society would be greatly lessened could we all learn to speak correctly. It is not alone those who intentionally say disagreeable things who make trouble. Some with the best of intentions to be pleasant and agreeable frequently speak in such a manner that they become unpopular among their associates. They say things which they do not really mean. They lack definite knowledge of the meaning of many words which they constantly use.

It is as painful to hear one halting and stumbling in speech as it is to see one crippled in walking. In the former case there is often no excuse for so doing. Some, of course, are naturally fluent in speech, while others seem to be more unfortunately constituted, but nearly all people might make improvement if they really desired to do so. No doubt many would endeavor to use better language, to study more fully the meaning of words, to seek to express themselves more happily and appropriately could they realize the great

advantage to be gained by so doing.

One need not strain to use lofty phrases, to endeavor to exhibit an appearance of superior knowledge, or of precise over-carefulness in pronunciation. Plain English is appreciated by the majority of people. Mean what you say, and say just what you mean.

In business, especially, time is often precious, and when a communication is to be made it is a fine thing to be able to make a clear, brief, intelligent statement without repeating or varying the form of expression in order to be understood.

In seeking for persons to fill positions requiring carefulness and thoroughness one would not be likely to select those whose speech plainly indicated a lack of these desirable qualities. The places worth having are worth preparing for, and no matter what other desirable qualifications one may possess he or she will be seriously handicapped without a reasonably good command of language.

Books and helps are in abundance for those whose school privileges are or have been limited, and a determination to improve is the main thing. Persistent effort will overcome serious deficiencies and earnest study will secure desirable results.

The effort which some people devote to the accumulation of a stock of pet phrases, odd expressions and outlandish combinations of words to use on every occasion possible might better be employed in selecting a choicer vocabulary and in studying the correct meaning of words.

E. E. Whitney.

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

Alabastine Company

Grand Rapids, Mich. 105 Water St., New York

Our registered guarantee under National Pure Food Laws is Serial No. 50

Walter Baker & Co.'s Chocolate & Cocoa

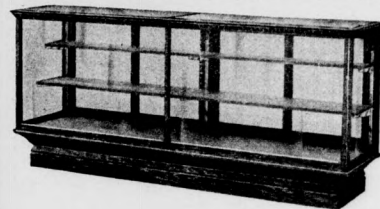


Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.



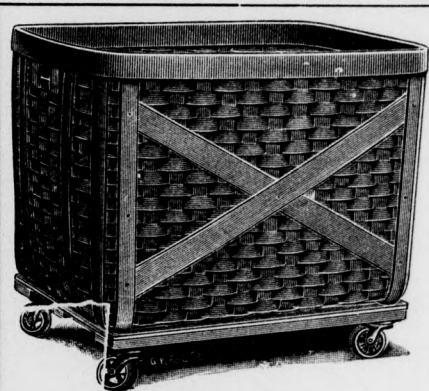
Wolverine Show Case & Fixture Co.

47 First Ave.

Grand Rapids, Mich.

Get in your orders now. Write for catalogue. We are prepared to make prompt shipment on any goods in our line.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding, Mich.



The Tragedy of the Honeymoon.

You have just been in, my dear boy, to tell me that you are going to be married next week. It is the happy sequel to a little love story that has been as true and tender as your own great heart, and that for you has been sweet with all the flowers that bloom along that path of romance that a man treads but once in a lifetime. To the world of fashion and society the event means nothing at all. They will read with indifference that such and such a young man has been married to Miss So-and-So, of some small village, and that the happy couple will make their home in Grand Rapids, where the groom is a valued employe of a large mercantile house, but to you it means the long waiting is at an end, and that all the hopes and dreams of years are about to become a strange and beautiful reality.

I know all the details of the story—how, from the very time when you were children together in the little country town, you loved the one who has always been the only girl in the world to you. Her people were quite the leading people there, and she reigned, by right of her pretty face and sweet ways, like a little queen in the village, and there was something of wonder and triumph, as well as love, throbbing in your heart when, from among so many other suitors, you won her promise to be your wife. In those days you had little enough to offer any woman except your love, but your sweetheart's promise was your inspiration, as it has been many another man's, and you left the village and came to the city to seek your fortune. At first it was a hard and hopeless task enough. You had no friends to push your interests, but by dint of sheer determination and ability and grit you got a foothold and have worked your way up to the position of trust and responsibility you now hold, and that makes you feel that you are justified in claiming your reward, and so next week you are going back to the little village for your bride.

As I sat listening to you there was that in your handsome, manly, strong young face that made me think you worthy of any woman's loving, and yet—when you were gone, with all your happy hopes and bright anticipations, I could but sigh and almost wish that life ended, as novels do, with the ringing of the wedding bells and that no tears and no disillusioning were to follow.

It is the custom to speak of the first few months after marriage as the honeymoon and to paint it as a season of unalloyed bliss. In reality there is no other time of one's whole life that is so apt to be full of acute and poignant disappointments. There is, to begin with, the inevitable adjustment of two people, with different tastes and different beliefs and reared in a different environment, to a common standard, and that is rare-

ly accomplished without friction, but more than that is the bitter awakening to the fact that no dream is ever wholly realized. Both have expected too much and the impossible has not happened.

You think to-night that you could never weary of contemplating Susie's saucy tip-tilted chin or of caressing the sunny little curl upon her forehead. You are absolutely certain now that if you were dead her kiss would thrill you into life. Of course, other married men seem to take their wives' looks very much as a matter of course and manifest a stoical indifference to conjugal kisses, but they didn't marry Susie. My dear boy, you are a man and you are mortal and you will be even as they. The time will come when you will be more interested in the stock market than you are in Susie's curls and when she will have to call you back to remind you to give her the kiss of duty that is dust and ashes on the lips of romance. Perhaps for you it will not even matter. You will give a sigh to think that another ideal is gone, and then you will plunge into your work and forget it. All this is inevitable. A man can no more live on sentiment than he could exist on champagne. He is bound to come down to the realities of life.

What I want to call your attention to—and it is something that, so far as I know, no young husband ever considers—is Susie's point of view. If married life has brought to you some disillusioning about the all-sufficiency of love as a daily diet, it has equally to her. When she married you she honestly believed she could spend her life in contemplating your perfections as a steady occupation. She is morally certain that just to be near you, to hear your voice, to gaze upon you, will be a state of ecstatic happiness of which she can never tire, and that, having you, she will desire nothing else on earth. I haven't a doubt that, in all good faith, she has told you this, and the pity of it is that you are both too young and too ignorant to know any better and so go blundering into that slough of despond that few young married couples escape.

When the village clergyman says the words that makes Susie your wife, and her mother, with her heart failing her as every mother's must at the last, gives her into your keeping and whispers through her tears, "Be good to her," you will smile a little masculine smile of superior scorn. Be good to her! What a request, when you would lay down your life for her! Ah, my boy, only another woman, who has sounded all the depths of that experience, who knows the wrench of leaving home and kindred, the pain of parting with girlhood's sweet ways, who has wept its tears and endured its desolation, knows what need there is for your forbearance, your tenderness, your consideration, and how much a mother compasses into the cry, "Be good to her."

Have you ever thought, my boy, that there is no more pathetic figure than that of the little bride who is brought a perfect stranger to live in a big city? At home she was a per-

son of importance. Here she is nobody. There she was a figure in the social life. No party was complete without her presence. There was not an hour in the day that some girl friend was not dropping in for a bit of a chat. Here, except for you, she is as much alone as Robinson Crusoe on his desert isle. There she was a leader in church work and president of the guild. Here her timid advances to the church people are snubbed and, after the first attempt, she gives it up and feels that she has no more part in a city God than she has in its society. Worst of all, perhaps, she has nothing to do. The brand new furniture and carpets in the brand new cottage are hopelessly clean. Even the brand new clothes offer no chance for mending.

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

With Bour Quality Coffees You Have America's Best Drinking Coffees

They are the Perfected Result of Years of
Painstaking Experiment and are the

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.

Pure Apple Cider Vinegar

Absolutely Pure

Made From Apples

Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers
Detroit, Michigan

There is absolutely nothing to do but sit up and think of what mother and the girls are doing at home. Is it any wonder, under such circumstances, that she gives way to home-sickness? All of her dreaming is broken through. Her ideal of perfect rapture is shattered. She has found misery where she looked for nothing but happiness, and for the time being her desolation is heart-breaking and complete.

Few brides who come as strangers to the city escape this martyrdom of loneliness and boredom. One of the happiest married women I know says that when she was married and the train rolled into the city where she was to live, a sudden realization of what she had done came over her—that she was done with her old happy, care-free girl life, that she was parted from mother and sisters and friends and was going to face an unknown world with a man who, at the moment, seemed as strange as the policeman on the street, that it seemed to her her heart would break with the agony of it. Another tells how she hates a certain street, because, in the first days of homesickness and the weary months of loneliness that followed, she tramped, tramped, tramped up and down it trying to wear out in physical exertion the restlessness that possessed her. Another tells how she ripped up her new clothes and made them all over again, because it seemed to her she must go crazy unless she could find something to occupy her mind and hands.

It is an experience with which men have curiously little patience and no understanding. The average man seems to think that when he marries a girl he has conferred sufficient happiness on her to last her a lifetime and that she should desire nothing more exciting than to watch for his return in the evening. I have known men to take girls out of happy homes, where everything was cheerful and bright and gay, and simply dump them down into a boarding house, and never even think of trying to entertain them in any way. "Why, don't you take your wife to the theater, sometimes?" I once asked one of these men, who had married a pretty village belle. "Oh, before I was married I used to go almost every night and I got tired of it," was the selfish reply. "Well, she isn't tired of it; suppose you look at her side awhile," I returned, and that, my boy, is the gist of the whole matter. Try to look at it from Susie's point of view.

I am not saying that you have not your burdens, too. It is hard to be met with homesick tears when you expect smiles, and hardest and bitterest of all to feel that you have failed to make the woman happy to whom you have dedicated your life. It is for you, also, the shattering of a thousand hopes and dreams, and in the fierce disappointment you are apt to be savage and unjust. She is unreasonable, you think. She knew that if she married you she would have to leave home, and she should have stayed there if she loved her people better. My boy, now is the time, if ever in all your life, to be good to her. Be patient with her. Be

tender and forbearing. The homesickness will weep itself out the quicker on your breast. She will adjust herself to new conditions and make new friends, but it will take a little time. Be good to her, and don't make the tragedy of the honeymoon a tragedy for your whole life.

Dorothy Dix.

Luther Burbank and His Work.

Patrick O'Mara, a Jersey City florist, has published a pamphlet, the title of which in part is, "Luther Burbank; a short review of his work in plant hybridization," in which the writer takes distinct issue with the eulogizers and admirers of Mr. Burbank. Mr. O'Mara objects to the application of the term "wizard" to the California horticulturist for the reason, as he states, that a calm investigation of his performances will show that he has done nothing remarkable, and that his researches and discoveries have been less valuable than those of many other hybridizers whose successes have not been exploited by magazine writers and others. The many achievements credited to Mr. Burbank, from the potato which bears his name to the thornless cactus which is one of his later propagations, are taken up and disposed of to show that they are either not remarkable and in many instances are failures, or that other men without any fuss or parade have done better work in the same fields. This new and unusual view of Mr. Burbank and his labors will attract attention; but before accepting the views of Mr. O'Mara it will be well to remember that Mr. Burbank's work has been commended by many intelligent investigators, and that Mr. Carnegie, a particularly shrewd and hard-headed business man, placed \$100,000 at his disposal in order that he might have leisure to do his task unhampered by the prosaic and ever-intruding question of bread and butter. It will also be well to bear in mind that many of the extravagant statements that have been set afloat in the newspapers with respect to Mr. Burbank's performances have been without his knowledge or sanction.

Everyday Proverbs for the Merchant.

Written for the Tradesman.

Opposition is of more benefit to some people than ease of progress.

To rectify a mistake may cost much; not to rectify it may cost more.

Bitter medicine is often most effective. Unwelcome truths may be made profitable.

Not what you want to sell, but what the people want to buy.

Be as prompt to reduce prices as you are to advance them. The buying public soon catch on to any inconsistency in this particular.

Look ahead. Anticipate customers' needs. Certain goods will be called for as certainly as seasons come and go.

Give the half cent when buying produce, and take it when you sell goods. It is the only fair way.

Are you making progress? Not alone by the inventory or bank account should this be determined.

The most courteous attention to the

parent will not atone for rudeness or indifference to the child.

No merchant need ever use printer's ink to inform the people that he is in business for money only.

"We aim to please," says the advertisement, but the salespeople scarcely condescend to show the goods asked for.

It hurts to be maligned by one who has been helped through financial straits; but that is the way some people pay their debts.

In selecting fixtures do not think only of appearance. Consider convenience, saving of labor and time and economy of space.

Meet every cut in prices of your competitors, throw off all the profit rather than not make a sale, take the statement of Tom, Dick and Harry that others are under-selling you, and you will be able to retire from mercantile life at no distant day.

Is sliding down hill worth the cost of traveling up again?

School days end, but study never, for those who go forward in life.

Sixteen hours a day for the storekeeper is a plenty. Suppose he should strike for less!

The horses which plow all day are laborers; the team that travels sixty miles a day with a carriage is having a snap.

If our job is at all hard the other fellow's looks easier.

E. E. Whitney.

You will never know how small some great men are until you have occasion to be great yourself.

The National Cream Separator

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

Hastings Industrial Company

General Sales Agents
Chicago, Ill.

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"

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

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

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

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

Mother's Oats

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

Ask about our

Profit Sharing Plan

The Great Western Cereal Co.

Chicago

MAIL ORDER HOUSES.

They Can Be Met by Better Buying and Selling.

I am not going to criticise or find any fault with the mail order or catalogue houses; neither with their method nor system of doing business. In fact, I think they are to be congratulated upon these two points. Their method of getting business is by advertising, and it is the keenest, shrewdest, most far-reaching and business getting advertising of the day. And it seems to me that it is the fairest, squarest, open and above board competition we have. Take the catalogue: There is the article for sale, the description of it, the selling talk, and the price, all in black and white. There is the condition just as it is, and you can readily see just what you have to overcome, just what you have to get out of your prospective customer's mind, and just what you have to get into it to get him to take your goods. Is that always so with your home competition? Can you always tell just where your competitor is along these lines? Perhaps he has made the cut in price that your customer has told you, and perhaps he has not. But there is no doubt arising in the catalogue proposition over the price, and the rest of it is all up to you, to make your selling talk stronger, and your proposition look better to your customer than the catalogue proposition.

It is simply a matter of going after the business systematically and hard—beat the other fellow to it. You are on the ground, you have the advantage of a personal selling talk, of showing up your goods in reality. You know your man, and he knows you, and he should know you favorably. If he does not, perhaps it is your fault. Better look to that part of it a little; study yourself, find your weak points and strive to strengthen them. It is the best salesmen usually that get the most business.

Are the catalogue houses better salesmen than we are? I am afraid they are in a good many cases. You may have a prospective customer for a buggy, and about the time you get nicely started with your selling talk he breaks in on you with what he can do and get at the catalogue house. Don't get huffy with him or find any fault with the catalogue house. Let him have full swing for the airing of his harmless preference, help him ride his hobby, but all the time keep hammering the quality of your goods into him in a good-natured way, and nine times out of ten, although he may have an order all made out for a catalogue job, you will make the sale, providing your goods are right and your prices are. Say just as little about the catalogue house as possible, don't give them any cheap advertising by rubbing it into them every time a customer mentions them to you. But talk your goods, advertise your business. Do unto them as they would do unto you, but do it first. You have invariably found that the price is the only point that gets the catalogue house the business, so it seems to me that this is the only thing we

have to overcome. But the question is, How will we overcome it? We have a concern right here in Iowa that is making a cream separator of 450 pounds capacity for a catalogue house that the house may sell to its trade at \$42.75. The same concern makes another separator of the same capacity that it sells to the dealer at \$52.50. This machine, which sells to the dealer at \$52.50, in my judgment, does not cost \$2 more to build than the one it sells to the catalogue house so the latter can sell it to its trade at \$42.75. Now the catalogue house certainly makes at least \$5 on this machine. If this is true it would make the selling price of the manufacturer \$37.75, or about \$15 less than the manufacturer sells practically the same machine to the dealer for. Now why is this difference in price in favor of the catalogue house? Fifteen dollars in price against you to start with is a pretty big difference in a deal where there is only about \$60 involved. The catalogue house is simply underbuying us. Why should we not buy our goods just as cheap as they do? I think we should, and so do you. But how are we going to do it? Supposing this Association should organize a co-operative buying association, appoint a committee to go to the manufacturer and say to him: "The Iowa Implement Dealers' Association wants the State of Iowa on the sale of your goods." Don't you believe that on a proposition of that kind we would get a price on goods that would make us pretty hard competition for the catalogue house? Would it not be an incentive to strengthen our Association, to increase our numbers? There is strength in numbers, and co-operation is the electricity of the age. If we don't keep on the band wagon of progressiveness the first thing we know we will be rubbing the dust out of our eyes behind the procession and wondering how it all happened.

It seems to me that a method of this kind would have a great deal more of weight with the manufacturer, and a better effect on the Association, than to say to him, "You sell that Farmers' Co-operative Company and we boycott you." You might just as well be knocking your head against that stone wall as to be fighting the Farmers' Co-operative Company. It is here to stay and to do business, and all the implement dealers' associations on earth can not put them out of business. When you fight a farmers' co-operative company you are fighting your own customer, and how long will a man stay in business when he is at war with his patrons? You know he won't last long.

It seems to me the only thing for us to do is to get ourselves in a position to be better buyers and then sell right, and we will be harder competition for the catalogue house, and the farmers' co-operative companies won't be in a hurry to take on the implement business—C. E. Yocum before Iowa Implement Dealers' Convention.

Set this day's work first and you shall not be ashamed if it should prove to be your last.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known

Everywhere

No Talk Re-

quired to Sell It

Good Grease

Makes Trade

Cheap Grease

Kills Trade

FRAZER
Axle GreaseFRAZER
Axle OilFRAZER
Harness SoapFRAZER
Harness OilFRAZER
Hoof OilFRAZER
Stock Food

Good to the Very End

S.C.W.

5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

Fire and Burglar Proof

Safes

Tradesman Company, Grand Rapids

CHEAP BRAINS.

Asset Undervalued by Those Who Possess It.

Written for the Tradesman.

There used to be a monthly paper called "Brains." There may be at the present time for all I know. It was devoted to the interests of alleged story writers, I think. Some man instructed others how to write stories, I take it, which is a very easy thing to do. When the man comes along who can tell authors how to sell stories he will make a fortune as well as a hit.

One day this paper lay on the table of a Chicago editor and the owner of the joint took it up.

"Brains," he said, with a scornful twist to the word, "brains are cheap."

The editor glanced up with a grin.

"What brand of brains?" he asked.

"Just brains."

"I don't believe it," insisted the editor.

The proprietor of the joint and the employer of half a thousand people sat down on the corner of the editor's desk.

"Well," he said, "the brain department of this plant is on the low salary list. That shows—"

"Shows what?"

"That I can hire brains at reduced rates."

"How do you know that you're hiring brains here?"

"Oh, they get out the paper."

"Well, if they had any brains they wouldn't work for what you pay."

The editor who was doing the talking was a high salary man, and was making money for the boss of the plant so he could afford to talk.

"I could fill their places for less money," said the boss.

"I don't doubt it."

"Then why do you say that they ought not to work for what they are getting?"

"I said that they wouldn't if they had any brains."

"What would they do?"

"Take a course of physical culture for the nerve and the cheek and go out getting soap advertisements and testimonials for patent medicine frauds. That is, they would do that if they had the nerve to hold up the brains."

"When they get to doing that successfully," said the boss, "I'll double their salaries."

"You don't count that brainy work?"

"Well, I don't know. It looks pretty physical to me some times."

"And still it takes tact, industry, ability to meet arguments launched with force and the temper to be good under insult."

"I've often thought you would have made a good advertising man," said the boss. "You are quick and resourceful."

"I did make a successful advertising man," said the editor. "I worked several years at it. I used to come in at night with my neck out of shape bowing to pin-heads, with my lips swelled up an inch thick saying tender things to bull-necked men who had things to sell, with my knees sore from kneeling to purse-proud advertisers. Then I said no more for

Willie. I said to myself that these chiefs of trade delighted to see a man of towering genius like myself bowing down before them. I cut it out and went into politics. There I had to bow the knee, too, but I could boss more men that I had to obey, which was something."

"In a few years you would have admired the business act of the men you met."

"Oh, I admired the men, all right. It was their thick-headedness in the matter of advertising mediums that I objected to. But, about brains, I'll tell you right now that brains are not cheap. You can hire men who claim to have a corner on the brain product of the world, and hire them at about \$12 per, but they are not cheap men for you to have about. You had a cheap man here not long ago. He cost you \$850 by violating the copy-right law. He should never have published the thing he stole anyway. Now, was that man cheap?"

"He claimed to have brains."

"Yes, of course, he did. You thought you were hiring brains. Were you? You see you did not state the case fairly when you said that brains were cheap. Now, where are the brains of this concern?"

The boss laughed and swung a hand about the room.

"You've got another guess coming," said the editor. "The brains are down in the front room on the second floor, to the right. Leave your card with the colored man at the door and wait an hour for a minute's talk with the occupant of the room."

The boss of the plant bowed gravely.

"You do me proud," he said.

"There is a general notion," continued the editor, "that the successful business man is an accident. Even his own friends make him think so by telling him how lucky he is. When he gets a brilliant idea they'll ask him where he picked that up. When he gets a fine alignment of talent at the heads of departments in his shops they ask him how it is that he finds such good men. All this makes him think that he is not in the brain row."

"You ought to have a medal," said the boss. "You are actually giving the men who build up great institutions the credit for doing it."

"These business chiefs have brains," continued the editor. "The wholesale grocer, the retail man at the head of a big department store, the maker of furniture, build up their own fortunes. They do it by industry and by level-headed choosing of assistants and working plans. A man in business has the pick of the market in employees if he is willing to pay the price. If you look over the payrolls of our successful men you'll find that they have connected with a pretty good lot of men, and that each man is in the spot where he belongs. If you investigate their business methods, you will find that they have chosen the very best ideas submitted to them, and that they have made no mistakes in hitting up the wrong theory."

"Write it for the paper," said the boss.

"Now, these men have brains," con-

tinued he editor, who liked to hear himself talk. "They couldn't sit down here and edit a lot of cheap copy, but I'll gamble that they would come nearer hitting the public pulse in buying manuscript than would the pale, intellectual young men who wear blue glasses and affect a disdain of trade. Yes, sir, these men have the brain to risk, to work, to wait, to discriminate, which is a whole lot better than knowing how to prepare copy for the printer and put a suitable head on a murder story."

"It pays better," laughed the boss.

"And still you say that brains are cheap! Brains are anything but cheap. I mean the real thing, of course. How much would you pay a man who could step in here as an undersudy and run the business up to its present limit for a year?"

"I would pay him \$25,000 a year."

"There you are. It is the know how that counts. It is the brain which picks out the best men and the best methods which wins. It is the man who takes 500 people off the streets and puts them to work who is the man of brain. See here: Half the alleged brainy men—I mean the brainy men of the editorial rooms—would select the poorest men offered and tie to schemes that would wreck a railroad company in a year. They can do their little part well, but you put them where they must decide and decide quick, and you would have them all to the bad."

"Yes, sir, the men with brains are the men who don't talk brains. They will tell you that they are men of business, of action, and that they

hire their brain work done. Perhaps you couldn't make a balance sheet showing the profits here, but you can make the profits, and out of the profits you can hire a man who knows all about figures to tell you how much you make a year."

"Look here," said the boss, "if I didn't have to smoke cheap cigars now in order to fill your pay-envelope I'd give you another boost. But I can't do it. I really can't. I'm robbing my children now in order to pay you the salary you earn, and this talk doesn't go."

The boss laughed and the editor laughed.

"It is not a touch," said the editor. "I make my touches by letter, not having the business capacity to guard my own interests, verbally, against your specious arguments. No, this is not a touch. This is a symposium. I'm telling you that the men who have brains are not selling them for \$12 per week."

"Perhaps I have all the brains of the concern," said the boss. "I'll think so if you want me to, on the quiet, but I'm going to keep right on telling the heads of departments that they have the brains, and that all I have is the money their brains make for me."

"Save your breath when you come here with the tale," smiled the editor.

Alfred B. Tozer.

It is always much easier to get interested in making art doilies for the Hottentots than it is to be just simply human to the washerwoman at home.

Guns and Ammunition



Complete line of

Shotguns, Rifles and Revolvers
Loaded Shells

Camp Equipment

Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan

Four Kinds of Coupon Books

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

Tradesman Company - - - Grand Rapids, Mich.



Boot and Shoe Club Has a Debate.

The Lasterville Boot and Shoe Retailers' Club has drifted, naturally, from the mere discussion of questions directly affecting us all to formal debates of questions which confront the boot and shoe retailer everywhere.

You remember how the club started? How in our store here we have always taken turns in shutting up, one clerk keeping the store open until 9:30 or 10 o'clock while the rest all went home at from 6 to 7:30? It started because Mr. Laster got indignant at one or two retailers who wouldn't join in a 6 o'clock closing movement and he vowed that he'd keep his store open always until every store in town was closed. He did it, too. And so that the order should not affect his clerks more than the rest of us he stood his watch with the rest of us.

I hope you remember how the rest of us felt so sort of sorry for the old man sitting there so lonely until the late hour that we got into the habit of dropping around casually on his night on to keep watch with him, each one doing it independently and being surprised that all the rest had thought of the same thing, and how the old man was so tickled that he spread himself to give us a pleasant evening, and how it came to be the regular thing for us to gather around on Mr. Laster's night on until some of the clerks in other stores got into the custom of dropping in on that night and bye and bye some of the proprietors as well until, finally, it became the regular thing for the entire fraternity in Lasterville to gather every Wednesday evening and the Lasterville Boot and Shoe Retailers' Club was the result.

It was not until this winter, however, that we really did anything formal. It was helter skelter, have a lot of fun and, perhaps, sandwich in a little something helpful occasionally but this year we have had set questions to debate.

Contrary to the usual procedure in debates, we do not divide ourselves arbitrarily into positive and negative sides, and each try to do the best possible with his side by hook or crook, but each speaker give his honest views and sometimes gives both sides of the picture. There are no judges and no decisions except as we are all judges and make up our own personal decisions after the questions have been discussed.

Last week the question was, "Shall a Retailer Borrow Money to Discount His Bills?"

Mr. Laster is usually chairman, although we have no regular club officers, no records, no fines, no dues and no by-laws. In announcing the subject of debate Mr. Laster said that in the consideration of the subject we must not take into account the boot and shoe retailer with a substantial surplus who discounts his bills without any sort of trouble, but the much larger class of retailers who

with a moderate capital carry good sized stocks and frequently a lot of credit customers besides. Then the gavel fell and as usual A. Small Sizer, who hasn't any money to speak of, never ran a store and isn't supposed or expected to have any ideas on the subject, was the first man on his feet. He said:

"Sometime I'm going to have a store of my own. I have got it all figured just how much I have got to save up before I start. I am not going to start until I have that amount saved up. I'm not going to borrow money to start on. I'm going to pay spot cash for my goods, and get all the discount there is. I'm not going to buy a dollar's worth of goods more than I have the money to pay for. I'm not going to trust anybody. I'm going to run a strictly cash store. The President of the bank won't be able to get a package out of the door until the goods are paid for. I'm going to size up every Monday and Wednesday and keep my stock just so full and never overbuy. That's the only way for a man of limited capital to run a business, anyway, and that's the way I'm going to run mine, when I get one."

Then Mr. Sizer sat down and there was encouraging applause, for to a good many of the old retailers this condensed line of argument sounded, oh, so natural.

None of the other younger fry seemed inclined to butt in, so the chairman called on Mr. Ball.

Mr. Ball said: I have listened with much interest to the remarks of Mr. Sizer. I think he has summed up in a few words the ideal method of conducting a shoe store in theory, but, unfortunately, theory oftentimes fails when reduced to the hard, grim reality of practice, and so I think that it is well for us to consider this question exactly as it is stated, always considering the retailer under discussion as being one who has to conduct his business partly on credit. Of course, it is no particular secret that a few here are so pleasantly situated in regard to capital, as our chairman has stated, and this is the statement of an authority, that money does not need to be borrowed in order to discount bills.

The Chairman: We are now also listening to an authority.

Mr. Ball: Be that as it may the man we are considering is the retailer who starts with \$2,000 capital, carries a \$5,000 stock and, perhaps, \$1,000 on the books. In order to discount all of his bills he must of necessity borrow money. That is the question. I mean that is the first question. The next one is, of course: Can he get some one to loan it to him without security other than a note, and if with security, how shall he furnish it?

Now, it seems to me that the first question is really the one for us to consider most particularly and you will pardon me if I become personal and relate a little of my own experience. When I branched out for myself at first it was alone, the partnership with Mr. Instep being a later matter. I had saved up the proverbial \$2,000, and I started in this town. In order to do anything at all I had



One Advantage

and not the least of the advantages accruing to the retailers who sell our own make, is that they contain a greater quality value than can be had in other lines.

And quality today is in demand. Consumers find that better shoes are far more economical than cheaper grades. And, you know, the better the grade the larger the profit.

We make many kinds and styles of shoes, all good—extra good—and we go everywhere for business.

RINDGE, KALMBACH, LOGIE & CO., LTD.

Grand Rapids, Mich.

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.

**Some Men Require no Introduction
to Opportunity**

and some men never get up until they are called.

Hard-Pan Shoes

is an opportunity for one good dealer in each town to build up a value-for-value business; you pay your dollar and you get a dollar's worth of honest shoe value made from a special tannage of leather to stand hard wear.

Order a case to-day and secure the trade of the workingmen of your town.

The opportunity is yours today—tomorrow may be too late.
Our Name on the Strap of Every Pair of the Original Hard-Pans.

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

to have a good sized stock, as I have mentioned, \$5,000 worth, and I figured on the average of \$1,000 on the books. I decided to start with a \$2,000 stock and work up as I needed to. In those days it was mostly jobbers we had to deal with. Just a few manufacturers. You could get money at 7 per cent. in this State then. Jobbers gave six off ten, five off thirty, four off sixty, or four months net. I went to the bank and talked the matter over with the President, but all that I could get out of him was short time paper discounted and with a first class endorser. There was no one to endorse for me that I was at all sure of until I happened to think of an old farmer uncle of mine who was considered good, and I finally plucked up courage to go to him. "Now Jim," he said, after I had explained things out to him in full, "it is against my principles to put my name on anybody's paper." My heart sank. "But," he went on, "I think that you have grit, honesty and are inclined to make a success, and of course it will be a great advantage for you to discount your bills, and I'll tell you what I'll do. I'll loan you \$4,000 on your simple note if you'll agree to be just as careful with your money as though I were a banker, and you were likely to be cramped at any minute."

Well, of course, I jumped at the offer, borrowed the money of him on notes as fast as I needed it to pay spot cash for my goods, and it is easy to figure the difference between 6 per cent., four months, and 7 per cent., a year, and it was a distinct

advantage to me. I got along well, in time paid it all off, but to-day, if we are short for any reason when it comes time to pay a bill and save the discount I always borrow the money. With limitations, I firmly believe the answer to the question being debated is, "Yes."

Mr. Tanner: It is unusual for me to differ with Mr. Ball, but it seems to me that in the average case it is much better for the retailer working on a small capital to discount where he can, and make his money go as far as it will take him—stock up as little as possible over his capital, turn his stock as often and as fast as possible, and for the rest take the credit the manufacturer and jobber allow.

Mr. Oaks. I fully agree with Mr. Tanner. When I first entered business I, too, had the proverbial \$2,000. It was before Mr. Tanner and I joined forces. I wanted to put in a stock of the regular \$5,000 and I went to a jobber who had been friendly and asked his advice. He said to pay the manufacturers and he'd carry me for the balance. He'd give me four months and then take my note for four months more, and in that way he carried me until I got out of the woods.

Mr. Ball: Yes, and socked it to you on prices, I'll bet.

Mr. Schumann: And thus, instead of getting discounts you had to lose them and pay interest besides. I agree with Mr. Ball to pay spot cash and owe your money all in one place.

Mr. Solan Kip: I tried Mr. Ball's plan once in my early business days.

I didn't have an accommodating and well-to-do old uncle, but I managed to get a moneyed man interested on a blanket note. That is, I borrowed on a basis of \$2,000. That was to be the limit. When money was coming in rapidly I was allowed to pay in even hundreds whatever I liked on the last day of any month and stop off the interest in chunks that way. Thus, when I needed a lot of money I used the whole of the \$2,000. For instance, when I was stocking up for fall, as I reduced stock and money came in fast, I reduced my indebtedness. With what I had to start I was able to pay spot cash for everything and the difference between my interest and my discounts more than paid my rent the first year.

Mr. Laster: I tried to make such an arrangement when I went into business and succeeded for a time, but the partial payment plan so mixed up the accounts of the monied friend I found that he finally chucked the whole scheme. Later on I looked around and got a man to loan me \$2,000 straight, and I discounted all I could on the strength of it. When I went over that amount and the amount of my original capital, I had to, had to—

Mr. A. Small Sizer: Take the count.

Mr. Laster: Yes. That was it, and on the whole I think that the best plan. It's a sort of combination scheme and it works all right.

Mr. Hi. Ball: What I would like to ask in this connection is, How is a young retailer going to borrow if

he doesn't find any accommodating friend with money and either can't find an endorser, or doesn't like to ask anybody to endorse for him?

Mr. Laster: That point is well taken. The danger of endorsing paper is one of the greatest dangers confronting the young business man. The advice I would give a young man just going into business is never to endorse for anybody, and in order to follow that it is necessary that he should not ask such favors. I would rather give a chattel mortgage on my stock than to do that.

Mr. Tanner: Don't you think chattel mortgaging a bad plan?

Mr. Laster: Very, very bad. Except as a last resort, or unless the mortgagee would agree not to put the paper on record. That can sometimes be done. But I would do it before I would miss the discounts.

And with these expressions, pro and con, the meeting broke up without a formal decision.—Ike N. Fitem in Boot and Shoe Recorder.

An Old Maid's Song of Thankfulness.

I'm thankful for the things I have
And for the things I haven't.
And of these latter there's enough
To satisfy a savant.
I'm glad my children are not mine,
For then I'd have them all to dine.
And they are only eighty-nine!
I'm thankful that I have no home,
Now, when I wish, I'm free to roam.
I'm glad my husband's in my mind;
You see, he's never hard to find.
I'm thankful that I haven't wealth,
'Twould wear me out to use it;
I'm thankful that I haven't health,
I'd be so 'fraid I'd lose it.
I'm thankful that I hadn't looks
And that I had to turn to books.
For beauty would have turned my head;
As 'tis, my books have turned to bread.
So, when all's done and all is said,
I'm glad for what I haven't.
Margaret McCowan.

You Want Good Rubbers Not "Tolerably Good" Ones

It's the **tolerably good** ones that **make the trouble**, because they often have all the points of good rubbers **except being good**.

Tolerably good rubbers mean tolerably satisfied customers, and they're nobody's friends!

To avoid mistakes, look for this mark on the bottom, because on a Rubber Shoe it's a guarantee of excellence.

Beacon Falls make thoroughly satisfied customers, and they are your best advertisement, and mean a growing business.

We sell combinations, too, and will be glad to send you our catalogue if you haven't already gotten it.



The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

WHAT SUCCESS MEANS.

Book-keeper Sizes Up Winnings of Two Men.

Written for the Tradesman.

The old book-keeper stood looking out of the grocery window. It was a fine, bright day and the street was crowded with pedestrians and with vehicles. The young clerk came and stood by the old man's side.

"Wow!" he cried in a moment. "Put your lamps on that auto! Say, but there must be a mint of money in real estate."

"What makes you think so?" asked the book-keeper.

"Why, look at the trimming that real estate man puts on. He has an auto, and he's got a swell house up on the avenue, and he's got diamonds to burn."

"Think he's flying pretty high, eh?"

"High! He's away up in the blue sky! If I was up there it would have to be a fine collection of scenery that I'd take the trouble to look down on."

"How do you know that he's not near getting a dump for fair?" asked the book-keeper, falling into the slang of the boy.

"Well," said the cub clerk, "he don't look as if there was anything the matter with his flippers or his sailing apparatus. I guess we'll be working a free lunch route before he gets to the earth again. Talk about making a success! Well!"

Just then a clothier doing business in the next block came briskly down the street, whistling like a school boy as he walked.

"It's real estate for mine," said the cub clerk. "You just wait until I get enough of the soda to the good to buy a corner lot and I'll begin to get ready to go up. Look at that clothing man. He's been in business down there about forty years, and he's got no use for hay scales to weigh his money on. That guy in the auto goes by him like he was tied to a pole. It's the corner lot for me just as soon as I can pile up the yellow backs."

"I read in a paper the other day," said the old man, "that success is measured by what one gets out of life."

"Well, look at that machine! What do you want?"

"There are a great many kinds of success," continued the book-keeper.

"I'll take mine with a red devil wagon stirred in," said the cub clerk.

"A man may have a devil wagon, and a swell house, and diamonds, and then lie awake nights wishing for something he can't get—something without which he will not regard his career as a successful one."

"Oh, of course, a man might want a little solar system all by himself, or a few million miles of railroad with private cars personally conducted by colored gentlemen in white duds. A fellow must be reasonable."

"Now there's that real estate man," said the book-keeper. "He is up in the air one minute and down in a mine the next. And there are no gold or precious stones in the mines where he gets his finish. He's at the top now, but I'll gamble that he works more hours than you do, and worries more. He's still climbing,

and he's hanging on with his finger and toe nails for fear he'll get to sliding again. That man will never be a success from his own point of view."

"There must be something the matter with his cupolo."

"Not at all. He will never be able to get all he wants. That is why he will never consider himself a success."

"Has a man got to get all he wants to be a howling success?"

"Of course he has. How can a man regard himself as a top-notch when there are things which he wants and can't acquire? Some bright chap has said that success is living completely the life that the organism was meant to live by the law of creation. The clothier who just passed here is a success."

"Then he must have been created for one of the back rows in the chorus. He doesn't look good to me."

"Now, that clothier is making more money than the real estate man," said the old book-keeper. "What I mean is that he is making more money that he can call his own. If a man makes money and is obliged to reinvest it in his business the minute he gets his hands on it he is not making money within the meaning of the term, for he is merely increasing his capital. His whole shebang is likely to go into the air in any bad year, so he is not accumulating—he is only playing with larger stakes."

"What's a man got to do to make money?" asked the cub clerk. "Has he got to take a shovel and go off in a vacant lot and bury it in order to be that much ahead?"

"He ought to put it somewhere out of the risk of his business," was the reply. "Business is always uncertain. Now, that real estate man owes about \$1,000 for every \$100 he has invested. He's always paying out his money to creditors. He buys an addition and sells lots. It takes a long time before any of the money for the sales comes to him. He's selling some other man's land. When he gets the addition all paid for and is ready to take his profits, the lots he has left may be a drug in the market. Of course, all real estate men do not do business in this way, but a good many of them do. Now, that clothier—"

"I guess he locks his up in the coal cellar," said the cub clerk. "No one ever sees him blow himself."

"I'll tell you what he does with it," said the book-keeper. "I know, for I used to work for him. He saves a share of what he makes and spends the remainder in having a good time."

"Good time! I guess a cigarette and a game of pool would be a hot old time for him. I'd like to be in on one of his good times—not!"

"He doesn't go down among loafers to have a good time," said the book-keeper. "I don't think he ever tasted alcoholic drink. When he wants a good time he packs up his wardrobe, buys a bill of exchange and lugs his wife off to Europe."

"Gee! That's swell!"

"There isn't a point of interest on the continent of North or South America that he hasn't seen. He

spent one whole summer camping in the Grand Canon of the Colorado. He knows more about the Hudson Bay country than half the teachers of physical geography. He can tell you about Jerusalem and the lands of the Far East. He has been in the diamond mines of Africa and the gold mines of Australia."

"Well, he's been out in his dreams, then, for he's always nosing around that store of his. I wouldn't work for him on a bet!"

"No; he goes away in the summer and stays until winter, usually. He has a man he can trust to leave the business with, and he goes away and kicks up his heels like a boy just out of school. It took him quite a time to get down to that sort of thing, but he got there, and is glad of it, although he is not worth as much as he might have been under other conditions."

"I can't see what he wants any more for."

"He doesn't. He has reached the top notch of success. He realizes that he has made the most of life. There is nothing that he wants that he can't have, and he has nothing to worry him. If his business should go to smash to-morrow he has enough to live on for the remainder of his life, and not cut down his expenses, either. There was a time when he wanted to be a merchant prince. He came to me one day and sat down at the desk where I was working with a frown on his face. I thought I was about to get mine right there. Presently he said:

"I'm getting too much money in bank. I felt like telling him I knew of a way to fix that, and was about to suggest something about salary, when he went on: 'I made money last year, and the year before. Now, I'm up against a novel proposition. I know very well that I can lease the remainder of this building and put in shoes, and groceries, and dry goods, and notions and everything going to make a big department store. I've got the money to do it with. Now, shall I do it? That is the question that is troubling me.'

"Have you some other use for it?" I asked.

"Then he said he had. That he would like to put it into a big business building on a street that was sure to come to the front, but the income would never be more than 8 per cent. He thought he could double that in the business."

"I did not like to advise him, but I knew what I should do. He said that he wanted to see the world, and that he knew that if he put his surplus money back into the business it would take all his time to watch it. He would be the slave of his money instead of getting any real good out of it. In other words, success to him did not seem to lie along the line of a department store. Well, he built the business building, and it is a splendid investment."

SELL
Mayer Shoes
And Watch
Your Business Grow

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.

"Oh, but any one can have success if he has the price, I don't care what his idea of success is," said the boy.

"Right you are," said the book-keeper, "the real success is in living the life you want to live—living it really, not apparently. And that's the end of the lecture."

The cub clerk now looks enviously at the clothier, when he meets him on the street. Alfred B. Tozer.

Men Who Are Close To the Borderland of Failure.

How impossibly wrong the world's judgment of success in men may be was illustrated forcibly to me the other day in meeting a friend who has made a place for himself in newspaper and magazine art work. He had come downtown in a street car and had been greatly pleased at meeting one of his boyhood companions who had collected his fare for the trip.

"I was delighted to meet Bill," he said to me. "Bill was a good fellow and we used to go barefoot together, fishing and swimming. We used to confide in each other about our ambitions, boyish love affairs, and all that. In those days I always wanted to be an artist and paint pictures—something that Bill never could understand. Bill always wanted to be a street car conductor.

"Well, Bill is a conductor in a new uniform. And I—well, I suppose I am an artist in a way—not what I once thought I would be, however," with a suggestion of a sigh in his voice.

Bill, he told me, was married and thoroughly satisfied with being a street car conductor. He had two children, and was living in a cottage that was almost paid for, with a wife who was the dearest woman in the world—proud of Bill's position and uniform as Bill himself was.

My artist friend, as compared to Bill, was a millionaire in worldly possessions. He had inherited money from his father's estate and himself had been happily married to a young woman whose parents had left her considerable money. He had investments which called for his time and caused him worries occasionally. As I chanced to know, these investments, taking his time from his home, were causing his wife worries also. They, too, had children, and home was all that either of them had expected of it. But always on the part of the wife was the feeling that his work was taking him too much from the home.

"Money isn't everything," she had said to me in his presence, time and again. "He ought to see that. We don't need any more of it—why can't he let go of the idea? His own father and my father are examples enough of the mistake of making money. My mother and his mother both were disappointed in life because of money getting. I don't feel as if we are making the most out of life when John is working sixteen hours a day in looking after money affairs. His art work takes enough of his time; why doesn't he let the other alone?"

Taking this incident of John's meeting Bill in the street car, I have wondered after all if Bill hasn't made the more out of boyhood's prospects.

Bill has attained to the full the ambitions which prompted him. My friend has confessed that he expected more of his art. Bill is married and happy in his home life. At least my artist friend's wife is not wholly satisfied. My artist friend, even, had expected more of his early ambitions than they have yielded him. Personally he is a rarely honest man in all his dealings, but he says that Bill, the street car conductor, is all of that. And from what I know of him and have heard of Bill, Bill's family in their little world are the happier.

Which of the two men then has made the greater success in life?

There will be disposition, I know, for the reader offhand to name the artist. The argument is easy that any man may be a street car conductor, while to become an artist not only is to give personal satisfaction to the man in the attainment of higher things but that the artist while working more for himself is giving more to the world.

But imagine if you will a street car conductor who from boyhood has had the one ambition to wear the conductor's uniform, command his car and make honest collections and returns to his company. It isn't every man who can be such a conductor—perhaps there is not such another one in all his great city. But there are artists by the score—many of them with heart burnings, too. Bill is of the contented ones. He has his regular run, the confidence of his employers, the acquaintanceship of many of his old passengers, his pleasant home, his neighbors, and the love and confidence of his family.

There is not much more in life than these. Imagine the influence which such a car conductor exerts in the course of a year upon the countless thousands of men, women and children passengers in his car. Society itself could ask no more of him in official capacity, while in personality he gives that which it has had no reason to expect. As a social essential a good street car conductor is rather more necessary than a best artist. Ages long dead have contributed their storehouses of art for all time. The living present contributes the living street car man dedicated to the material needs of the living. Somebody must be a car conductor; no man of the present need feel a divine call to art, for art can live a million years without him.

I have talked with the man who has delivered milk at my back door every day for years. He is a sober, conscientious, industrious driver for a big milk company. The general manager of his company, years ago, began business with the company as a driver. Therefore, after these years of faithful service, the man who comes to my door is dissatisfied. His salary is \$16 a week. Banking on his prospects, he was married a year ago. In the present flood tide of prosperity his money buys less than it ever did before and he has more to buy. Therefore he is discouraged; his company is so much larger now that it no longer is recruiting its department heads from the file of wagon drivers.

But on the other hand this milkman has told me that the last thing he

ever thought of in coming to the city was that he should drive a milk wagon!

And here, of all men, is one close to the borderland of Failure.

John A. Howland.

Large Industries Snowed Under With Orders.

Battle Creek, Jan. 8.—This city faces one of the most promising industrial years in her history, the largest industries being completely snowed under with orders. Whether this is due to the wide dissemination of the city's fame, the growing need for goods Battle Creek manufactures, or merely one end of national prosperity can scarcely be said.

New additions are announced almost daily by local industries, and although the capacity of many plants was doubled in 1906, this year's factory building record promises to exceed all others.

The American Steam Pump Co. will add a storehouse, from Division to Monroe streets, alongside the Michigan Central tracks. This com-

pany sold over 7,000 pumps in 1906, bringing its total sales up to 75,000. Some welcome announcements are to be made at the annual meeting.

The American Cereal Co. has one of its new buildings up three stories and another nearly two. The oven building will be four stories high and the mill room five, making notable additions to the city's industries. Three immense wheat bins are nearly finished.

The foundation for the Grand Trunk's immense locomotive works is nearly completed and ready for structural iron work. All of 1907 and most of 1908 will be consumed in erecting the buildings.

Pencil Wood for Texas.

In the counties of Matagorda, Wharton and Brazoria, Texas, are 40,000 acres of red cedar from which is cut and shipped the wood of which pencils are made. Much of the wood is exported to Germany after being cut into strips. It is a very profitable Texas industry.

"Red Seal Shoes"

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

MICHIGAN SHOE CO., - - DETROIT

Rouge Rex

We have them in High Tops Kangaroo Stock 1/2 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, 10 or 12 inches high, 1/2 D. S. or double sole. Write for sample.



Hirth-Krause Company

Shoe Manufacturers

Grand Rapids, Mich.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 5—Jobbers report a better feeling in coffee, as was anticipated would be the case, and at this writing there is a pretty good enquiry with every house and quotations are well sustained. Rio No. 7, 7½@7¼c. In store and afloat there are 4,106,527 bags, against 4,454,000 a year ago. The receipts at the two primary ports of Rio and Santos from July 1, 1906, to Jan. 3, 1907, aggregate 12,300,000 bags, against 7,842,000 bags at the same time last year. Mild coffees are in fairly good request and quotations practically without change.

We have a steady sugar market, but there is simply an every-day movement—which is all that could be expected at this time of the year. A decline is confidently looked for at almost any time. Refiners are now caught up on deliveries and the situation is favorable for a good spring business, and there is no reason why this should not set in very soon.

For some reason the people seem to be crying for very low-grade teas and Indias and Ceylons coming under this title have been scooped with avidity of late. Congous, too, are asked for, and with supplies somewhat light the outlook is in favor of the seller. Japans—basket-fired—are firm and moving with a good degree of activity.

The rice market moves along in the ordinary channels and no change is looked for until warmer weather sets in, toward spring. Prices are firm, but sales as a rule are of small quantities. Stocks on hand are not large.

Nothing of interest can be recorded of spices. Supplies are equal to the demand, but there is no overabundance, and no special sales to "relieve congestion" are to be looked for. Singapore black pepper seems to have been in most demand this week, but sales are of rather limited quantities individually.

Molasses is well sustained, but the week has been quiet so far as the volume of business is concerned. Prices are without change. Syrups are quiet and uninteresting.

In canned goods tomatoes are attracting less attention, but are by no means neglected, and it is certain that the article will grow in interest week by week. Packers are not seemingly anxious to part with holdings, nor are they anxious to sell futures at less than 80c. Western peas are moving quite freely and buyers seem in a position to take all offerings. Corn is steady. Canned fruits are in very light supply and the market, of course, very firm.

The warmer, wet weather has been somewhat unfavorable to the butter trade, although top grades bring about the same rate as last week. The average price of fancy fresh creamery during 1906 was 24.76c, against 24.64c in 1905. The variation

in 1906 was from 19¼@33c. At the close extra creamery is held at 33c and seconds to firsts 28@31½c; imitation creamery, 23@27c; Western factory, 20@22c.

The same old story in cheese: Stocks are moderate and the demand of an average sort. Top grades are held at 14½c.

Eggs remain high, but the outlook is for a lower level. Finest select Western, 27c; firsts, 26c; refrigerator stock, 23@23½c.

Tribute To the Efforts of Mr. Miller.

Austin, Texas, Jan. 4—I have just read an article in your issue of Dec. 19 entitled "How the Other Half Live," written by Edward Miller, Jr., of Evansville, Indiana. There is much philosophy in this article and it is full of food and wisdom. The writer should be encouraged in his good work.

I have seen some of his articles before, but it took me a long time before I could understand him. To know him and understand him is a treat worth receiving, and I am proud of seeing you take an interest in his writings. That man Miller can write about anything. He may write about the Devil and, if you are not very careful, you will think he is writing about Jesus Christ. In my opinion he is a powerful man, full of great things, and the more you know him the better you like him. Several years ago, when I first learned of his writings, I thought he was crazy and a fool—and blanked fool at that—but I have changed my mind.

Edward Miller, Jr., is a great man. He may die, but his great thoughts will live forever. The article I have just read is a masterpiece and, if read and understood, is good food for the soul.

Edward Miller may be considered by some people—and probably very many people—as a crank or a fanatic, but meet him if you have not already done so, in mind or in body, and you will meet a great man, a gentleman in all things. His theory is to teach the world to be gentlemen. This is the pay he wants and he deserves it. Will he succeed? No, never—except with a few. Why? Because they fail to understand him.

Again, I say, Edward Miller, Jr., is one of the greatest philosophers living to-day and the world fails to know it. I know him and I am proud to know him. H. P. N. Gammel.

Student Railway Laborers.

Learned laborers will build thirteen miles of an electric railroad forming part of the system planned by the company incorporated to construct a road from New York to Chicago. The learned laborers will be students of Purdue University, who, under the guidance of the faculty, will have full charge of the work of building the first section. The surveying already has begun. Many years ago similar work was done in England, where the students of one of the English universities, under the stimulus of John Ruskin's fervid eloquence, went in for a stunt of road-making with roller, shovel and pick.

Winds of passion do not blow to harbors of high purposes.

ASIATIC POULTRY.

Breeders in Michigan in the Pioneer Days.

Written for the Tradesman.

At this season of poultry exhibitions throughout the State a brief history of the introduction of the Asiatic varieties into Michigan, and into Kent county in particular, will be interesting to many readers of the Tradesman, especially to poultry breeders.

In 1851 the poultry shown at the State Fair held in Detroit did not exceed 100 birds of all varieties, and of these not more than one-fourth were of the improved Asiatic varieties. A few single coops were exhibited by Detroit amateur fanciers, but the largest exhibitor was Dr. Murray, of Schoolcraft, Kalamazoo county, who had commenced the building of improved foreign breeds of poultry as a permanent investment. The Doctor was a unique character. He was educated and polished in manners, naturally lazy, but when he chose to practice his profession stood in the front rank of his peers. He also made a specialty of breeding Scotch and English terrier dogs. His poultry business was a successful one for several years and he distributed hundreds of birds in pairs and trios and eggs by the thousand throughout Michigan and the adjoining states. He was in poor health, and had the reputation of being addicted to the morphine habit, that destroyer of so many bright intellects. At his best he was a type of jolly, wholesouled Scotchman. Competition in Michigan and Ohio finally drove him out of business. He died early in life. To him belongs the credit of being the pioneer breeder of Asiatic poultry in Michigan, which has made our State one of the most successful poultry raising states in the Union.

The pioneer to improve the breed of poultry in the Grand River Valley was James W. Sligh. He experimented upon the various breeds of Asiatic fowls by importing the eggs from various breeds. He had Brahms, Buff Cochins, black and white Shanghais and Chitagongs, for the purpose of testing their relative points of excellence. The Buff Cochins and the light Brahms excelled them all, and were his favorites, not only for their beauty of plumage but for the table. The others were dull in plumage, lazy, coarse in appearance and without the fineness of grain to make them favorites for table use.

Here I may be pardoned for diverging for the purpose of paying a slight tribute to the memory of my old friend, Mr. James W. Sligh, so long and favorably known and now well remembered in Grand Rapids. The writer had intimate business relations with him previous to his enlistment in the army and knew him thoroughly. He was a painstaking expert at his trade and an honest gentleman in every way. A Scotchman by birth he was among the first to volunteer his services in defense of his adopted country, and among the earliest to give up his life for the preservation of the Constitution he had sworn to protect. Decoration Day never returns without my mem-

ory reverting in pious remembrance of that little band of heroes who left Grand Rapids never to return.

W. S. H. Welton.

Some Ways in Which Science Aids Business.

Science, first antagonized by commercial interests, is to-day the strong right arm of business progress. A business not conducted on a scientific basis, not having a knowledge of the scientific principles which are involved in it, can not succeed to-day.

The revolution from antagonism to close intimacy has been remarkable—due more to persistent research and faith of scientists than to the acumen of business men. But to-day the business man does not and can not stir without the aid of some factor of science.

Take his day's work; he rides to his work in an electric car; an elevator shoots him to his proper floor in the high building in which he works; if he wants a messenger there is a call box within a few feet of his desk which will notify an agency miles away; he uses the telegraph, the telephone, the annunciator, without thinking—and only the discoveries of scientists have made them possible.

It took the business man a long time to overcome his prejudice against the new, and so far as he was concerned, the untried. Inventors must force their products upon him; and then he is constantly looking for faulty production, either in the machine itself or in its accomplishments. I have in mind one concern just now which has expended enormous sums of money trying to introduce one of its latest products. There is no question about its practical value or of its ultimate adoption; but two or three years will be required to make its manufacture a paying proposition—time consumed in arousing business men to the possibilities of this production.

And this backwardness, this stubbornness, is a more vital loss to business collectively than to the manufacturers of the new device. The profit which business men have lost through delay in the adoption of methods and devices now in common use can never be regained by them.

But business men are learning that science can aid them. I helped build the first typewriter that came out. At that time I had a shop in Newark and a man from Milwaukee—a Mr. Sholes—came to me with a wooden model, which we finally got into working shape. Then came the waste of time and money before the typewriter was looked upon as useful. Now the business man sees that business on a modern scale would be impossible without the help of this little despised machine, based on scientific principles. The typewriter manufacturer eventually won back his initial loss. But how about the business man—the user?

Science comes much closer in its offer of help to the business man than merely in his use of mechanical devices. The two greatest industries of this country, which would be unnamed to-day were it not for science, prove this. The steel cor-

poration would be only a number of scattered local furnaces and forges, the packing industry would still be made up of tens of thousands of little one-man shops—if it had not been for science, which in Pittsburg produces the best that is possible from the raw material of iron or coke or coal, and in Chicago works into some useful product every part of the animal. And to-day the steel companies and packing houses show their appreciation of science by their \$50,000-a-year laboratories—which the men in the shops may look upon as non-productive and expense-consuming, but which the owners know are the heart which pumps the life-blood of business—profit.

Science has its three great tasks marked out for it in the commercial world to-day: The elimination of waste in production, the utilization to the highest extent of power, and the economy of human labor—these are the chief problems in the development of business.

After capital is assured, the three great factors in production are material, labor, power, which form a link between the source of supply and the egress of the finished product. Science, in the laboratories, in the mine and field, at the loom and engine, is endeavoring to get more value out of these three links.

Every business man has his small problems to solve—concrete adaptations of these three great problems to his own business. He needs science to tell him what coal is the best for his use; what ingredients to use in his product to make it wear; how to treat his wood to give it quality; how to handle his processes to save human labor; how to turn into profit his many wastes. The individual business man needs the aid of science here as does the business world in its bigger problems.

The next question is this: How shall the business man use science to the betterment of his business—to secure economy, efficiency and quality?

Many manufacturing houses, among which I have mentioned the steel companies and the packing houses, have permanent departments and employ a force of finely educated scientists with costly equipments, whose sole object it is to make improvements in the product and in the processes of manufacture, to test materials and lower production costs.—Thomas A. Edison in System.

Went Around.

A man in Altoona, the owner of a very fine forty-horse power limousine motor car, failed last month, and while his affairs were being settled up the car disappeared. As soon as everything had been adjusted, though, the car reappeared in the Altoona man's garage again.

This angered one of the creditors, and the first time he saw the bankrupt he took him bitterly to task.

"A nice bankrupt," he said. "How does it happen, if you're a bankrupt, that you still have that automobile?"

"Well, you see," said the other, smiling, "I went through the bankruptcy court, but the automobile went around."

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
Drs. of	oz. of	Size	Gauge	Per
Powder	Shot	Shot		100
No. 120	4	1 1/2	10	\$2 90
No. 128	4	1 1/2	10	2 90
No. 128	4	1 1/2	8	2 90
No. 126	4	1 1/2	6	2 90
No. 135	4 1/4	1 1/2	5	2 95
No. 154	4 1/2	1 1/2	4	3 00
No. 200	3	1	10	2 50
No. 208	3	1	8	2 50
No. 236	3 1/4	1 1/2	6	2 65
No. 265	3 1/2	1 1/2	5	2 70
No. 264	3 1/2	1 1/2	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. E. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN				
Common, 1/4 in. 5-16 in. 3/4 in. 1 in.	4 3/4 c.	6 c.	6 c.	6 c.
BB, 1/4 in. 5-16 in. 3/4 in. 1 in.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB, 1/4 in. 5-16 in. 3/4 in. 1 in.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/4 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
EXPANSIVE 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	13	14	15	17
List	12	13	14	15
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
HOLLOW WARE				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
HORSE NAILS				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 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	8
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	35
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
No. 28	4 40
All sheets No. 18 and lighter, over	30
inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	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
12 gal. each	65
15 gal. meat tubs, each	13
20 gal. meat tubs, each	15
25 gal. meat tubs, each	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
3/4 gal. per doz.	42
1 to 5 gal., per gal.	7
SEALING WAX	
5 lbs. in package, per lb.	3
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	57
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	5 25
Quarts	5 50
1/2 gallon	8 25
Caps	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 60
No. 2 Lead Flint, 10 in. (35c doz.)	6 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
2 gal. galv. iron with spout, per doz.	1 40
3 gal. galv. iron with spout, per doz.	2 25
5 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with faucet, per doz.	4 10
5 gal. galv. iron with faucet, per doz.	3 85
5 gal. Tilted cans	9 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75

WATER IN BUTTER.

Rapid Method of Determining the Exact Percentage.

Having given the subject of moisture content in butter considerable attention, the writer feels perfectly safe in stating that none of the methods for determining water in butter have supplied the need felt by the average manufacturer and dealer. The most approved methods require skill and time for operation, expensive apparatus, and several hours to complete a moisture determination. Probably the most satisfactory rapid method is that described by H. Droop Richmond, which, in substance, is as follows: Weigh out 5 to 10 grams of butter into a suitable tared receptacle (dish or beaker containing a glass stirring rod); heat over a direct flame or on a sand bath, while stirring constantly, until all foaming ceases; cool and again weigh, the percentage of loss being calculated and considered as water.

Other simple methods have been devised, but on account of not giving accurate results they have been of little value. Appreciating the need of a simple and accurate method for determining water content in butter, and believing that such a method would be of material value to the manufacturer, dealer and exporter, whether handling butter on a large or a small scale, the writer has spent considerable time and effort in attempting to devise such a test. A number of schemes have been tried, some giving results more or less satisfactory, but only one has been perfected to such an extent as to give results which seem wholly satisfactory. The writer firmly believes that with this method (requiring apparatus costing but a few dollars) anyone of average intelligence, after a few trials, may make moisture determinations which will compare very favorably with the results obtained by the most approved method now in use.

The apparatus required for making the test is as follows:

Balance: Sensitive to 0.025 gram. A balance suitable for weighing samples of cream for the Babcock test should be satisfactory for weighing samples of butter for this test; however, there are many cream balances in use which are not accurate enough for weighing either cream or butter samples.

Weights: One 5-gram and one 10-gram.

Graduate: For measuring 6 c. c.

Burner: If gas is not readily available an alcohol lamp may be used.

Paper: Parchment, 5 by 5 inches; must be perfectly dry.

Special apparatus: As shown in figures. Referring to figure 1, A is a flask of a capacity of a little over 70 c. c. C is a graduated tube, which is connected with the flask A by means of a rubber stopper, B. F is a glass stopper ground to tube C. Each glass stopper is ground to fit a particular tube and will not properly fit other tubes. Each stopper and tube should be marked, by the manufacturers, to eliminate the danger of using a tube with a stop-

per which has not been ground to fit. The tube C is graduated after this glass stopper F has been ground in, the zero mark being the end of the stopper. Each mark of the graduation represents one-fiftieth c. c., or when a 10-gram sample of butter is used each mark represents two-tenths of 1 per cent. of water. E is a glass condensing jacket connected to the graduated tube C by rubber stopper D, as shown in figure 1, or

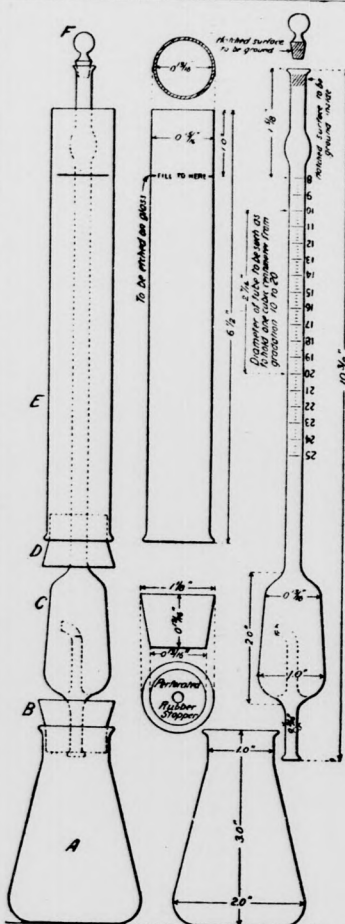


FIG. 1.—Special apparatus for a rapid method of moisture determination, a form giving most satisfactory results for determining water in butter.

ground onto the bulb of the tube C at the point D, as shown in figure 2. The apparatus shown in figure 1, having the condensing packet connected by means of a rubber stopper, is the form which seems most satisfactory for general use.

Rubber stoppers: The rubber stopper B will be slowly decomposed by the heat and reagent during the process of making the tests. As a stopper is rendered unfit for use by making about 100 determinations, extra rubber stoppers should be obtained.

Reagents.

Amyl reagent: A mixture of amyl acetate 5 parts and amyl valerianate 1 part. Must be free from water-soluble impurities in order to give accurate results. Users not in position to test this reagent for impurities should insist on a tested article.

Alcohol (for burning) when alcohol lamp is used.

Making a Determination.

Preparing the sample: The sample of butter is placed in a suitable container (1-pint Mason jar or metal cup will be satisfactory). This container is placed in water at about 100 deg.

F. The butter is stirred with a spatula or spoon until it is about the consistency of thick cream and no free water can be seen. Samples of butter should not be left standing in open containers any length of time before making water determination, as some of the moisture will evaporate and the percentage of water shown when the determination is finally made will be too low.

Weighing the sample: Place on each pan of the balance one sheet of parchment paper and balance accurately. Place the 10-gram weight on one pan and balance again by placing butter on the parchment paper on the opposite pan, placing the sample as near the center of the paper as possible.

Transferring sample to flask: When exactly 10 grams are weighed out remove the sample from the pan and fold it in the parchment paper in such a shape that the paper and butter may be slipped into the flask A. Always use care that none of the butter is lost in transferring.

Adding amyl reagent: Fill the graduate with amyl reagent to the mark 6 c. c., first being sure that the

bottom of the flask A. In a short time the butter will melt, running from the parchment paper into the amyl reagent. The water in the sample then boils and passes as steam into the tube C, where it is condensed and trapped. Watch the condensation in the graduated part of the tube C, and do not let the steam get higher than the 15 per cent. mark. If it goes higher than this, remove the flame, as there is danger of water being lost. If there is any indication of liability of the mixture in the flask A foaming over, remove the flame. Foaming is usually prevented by 6 c. c. of amyl reagent, but some samples of butter, especially those of high moisture, require a trifle more than 6 c. c. In case of continued foaming, allow the mixture in the flask to cool, and add about 2 c. c. of the amyl reagent, and continue heating. After the water in the sample has boiled out the temperature rises and the amyl reagent boils, driving the last traces of water and water-vapor from the flask and bottom of the stopper. Some of the amyl reagent is carried into the tube C with the steam, and some is boiled over after the water has been driven off. This amyl reagent in the tube is of no disadvantage.

Determining when all water has evaporated:

The time required for driving all water from the sample is not less than five minutes and with most samples need not be more than eight minutes. When the mixture in the flask becomes a brown color and all the cracking noises in boiling cease, it is safe to conclude that all water has been driven from the flask.

Disconnecting the apparatus:

Disconnect the flask A from the stopper B, place the glass stopper F in the tube C, giving it a slight turn to insure its being held firmly; invert the tube C, first being sure that the mouth of the small tube inside the bulb is held upwards; pour the water from the condensing jacket E, after which the jacket may be removed.

Separating amyl reagent from the water:

When the tube C is inverted the water and amyl reagent flow into the graduated part of the tube. To separate these and to get the last traces of water down into the graduated part the tube C is held with the bulb in the palm of the hand and the stoppered end away from the body, raised to a horizontal position, and swung at arm's length sharply downward to the side. This is repeated a number of times until the dividing line between the water and amyl reagent is very distinct and no amyl reagent can be seen with the water or vice versa. The tube should then be held a short time with the stoppered end downward and the amyl reagent in the bulb of the tube agitated in order to rinse down any water that may be adhering to the sides of the bulb.

Reading the test:

The reading should not be taken until the tube and its contents have cooled so that very little warmth is felt. The water is in the bottom of the tube, and when a 10-gram sam-

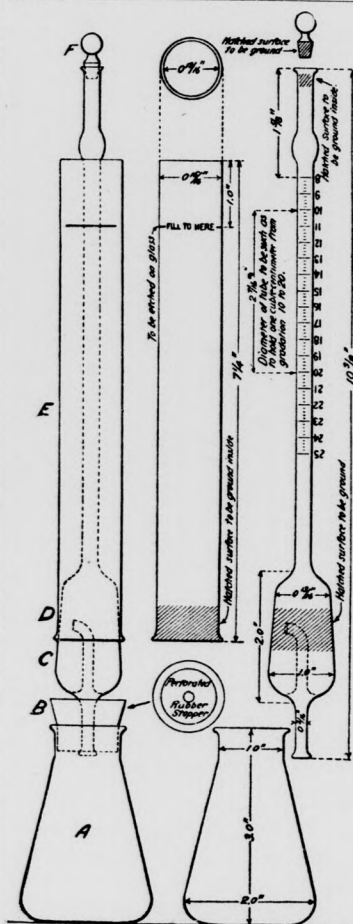


FIG. 2.—Special apparatus for a rapid method of moisture determination, showing different manner of connecting condensing jacket.

graduate is free from water. Place the 6 c. c. of amyl reagent in the flask with the butter.

Connecting the apparatus: Connect the apparatus as shown in figure 1 and fill the condensing jacket E with cool water to within 1 inch of the top. Remove the stopper F.

Distilling off the water: Be sure that the glass stopper F is removed. Place the apparatus over the flame of the burner, applying heat to the

ple is taken the percentage may be read directly. Read to the lower part of the meniscus.

Other than 10-gram samples:

With butter very low in moisture it may be desirable to take a 15-gram sample, and with butter extremely high 5-gram samples may be used. The reading multiplied by 10 and the product divided by the weight in grams of the sample taken equals the percentage of water.

Time required:

To make a determination, including weighing sample, requires from fifteen to twenty minutes.

Cleaning the Apparatus.

Flask:

The flask may be cleaned by washing with soap, washing powder, or washing soda in hot water. It is not absolutely necessary to wash the flask after each determination; the residue may be poured out and the flask wiped with a cloth or thin paper. The flask must always be dry (free from water) before making a determination.

Graduated tube:

After making the test empty the tube C by holding the stoppered end downward, removing the stopper and allowing the contents to flow out quickly. In this way the amyl reagent runs out after the water and carries with it practically all of the water, which might otherwise adhere to the tube. The tube, after emptying, should be swung in the manner described for separating water from amyl reagent, which will almost completely empty it. Following this plan it is not necessary to dry the tubes after each determination. Occasionally the tubes should be washed carefully with a hot solution of sodium carbonate (sal soda) and thoroughly dried before using.

C. E. Gray.

Nerve the Chief Possession of Him Who Wins.

When Napoleon, himself a worker of considerable energy and not a few attainments, declared that in his opinion the best thing in the world was courage that would do business no matter when it was called upon, he struck a truth that many other workers have discovered for themselves: About the best asset that a worker can have is nerve. One of the worst assets is nerves, and an asset that depends entirely upon circumstances as to whether it is good or bad is cheek. Sometimes it carries its possessor through a crisis to success. Sometimes he would have succeeded had he not had it.

But of the importance and value of nerve there is no question. Will Payne, a short story writer, who himself has had nerve enough to come up out of the rut to a handsome income and considerable prestige as a writer upon specialized business topics and political topics, of which he is a master, has tabulated a list of those big business men whose nerve has stood them in good stead in crises in which less courageous men might have failed easily.

Mr. Payne and every other specialist who has studied the lives of successful men know that it is not a question of money, or of people, or

of opportunity, or of ability so much as it is a question of nerve. For the worker who has nerve will command money, can make opportunity, needs not the assistance of others, and if he has not native ability possesses the pertinacity to enable him to stick to a thing until he has mastered it.

One trouble is that too many men confuse nerve and cheek. They prefer the brass band effects of the man who always is shouting about himself, who always is pushing his way through crowds and elbowing others out of the way, to the quiet, self-contained advance that is made by the man with nerve instead of cheek.

There are some businesses in which cheek is necessary. The insurance agent or book agent, for instance, who would try to do business always with the soft pedal on, who would not yield to the temptation to break his way through by the exercise of cheek, would likely find that others had secured the prizes that he had set his eyes upon. A mixture of cheek does no harm in many other callings. The idea is to have something back of it.

The man who went to call upon the great financier and who was met in an outer office by an attendant who thrust in his face a card reading, "Mr. Blank wants to see Mr. Jones about —," and who filled up the blank space following the word "about" with the line "ten minutes" had the right quality of cheek. It got his card singled out for attention by the busy man inside. He got inside himself. Then he sat down and had a knee to knee talk with the great man which was of exceeding profit to himself and which gave the great man another idea about the resourcefulness of the human race.

Quitters don't get anything in this world. Any successful man can find in his own experience times when he was tempted to quit on this or that proposition. He held on and success came. There is a vast difference between nerve and bullheadedness. There are plenty of men who make it a point never to quit. They call themselves Indians and pride themselves upon the way that they stick to anything they have embarked on. They even reach out into the future and promise what they will do, how long they will stick, etc. All of which is a waste of words.

One of the wisest politicians in this country says: "Never tell anybody that upon next Tuesday afternoon at 2 o'clock you will at the corner of State and Madison streets punch Mr. Smith's nose." Now, the man who lays this down as a good rule is the farthest removed from a quitter that it is possible to imagine. He has all kinds of nerve, but he says his rule is founded upon common sense. He says that it is the worst sort of foolishness to go peering into the future with definite threats. He would not look upon it as nerve to make a threat like this, but as cheek unbacked by discretion. And a mixture of discretion with nerve is not a bad thing.

In life the wise man tries to hit the mark. He tries to achieve what he

has set out to achieve, and in this endeavor one of the best aids that he can have is his nerve. He should let nothing break this or impair it. He should not submit to oppression, for once lost that nerve will never return. Business disaster, poor health, disappointment of any sort should not be allowed to make the possessor of nerve feel that he should weaken. If he is in the right way he should stick to that way. If the way is right success and realization and happiness are at the end of it. Cheek won't get him to them. Quitting won't get him to them. There is only one thing that will hold up his hands and comfort him along the road, and that thing is nerve. He can nurture it by reading and hearing of what other men have accomplished. He can improve it by exercise. There is no such thing as nerve that springs up for a moment, like a firefly and then is gone. Nerve is a thing of steady growth. Therefore he who ever shall stand in need of it—and who is there shall not—should encourage it by every means

in his power, for it is the chief possession of him who wins.

N. J. Stock.

You do not obtain sanctity by subtracting sense from spirituality.

It Does Pay

To handle the best line of

Harnesses

That Is Why

so many firms sell
our make.

Write for catalog and
price list.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Put aside your summer bonnet

And tackle a sirloin steak;

Use "AS YOU LIKE IT" horse radish

When thus the fast you break.



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. Klockslem, 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.

Making Work for the Road Pleasurable.

If you have obtained any measure of success it may be taken for granted that you succeeded because you had a certain objective in view and worked energetically and confidently toward it. From this it may be reasoned that if you wish still further to succeed you must have a definite aim—you must avoid the bad make-shift way of "letting well enough alone," of depending on the future to shape itself.

You must have an ideal which so pleases you that the work necessary to be done before you can realize that ideal will seem pleasant.

So it is natural that you should desire to make your daily work both pleasant and profitable. The best way to do this is to have a keen interest in everything you do. When a duty looms ahead in the straight line of progress, don't think merely of getting it over with, and out of the way—think of performing it to the best of your ability—of doing it as well as you can.

Some wise man said: "Whatever is worth doing at all is worth doing well." If you follow this advice you will not have tasks to do over again. You will find each is accomplished more easily than if you had gone at it in a half-hearted way, and that each becomes a pleasure and not a hardship. You will find pleasure in doing the things you are accustomed to do in the daily routine of your business, and an equal pleasure in turning to new efforts that your progress will fit you for.

There is no better evidence of one's desire to succeed—of one's liking for work—than punctuality. To feel well and in good spirits is a great help in getting a day's work accomplished satisfactorily. The next best thing to health and fitness is a consciousness of being punctual—of being always on time. It is half the battle of business life to be prompt in meeting all engagements, and to have every detail so far as possible regulated by system.

Irregular habits lead to indifference—and to laziness, which is akin to servitude. No man can long retain his ambition if he feels that his work is in the nature of servitude. Without ambition he is likely to have little pleasure in the performance of his duties and little confidence in his ability to win out in the race for success. If he has not pleasure in his work it is almost certain that it will not be performed as well as it should be.

If you don't like your work you

are going to have lots of trouble, for most of us will keep on working whether we like it or not. It will help you to succeed if you like your work; if you are loyal to your employer; if you work with equal earnestness and cheerfulness; if you show a genuine willingness to learn from anybody; if you learn to work with as much rapidity as is consistent with accuracy; if you admit mistakes when you make them and take pains to avoid making the same mistake twice; if you bear a good will and helping hand to your co-workers; if you exclude personal affairs and interests from your mind during work-

Good Report from the Sawdust City.

Muskegon, Jan. 8—The week just closed, ushering in the new year, has been one of reflection and consequent good nature on the part of both employers and employes in this city. The year 1906 has been good, but now it is "better for 1907."

Little or nothing has been doing in the industrial line here. Inventory has claimed much of the attention. All of the factories are working up to the limit the same as during the past year.

The Loescher Tannery Co. is preparing to erect an addition that will substantially increase its floor ca-

The Chamber of Commerce has been fortunate in securing for the address of the evening George G. Whitworth, President of the Grand Rapids Board of Trade. Three hundred covers will be laid for the banquet and the affair will be held in the New Arbeiter hall.

From Smith To Menzies.

Detroit, Jan. 8—Charles E. Hodges is one of the salesmen of the old C. E. Smith Shoe Co. who did not remain long out of a position when He is with the Menzies Shoe Co., of eH is with the Menzies Shoe Co., of this city, covering the western half of Michigan, and has done a fine business.

Mr. Hodges is 39 years of age and has been in the shoe business about ten years. Six or eight seasons he spent with Saginaw jobbers and two seasons with the C. E. Smith Co.

He is a good salesman and has a great many friends, a fact which has assisted him greatly in increasing the business of his territory. He lives in Saginaw.

Hard Lines at Last.

All his life in a union shop
He earned his daily bread;
They buried him in a union grave,
When the union man was dead.

He had a union doctor
And he had a union nurse;
He had a union coffin
And he had a union hearse.

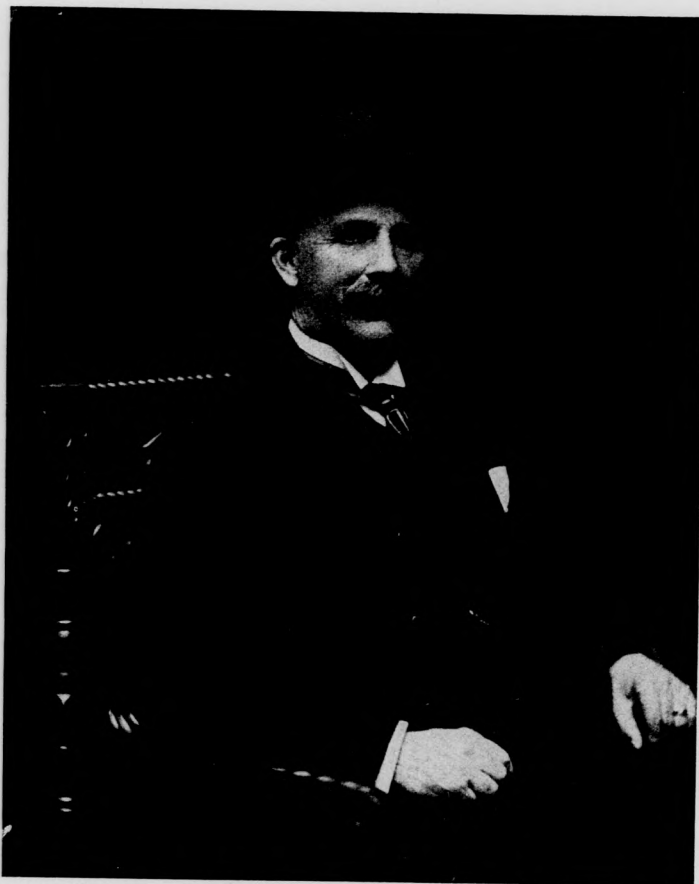
They put him in a union grave
When he was good and dead;
They put up a union monument
Just above his head.

And then he went to Heaven,
But to stay he didn't care;
He kicked because he said that no
Strict union men were there.

He then went to the other place,
And there produced his card;
Then Satan threw an earnest face
And studied good and hard.

And then he laughed, his hands did rub
Till he thought he'd never stop.
"Lord bless your soul," said Beelzebub,
"This is an open shop!"

The more discontented a man is
with others the better satisfied he
will be with himself.



Cornelius Crawford, Vice-President of the Hazeltine & Perkins Drug Co., evidently leads a charmed life, inasmuch as he has been the hero of several runaways and numerous railway accidents without ever receiving as much as a scratch. He was mixed up in the serious wreck on the Pere Marquette on Jan. 1, when three cars went down the steep embankment near Gowan. The coach in which Mr. Crawford was traveling would have taken the same course if it had gone one foot farther. The coach contained fifteen passengers, all of whom may thank their stars that the lucky man of Michigan—frequently referred to as the Michigan Mascot—was a member of their party.

ing hours, and get into the habit of concentration; if you are industrious—always; if you are punctual—always; if you resolve to earn an advance in salary—not to wait for it.—W. P. Minnick in Salesmanship.

He Knew His Business.

Wise—I always swear off smoking just before Christmas.

Green—Why?

Wise—If I didn't my wife would give me a box of cigars.

Speak a good word for your friends—even if you can't talk where they will hear you.

capacity and output. The Pere Marquette shops are rushed to the utmost with repair work.

One of this city's busiest concerns is the Linderman Manufacturing Co., located in the eighth ward. The Central Paper Co. and the Chase-Hackley Piano Co., located in the same district, are all rushed with work and orders.

While factories are working and there is a scarcity of labor in this city the reorganized Chamber of Commerce will now take the field and the big banquet on the evening of January 16 is expected to open a new field of work in the factory landing line.

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

FOR SALE General Stock

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

TRADESMAN COMPANY,
Grand Rapids, Mich.

REPRESENTATIVE RETAILERS.

C. L. Glasgow, the Nashville Hardware Dealer.

Cassius L. Glasgow was born on a farm near Jonesville, Hillsdale county, February 16, 1858. He is of Scotch parentage. His father came to Michigan before the railroads had entered the State. His education was received in the district schools and the Jonesville union school, finishing at Hillsdale College.

He remained on the farm until he decided to start life for himself, when he engaged to clerk in a hardware store in Jonesville. Later, getting the Western fever, he left his native State, bringing up, after several weeks of investigation, at Sioux City, Iowa, where he obtained employment in a wholesale hardware store as assistant book-keeper and billing clerk. This position he retained until called home a year later by the sickness of his mother. Being the youngest and only unmarried member of his father's family, he was persuaded to remain in Michigan. In 1881 he went to Nashville and purchased the hardware business of C. C. Wolcott, which he has conducted with marked success to the present time.

In 1896 he added a furniture department to his business, which has also proved a success, his lines now comprising hardware, furniture and farm implements.

His unquestioned honesty and frank, open manner in the treatment of customers have won for him a host of friends and built up a large business and he is regarded as one of the brightest and best business men in Barry county.

He is an active working member in both the Masonic and Knights of Pythias fraternities.

He was born and raised a Republican and has always been a willing and energetic worker for the success of his party. He enjoys the confidence of all political workers, being known as a man who works for the party's good without thought of personal reward.

He has never been an office seeker in any sense of the term and up to four years ago never held any office at the hands of the people aside from President of the village in which he lives, once by appointment and once by election without an opposing candidate. At the Senatorial convention, held in the fall of 1902, he was the unanimous choice of the delegates as their candidate for Senator from the Fifteenth district, comprising the counties of Barry and Eaton. He made such a good record on the floor and in the committee rooms of the Senate that he was unanimously nominated two years later to succeed himself for a second term. On account of his excellent judgment and unusual tact, as well as his ability as a forceful and convincing speaker, he was elected President of the Senate, over which he presided with rare dignity and discretion, receiving the commendation and approval of every member of that body.

Mr. Glasgow was married to Miss Mattie C. Miller, of Jonesville, in 1881, after establishing himself in business at his present location.

Mr. Glasgow possesses a charming personality which naturally attracts and holds men. One can not come in contact with him without feeling that he is in the presence of a true gentleman. His aim is to do right, to stand for the right and to be kind to all. He does not preach to others, but he sets them an example. In an unostentatious yet magnetic manner he shows them the way. "One of the best and finest of men," say all, and a man with that reputation must have earned it.

Movements of Michigan Gideons.

Detroit, Jan. 8.—C. F. Louthain, S. T. Kinsey, W. H. Andrews, F. S. Frost, B. S. Shaw, Silas M. Wright, J. A. Sherick, Harry F. Mayer and H. E. Freeman, with their wives, were at 94 East street, Grand Rapids, New Year's eve and had a feast long to be remembered. Reverend John R. T. Lathrop was present and related some of his experiences. Brothers Andrews and Freeman were appointed as a committee to call on the brothers who are in arrears and to draft resolutions to be signed by each member agreeing to pay dues and maintain the watchword—"And every man stood in his place."

William Dwight Barnard, Manistee, has joined the Gideons and will be assigned to Grand Rapids Camp. His membership number is 6,382.

Samuel P. Todd, Bay City, represents Alma College, and when time permits holds evangelical services. Two years ago he held services at Flushing and there were 150 converted, and last winter at Calumet a like number. December 31 to January 3 Brother Todd held services at Grace Presbyterian church, Saginaw, W. S., assisted by the pastor, Rev. F. E. Davy. The writer attended one of these services on Jan. 2 and listened to a very convincing appeal to the lost and unsaved. Brother Todd will be at Deckerville this week and next, holding evangelistic services, and will go to Calumet February 1 as a supply at the First Presbyterian church for three months. This is the record of one Michigan Gideon.

C. W. McPhalan, Ludington, made his annual trip through Bay City Jan. 2. He has his route down so fine that if the train is on time he makes his trip through Bay City exactly at the same time to the hour and minute, and dates ahead for the next year with the same exactness.

At a meeting of Detroit Camp of Gideons a motion was tabled until Saturday, Jan. 19, inviting the next Gideon State convention to meet in this city. The brothers present thought that some of the younger Camps, like Saginaw, Bay City or Lansing, ought to have this convention, and that the brothers who are aware of this action should notify the three camps mentioned and send in their invitations before the Detroit Camp secures the prize.

L. B. Langworthy was in Chicago last week on a pill-gram-mission. He has moved to 415 South Fayette street, Saginaw, W. S., near a very attractive young married couple, and it is expected he will become less excitable and see how lonely it is to live alone, and prescribe for him-

self a companion with wings. This, doubtless, is one of his New Year's resolutions. The Saginaw Camp is now planning for a big meeting and the boys can then tell him how to carry out his wise decision.

L. R. Russell, of Bay City Camp, was home last week and used one of his mattresses. The State Secretary did not know before why some of the Bay City boys had not paid their dues for 1907. It seems they get home and lie down on one of Brother Russell's mattresses and forget all their troubles.

Geo. H. Johnson, Saginaw, was home from one of his long trips last week and attended revival services at Grace Presbyterian church.

F. M. Milborn, Saginaw, was in Bay City last week representing Hibbard, Spencer, Bartlett & Co., Chicago. He is now a 1907 Gideon.

Aaron B. Gates.

Progress of the Two Cent Mileage Measure.

In accordance with his previous promise, Governor Warner referred at some length to the reduction of railway fares in his bi-ennial message to the Legislature, advocating a flat 2c rate on all roads in the Lower Peninsula where the receipts exceed \$1,000 per mile, which will include every line over which there is any considerable amount of travel. The recommendations of the Governor were as follows:

An important matter which, in my judgment, should have attention at this session of the Legislature is the subject of railroad passenger fares. An examination of the reports of the railroad companies discloses the fact that, with a single exception, the passenger earnings of the various companies which have reduced their passenger rates during recent years, increased in volume immediately following the reduction, comparison being made with earnings for a like period preceding the reduction. There has been a steady increase in passenger earnings of Michigan railroads during the past ten years, the average increase being about 60 per cent. for that period.

I am of the opinion that the law of this State should be amended so as to make the maximum passenger fare that may be charged in the Upper Peninsula 3 cents per mile, and the maximum rate in the Lower Peninsula, with the possible exception of that charged by a few independent companies whose passenger earnings are less than \$1,000 a mile, 2 cents per mile. The Legislature can, I think, be depended upon to deal justly with the smaller independent roads to which reference is made.

Two years ago I called attention to the fact that several railroad companies whose passenger earnings had passed the limit fixed by law for a decrease in passenger rates had, after demand for such decrease had been made by proper state authority, been enabled to continue to collect the higher rate for several years pending the final disposal of an appeal to the courts. In that message, while recognizing the right of the companies to such appeal, I suggested that much of the litigation could doubtless be averted if there was enacted a law providing that whenever the courts did not sustain the appeal of the company in such cases said companies be required to pay into the state treasury an amount equal to twice the excess of passenger fares collected during the pendency of the cases in court. The case which was the cause for the recommendation two years ago is still undecided and the company in question is still collecting the higher rate. During the past year another company has been added to the list. I, therefore, renew the recommendation just mentioned.

In accordance with his promise to the traveling men and in line with the suggestion of the Governor, Senator Russell has requested the Attorney General to draft a bill covering this proposed change in the law. It is the intention of both Senator Russell and Attorney General Bird to make the bill as short as possible and to conform as nearly as may be to the Ohio law, which has been sus-

tained by the Supreme Court of that State. Senator Russell wisely concludes that the request of the traveling men for legislation covering the interchangeable mileage book feature should be taken up by a separate bill, if at all, and the Tradesman feels no hesitation in stating that it believes the Senator is correct in his conclusion. If he succeeds in getting a flat 2c rate bill through the Legislature, he will be doing all that could be expected of him and, besides, the Tradesman sees no justice in insisting on the railroads going to the expense of maintaining a mileage bureau to clear the interchangeable book in case they meet the provisions of the 2c per mile law promptly and cheerfully. There should be a provision in the law to the effect that any railroad which contests the law be made to pay a heavy penalty for fares collected illegally and unjustly during the pendency of the litigation.

Jackson Patriot: Yesterday marked the day for a business conference and social happenings for the employees of the stock company of Foote & Jenks. It is a custom which has prevailed for about five years. The traveling salesman and local representatives of the concern, manufacturers and wholesalers of perfumes and flavoring extracts, met at dinner at the Jackson City club and following the feasting the business session was held with H. F. De Graff, of Grand Rapids, acting as the presiding officer. C. R. Foster, of Battle Creek, served as the secretary. The traveling salesman coming the greatest distance for the conference was G. L. Calkins, of Des Moines, Ia. The company does most of its business in a district bounded on the east by Pittsburg, south by the Ohio river, west by Omaha and north by Canada. Many points of business interest and profit to those concerned were brought out at the conference. The work of the next year was also outlined. A steady increase of business is reported and the company now has about 6,000 regular customers. One of the marked accomplishments of the company during the past year has been with the special preparation of terpeneless citrus concentrations for flavoring now recognized as standards by the Government pure food commission. Last evening was the social feature. The eight salesmen, their wives and the local employees of the company numbering in all 32 had supper at the Otsego at 7:30 and spent the evening in the hotel parlors with an entertainment, furnished by several of those employed with the company. The high character of the program reflects nothing but credit to the participants and to the concern with whom they are identified. E. F. Jordan acted as toastmaster.

Joseph P. Visner has returned from New York, where he attended the annual convention and banquet of the eighty traveling representatives of Edwin J. Gillies & Co. The convention lasted four days and the banquet included six courses. Mr. Visner responded to the topic, The auto as an assistant to the city salesman.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

Michigan State Pharmaceutical Association.
 President—John L. Wallace, Kalamazoo.
 First Vice-President—G. W. Stevens, Detroit.
 Second Vice-President—Frank L. Shiley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Week's Experience in a Retail Drug Store.

"I reckon I've told you several ways of curin' warts, but I know some more good ways if the ones I've told you ain't handy. If you can find an old stump with water standin' in the top of it, wash your hands in it and not think of a 'possum while you are washin' 'em and the warts will go away. If you can't do that mebbly this one'll be easier: Find a smooth pebble and rub it on the warts and then lay it back jest exactly like you found it. If you can do that the warts will git well."

Aunt Talitha again became absorbed in her occupation of smoking and sat puffing vigorously at the old black stone pipe. I supposed she had exhausted her fund of information about warts, but, no, there was more to follow.

"Another way," she said suddenly, "is to steal a dirty dish rag and rub it over the warts. Then take it and hide it under the doorstep and the warts will git well." There was silence for a few moments, while she puffed vigorously at the old black stone pipe, then she continued:

"A good way to cure 'em in the summer time is to pick the wart with a needle till it bleeds. Git a bean leaf and rub some of the blood from the wart on it, and then bury the leaf under the plant you picked it from and by the time the leaf rots the warts will be cured."

Another mixture of silence and puffs. "And if your memory ain't very good and you're sorter absent-minded like," she went on, "a' easy way to cure 'em is to take a knife and rub the blade over the warts. Then hide the knife, and when you forgit where you hid it the warts will go away."

Aunt Talitha paused long enough to refill the old black stone pipe with the evil smelling home-made tobacco and light it, and when it was puffing satisfactorily, asked: "Did I ever tell you how to cure a wart with a yarn string? No? Well, it's jest this way: Take a red yarn string—mind ye, it has to be red—and rub it across the greasy side of a meat rind 'till it is good and greasy. Then run it back and forth across the wart exactly across the center, and then back and forth across the other way, makin' a cross in the center of the wart. Then tie the string around an elm

tree and shut your eyes and take as many steps backward as you have warts that you have jest doctored with the string. Then turn around, open your eyes and walk away without lookin' back and the warts will git well."

This appeared to exhaust her fund of information about warts for the time being for, after a short puffing period, she continued: "A good way to cure a sty is to let somebody come into the room where you are and say: 'That's a sty on your eye.' Then you say: 'That's a lie,' and the sty will go away." A vision of how it might fade away into a black-and-blue spot where a fist might land in resenting the lie flashed across my mind, but I said nothing.

Aunt Talitha began to puff at the old black stone pipe more vigorously than ever, but suddenly stopped and with an exclamation as if in pain grasped her sides with her hands. "Got a ketch in my side," she explained. Presently she continued: "It's gittin' better now. If I had been runnin' and took a pain in my side I could 'a' stopped it right off." "How, Aunt Talitha?" I queried, confident that there was another superstition behind the remark. "Well, you see, if you are runnin' and take a pain in your side, you jest stop, pick up a rock, spit on the under side and lay it back agin jest like it was and go ahead without lookin' back and your side will stop hurtin'. I know it will work, for I've tried it many a time when I was a gal."

I sold a customer a bottle of toothache drops, and when he had gone Aunt Talitha said: "A good way to cure the toothache is jest to bore a hole in a tree and put in a wisp of hair from the head of the person that has the toothache and plug it up. I'll bet his tooth never aches agin. And speakin' of the toothache puts me in mind of a way of helpin' a child that is cuttin' teeth. Kill a rabbit and rub some of its brains on the child's gums while the brains are warm, and it'll beat anything you can do for it. And speakin' of nose bleed," continued she, although we had not mentioned the subject, "there are lots of ways of stoppin' it. One good way is to split a bean and let a drop of blood fall on the inside of it, shut it up with the blood inside and bury it in the ground, and it'll sure stop the bleedin'."

A boy was drowned in the river not long ago and the body was not recovered for ten days. During this time quite a party of friends and relatives were searching for the body. The matter was a common topic of conversation, and I heard some very superstitious ideas advanced. "Why don't they git his shirt an' try that?" said one old man. Some questioning brought out that he believed that if they would take the shirt he had worn last before he was drowned and throw it into the river above where the body was seen to go under last time, the shirt would float to where the body lay and then sink. Another way to locate the body was given: Take a loaf of light bread, place some mercury in it and place it in the water above where the body was last seen. The bread would float

until above the body and then it would sink. None of these ways were tried, however, and the body was discovered where it had lodged in a drift.

Harry N. Force.

Effect of the New Law on the Retail Druggist.

Much unnecessary alarm has been created among the retail trade by the entirely wrong interpretation of this law by a prominent pharmaceutical journal, and it is the object of this to allay the fears of the retail trade and save them much unnecessary expense.

Let us bear in mind that this law is a National law, and not a State law, consequently it does not apply to sales made by a dealer in his own state. The stock on hand, whether of drugs or proprietary articles, may be sold in his own state at any time without any relabeling or branding.

There is no necessity for the druggist to mark his stock on hand to distinguish it from any future acquired stock, as he will be fully protected on all his stock—the present stock by the fact of its not coming under the law and the future stock by the fact that the jobber or manufacturer with whom he deals has filed a guaranty that he, the jobber, stands behind all goods whatsoever he handles. It is not even necessary, in the case of goods purchased from his regular jobber, that each package should be labeled with the guaranty, for the general guaranty filed at Washington covers all articles sold, whether marked or not, and it is not to be presumed that of the many thousands of articles to be labeled some will be shipped without the printed guaranty.

The Government is not going to concern itself about the retailer—it is the manufacturer it is after—and all the retailer has to do is to purchase whatever he wants, now or at any time, of a reliable jobber who has filed his guaranty, and sell the goods on the shelf in his own state without worrying about any National law. The jobber and manufacturer take all the responsibility.

The Drug Market.

Opium—Is very firm and tending higher.

Morphine—Is firm at the advance.

Codeine—Has again been advanced 10c per ounce.

Quinine—Has again advanced 1 1/2c per ounce, and is tending higher.

Wood Alcohol—Has declined and is now being sold at less price than Denatured. On account of the refusal of the internal revenue officers to issue permits to retail druggists for its sale Denatured will probably not be used except by manufacturers of shellac and varnish makers.

Cocoa Butter—Is very firm and tending higher.

Santonine—Has been advanced 55c per pound by the manufacturers on account of higher price for crude material.

Sulphate Zinc—Has been advanced on account of higher price for zinc.

Peppermint Oil—Is dull and lower.

Oil Bergamot—Is very firm and advancing.

Gum Camphor—Is very strong and tending higher.

Profit in Yukon Farming.

W. M. Swinehart has compiled for publication the results of his experience in farming at Fort Selkirk, and these show that, taking one season with another, the crops raised and the prices received for the product are sufficient to cause the average farmer in the States to look to the North with envy.

Oat hay, the chief crop produced, yields about three tons to the acre and sells readily in the spring at from \$100 to \$125 a ton. Demand has never been lacking for all the hay the farmer produces, since the Dawson-White Horse stage line, on which from 250 to 400 horses are used every winter for several months, passes within a few miles of the farm. Potatoes yield from three to five tons to the acre and bring as much as 25 cents a pound. The average price for a series of years has been a fraction over 20 cents a pound.

Rutabagas yield six tons to the acre and sell for 6 cents a pound, or \$720 an acre. Carrots yield three tons to the acre and sell for 15 cents a pound, a return of \$900 to the acre. Cabbages vary in production according to the season, ranging from three to eight tons to the acre, and the price ranges from 15 to 20 cents a pound. It is an exceptional season when the Swinehart farm does not net its owners an income of \$10,000.

The religion that can not mix with business has no business to meddle with anything.

VALENTINES

LATEST AND BEST

Wait for travelers or send for catalogue. We claim to have the best line on the road and would like to "show you."

FRED BRUNDAGE

Wholesale Drugs and Stationery
 MUSKEGON, MICH.

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Write for Catalogue.

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PILES CURED

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Chloroform,
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Booklet free on application

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum	Acid	Oil	Peppermint	Camphor
Aceticum	60	8	Copaiba	150
Benzolcum, Ger.	70	75	Cubebae	135
Boricum	17	17	Erigeron	100
Carbolicum	26	19	Gaultheria	100
Citricum	52	55	Geranium	25
Hydrochlor	30	5	Gossypii Sem gal	70
Nitrosum	80	10	Hedera	30
Oxalicum	10	12	Juniper	40
Phosphoricum, dil.	44	15	Lavandula	90
Salicylicum	44	47	Limons	40
Sulphuricum	14	5	Mentha Piper	30
Tannicum	75	85	Mentha Verid	30
Tartaricum	38	40	Morruhae gal	125
Ammonia			Myrica	30
Aqua, 18 deg.	40	6	Olive	75
Aqua, 20 deg.	60	8	Picis Liquida	10
Carbonas	13	15	Picis Liquida gal	35
Chloridum	12	14	Ricina	10
Black	20	25	Rosmarini	10
Brown	80	100	Rosae oz	50
Red	45	50	Succini	40
Yellow	20	30	Santal	90
Baccae			Sassafras	90
Cubebae	22	25	Sinapis, cas, oz	10
Jiniperus	8	10	Tigil	10
Xanthoxylum	30	35	Thyme	40
Balsamum			Thyme, opt	10
Conpaiba	60	65	Theobromas	15
Peru	60	65	Potassium	
Terabin, Canada	60	65	Bi-Carb	15
Tolutan	35	40	Bichromate	13
Cortex			Bromide	25
Ables, Canadian	18	18	Carb	12
Cassia	20	20	Chlorate	12
Cinchona Flava	15	15	Cyanide	34
Buonymus atro.	20	20	Iodide	25
Myrica Cerifera	15	15	Potassa, Bitart pr	30
Prunus Virgin.	12	12	Potass Nitras opt	70
Quillaia, gr'd	24	24	Potass Nitras	60
Sassafras	24	24	Prussiate	23
Ulmus	36	36	Sulphate po	15
Radix			Aconitum	20
Glycyrrhiza Gla.	24	30	Althae	30
Glycyrrhiza, po.	25	30	Anchusa	10
Haematox, is	11	12	Arum po	25
Haematox, 1/4s	13	14	Calamus	20
Haematox, 1/4s	14	15	Gentiana po 15	12
Haematox, 1/4s	16	17	Glycyrrhiza pv 15	16
Ferru			Hydrastis, Canada	10
Carbonate Precip.	15	15	Hydrastis, Can. po	20
Citrate and Quina	20	20	Hellebore, Alba	12
Citrate Soluble	55	55	Inula, po	18
Ferrocyanidum S	40	40	Ipecac, po	25
Solut. Chloride	15	15	Iris plox	35
Sulphate, com'l.	2	2	Jalapa, pr	25
Sulphate, com'l. by	70	70	Maranta, 1/4s	35
Sulphate, pure	7	7	Podophyllum po.	15
Flora			Rhei	75
Arnica	15	18	Rhei, cut	100
Anthemis	30	35	Rhei, pv	75
Matricaria	30	35	Spigella	145
Folia			Sanuginari, po 18	50
Barosma	35	40	Serpentaria	50
Cassia Acutifol.	15	20	Senega	85
Tinnevelly	25	30	Smilax, off's H.	48
Cassia, Acutifol.	25	30	Smilax, M	20
Salvia officinalis	18	20	Symlocarpus	60
1/4s and 1/4s	8	10	Valeriana Eng	25
Uva Ursi	8	10	Valeriana, Ger.	15
Gummi			Zingiber a	12
Acacia, 1st pld.	45	45	Zingiber j	22
Acacia, 2nd pld.	45	45	Semen	
Acacia, 3rd pld.	45	45	Anisum po 20	15
Acacia, sifted sts.	45	45	Apium (gravel's)	12
Acacia, po.	45	45	Bird, is	4
Aloe Barb	22	25	Carul po 15	12
Aloe, Cape	25	25	Cardamum	70
Aloe, Socotri	25	25	Coriandrum	12
Ammoniac	55	60	Cannabis Sativa	7
Asafoetida	50	55	Cydonium	75
Benzoinum	50	55	Chenopodium	25
Catechu, is	13	14	Dipterix Odorate	80
Catechu, 1/4s	14	15	Foeniculum	18
Catechu, 1/4s	16	17	Foenugreek, po.	7
Comphorae	130	138	Lini	4
Euphorbium	40	40	Lini, gr'd. bbl. 2 1/2	3
Galbanum	10	10	Obella	75
Gamboge	35	40	Pharlaris Cana'n	9
Guaiacum	35	40	Rapa	5
Uino	45	45	Sinapis Alba	7
Mastic	45	45	Sinapis Nigra	9
Myrrh	50	50	Spiritus	
Opium	75	80	Frumentum W D	20
Shellac	60	65	Frumentum	25
Shellac, bleached	60	65	Juniperia Co O T	15
Thracanth	70	70	Juniperia Co	15
Herba			Saccharum N E	90
Absinthium	50	60	Spt Vini Galli	175
Eupatorium oz pk	20	20	Vini Oporto	125
Lobelia oz pk	25	25	Vina Alba	125
Majorum oz pk	25	25	Sponges	
Mentha Pip. oz pk	25	25	Florida Sheeps' wool	300
Mentha Ver. oz pk	25	25	Nassau sheeps' wool	300
Rue oz pk	25	25	Velvet extra sheeps'	300
Tanacetum V.	22	22	wool, carriage	200
Thymus V. oz pk	25	25	Extra yellow sheeps'	125
Magnesia			wool carriage	125
Calcined, Pat	55	60	Grass sheeps' wool	125
Carbonate, Pat.	18	20	carriage	125
Carbonate, K-M.	18	20	Hard, slate use.	100
Carbonate	18	20	Yellow Reef, for	140
Oleum			Syrups	
Absinthium	40	45	Acacia	50
Amygdalae, Dulc.	40	45	Aurant Cortex	50
Amygdalae, Ama	80	85	Zingiber	50
Anisi	185	195	Ipecac	50
Aurant Cortex	275	285	Ferri Iod	50
Bergamini	300	310	Rhei Arom	50
Cajuputi	85	90	Smilax Off's	50
Cardophylli	140	150	Senega	50
Cedar	50	50		
Chenopodium	3	3		
Cinnamon	135	140		
Citronella	65	70		
Conium Mac	80	85		

Liquor Arsen et	25	Rubia Tinctorum	12
Hydrarg Iod	25	Saccharum La's	22
Liq Potass Arsinit	10	Salacin	50
Magnesia, Sulph	20	Sanguis Drac's	40
Mannia, S F	45	Sapo, W	13
Menthol	290	Sapo, M	10
Morphia, S P & W	245	Sapo, G	10
Morphia, S N Y Q	245	Seidlitz Mixture	20
Morphia, Mal.	245	Sinapis	30
Moschus Canton.	40	Sinapis, opt	30
Myristica, No. 1	25	Snuff, Maccaboy.	51
Nux Vomica po 15	30	DeVoes	51
Oss Sepia	25	Snuff, S'h DeVoe's	51
Pepsin Saac, H &	50	Soda, Boras	9
P D Co	100	Soda, Boras, po.	9
Picis Liq N N 1/4	20	Soda et Pot's Tart	25
gal doz	20	Soda, Carb	1 1/2
Picis Liq qts	100	Soda, Bi-Carb	3
Picis Liq pints	60	Soda, Ash	3 1/2
Pil Hydrarg po 30	50	Soda, Sulphas	2
Piper Nigra po 22	18	Spts, Cologne	2
Piper Alba po 35	30	Spts, Ether Co.	50
Pix Burgum	8	Spts, Myrcia Dom	2
Plumbi Acet	12	Spts, Vini Rect bbl	2
Pulvis Ip'e et Opil	130	Spts, Vini Rect 1/2 b	2
Pyrethrum, bxs H	75	Spts, Vini R't 10 gal	2
Pyrethrum, pv	20	Spts, Vini R't 5 gal	2
Quassia	8	Strychnia, Cryst'l	105
Quina, S. P. & W	19 1/2	Sulphur Subl	2 1/2
Quina, S. Ger.	19 1/2	Sulphur, Roll	2 1/2
Quina, N. Y.	19 1/2	Tamarinds	8
		Perebenth Venice	28
		Theobromae	55

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.

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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

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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 17 25 Winter Wheat Bran 23 00 Winter Wheat Mid'g 24 50 Cow Feed 23 50 Dairy Feeds Wykes & Co. 30 00 O P Linseed Meal 30 00 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 20 00 Brewers Grains 21 50 Molasses Feed 21 00 Dried Beet Pulp 16 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 42 30 lb. pails, per 75 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. 4 50 Saginaw Noiseless 4 50 Tip 4 50 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Fat Black 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 15 50 Pig 20 00 Brisket, clear 19 00 Clear Family 15 50 Dry Salt Meats S P Bellies 12 Bellies 11 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 13 Hams, 14 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 13 Ham, dried beef sets 15 California Hams 9 1/2 Picnic Boiled Ham 14 Boiled Ham 19 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 8 1/2 Pure 10 1/2 80 lb. tubs, advance 10 1/2 60 lb. tubs, advance 7 1/2 50 lb. tubs, advance 7 1/2 20 lb. pails, advance 7 1/2 10 lb. pails, advance 7 1/2 5 lb. pails, advance 7 1/2 3 lb. pails, advance 7 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 Veal 7 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 1/4 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/4 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 1/2 @ 11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef, 2 20 @ 25 50 Potted ham, 1/4 45 Potted ham, 1/2 85 Deviled ham, 1/4 45 Deviled ham, 1/2 85 Potted tongue, 1/4 45 Potted tongue, 1/2 85 RICE Screenings 4 Fair Japan 5 Choice Japan 5 1/2 Imported Japan 6 Fair La. hd. 6 1/2 Choice La. hd. 6 1/2 Fancy La. hd. 6 1/2 Carolina, ex. fancy 6 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 3 15 Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 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 Hallbut 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 3 75 Round, 100lbs. 1 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 6 90 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 4 50 100lb. 9 75 50lb. 5 25 10lb. 1 12 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 4 1/2 SHOE BLACKING Handy Box, large, 3 dz. 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 Rapple 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 3 00 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 Marcellines, 100 cakes 5 80 Marcellines, 100 cakes 5c 4 00 Marcellines, 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 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, single gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 18 Ginger, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1 1/2 balls 6 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/2 @ 14 6lb. packages 5 1/2 @ 24 40 and 50lb. boxes 3 1/2 @ 34 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 70 10lb. cans 1/2 dz. in case 1 75 5lb. cans 1/2 dz. in case 1 80 2 1/2lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 48 Nibs 22 @ 24 Sittings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kilo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 39 Jolly Tar 39 Old Honesty 43 Toddy 34 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 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 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Country Club 30 Forex-XXXX 32-34 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 Cute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1 1/2 balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star 12 Pure Cider, Robinson 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Market 30 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, 8 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each 2 40 Barrel, 10 gal. each 2 55 Barrel, 15 gal. each 2 70	Clothes Pins Round head, 5 gross bx 50 Round, head, cartons. 70 Egg Grates 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 75 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 1 20 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish 16 No. 1 Whitefish 14 Trout 14 Halibut 12 Ciscos or Herring 10 Bluefish 12 Live Lobster 30 Boiled Lobster 30 Cod 12 Haddock 10 Pike 13 Pike 9 Perch, dressed 10 Smoked, White 12 1/2 Red Snapper 16 Col. River Salmon 16 Mackerel 20 HIDES AND PELTS Hides Green No. 1 10 1/2 Green No. 2 9 1/2 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 00 Tallow No. 1 5 1/2 No. 2 4 1/2 Wool Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Old Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 10 Cut Leaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Forehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy—in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 50 Hand Made Crms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 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, 6c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica Almonds, California sft. shell Brazil 15 @ 17 Filberts 13 Cal. No. 1 10 Walnuts, soft shelled @ 16 Walnuts, Grenoble. @ 15 Table nuts, fancy. @ 15 Pecans, Med. @ 16 Pecans, ext. large. @ 18 Pecans, Jumbos @ 20 Hickory Nuts per bu. Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 8 1/2 @ 9 Pecan Halves @ 75 Walnut Halves @ 37 Filbert Meats @ 38 Alicante Almonds @ 38 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. @ 7 1/2 Fancy, H. P. Suns. @ 8 1/2 Choice, H. P. Jumbo. @ 8 1/2 Roasted @ 9 1/2

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 500 33
500 or more 32
1,000 or more 31
Warden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
28 1/2 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 12 1/2 @ 10
Hindquarters 12 1/2 @ 10
Loins 12 1/2 @ 10
Rounds 12 1/2 @ 10
Chucks 12 1/2 @ 10
Pics 12 1/2 @ 10
Livers 12 1/2 @ 10

Pork

Loins 12 1/2 @ 10
Dressed 12 1/2 @ 10
Boston Butts 12 1/2 @ 10
Shoulders 12 1/2 @ 10
Leaf Lard 12 1/2 @ 10
Trimings 12 1/2 @ 10

Mutton

Carcass @ 7
Lambs 9 @ 11
Spring Lambs @ 11 1/2

Veal

Carcass 5 1/2 @ 8

CLOTHES LINES

Sisal

60ft. 3 thread, extra... 1 00
72ft. 3 thread, extra... 1 40
90ft. 3 thread, extra... 1 70
60ft. 6 thread, extra... 1 29
72ft. 6 thread, extra...

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 35
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinnell-Wright Co.'s R'ds.



White House, 1 lb.
White House, 5 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 5 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Jackson
Grocer Co., Grand Rapids;
Lee & Co., Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Golemark, De-
mond & Co., Battle Creek;
Fleisch Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in. 6
1/4 to 2 in. 4
1/4 to 2 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 25
Large 24

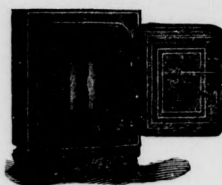
Prices

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 60

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 60
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gross 10 00
Knox's Acid's 1 doz. 1 20
Knox's Acid's 1 gross 10 00
Knox's 1 60
Oxoid 75
Plymouth Rock 1 35

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size... 6 50
50 cakes, large size... 3 25
100 cakes, small size... 3 85
50 cakes, small size... 1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 35

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

The 5 and 10c Sale

in our

January Catalogue

That 5 and 10 Cent Sale of ours
is a hint for your own January
merchandising.

Even after Christmas you can
persuade folks to **SAVE** money.

And that's what they'll be doing
if you sell to them at 5 and 10
cents the special leaders we offer,
all at the uniform dozen
prices of 45 and 95 cents.

Isn't all you need for making
trade in January just a few things
so good that people will **START**
for your store to get them?

Besides plenty of that kind of
merchandise, our January cata-
logue contains plans for using the
goods resultfully.

Begin your January Doing—
write **NOW** for our January cata-
logue (No. J598.)

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS (and MINNEAPOLIS about March 1)

Sample Houses: BALTIMORE, DALLAS, ST. PAUL

Tradesman Company

Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—A cigar and tobacco business, with billiard and pool tables in connection, in one of the best and healthiest cities in the West; invoices about \$10,000 with a good lease. Reason for selling is other business interest. Address P. O. Box 416, East Las Vegas, N. M. 440

Are you hard up? Forced sale, stocks of merchandise are what I want. Let's hear particulars. Have two good brick store rooms to trade also. Address Box 688, LaGrange, Ind. 441

For Sale—A fine stock of bazaar goods and chinaware, with fixtures, in a hustling city. Good location, good business. Good opening for someone, if taken at once. Address Lock Box 204, Flint, Mich. 442

For Sale—Up-to-date stock of clothing, hats and furnishing goods. Will invoice about \$5,000. Owner compelled to go South. J. W. Hardt, South Haven, Mich. 443

For Sale—Stock of general merchandise in a live and hustling town. A clean up-to-date stock. Reason for selling, other business. For full particulars address Lock Box 26, Hopkins, Mich. 444

For Sale—Hardware stock in best town in Northern Michigan. Established 20 years. Will inventory about \$7,500. Town of 1,500. Good farming country. Sales average \$16,000 per year. Only two stores. Will sell for cash only, at actual inventory value. Reason for selling, present owner needs capital for manufacturing business. Don't write unless you mean business. Address No. 459, care Michigan Tradesman. 459

For Sale—Cheap, only hotel in live town of 1,500 in Southern Michigan. Frame building in good repair. 11 bedrooms, about two acres of land, splendid barn suitable for livery. Easy terms. Benham & Wilson, Hastings, Mich. 447

An opportunity to buy an established real estate business, now earning net \$2,500 per year. Located in best business city in new state of Oklahoma. Lock Box 268, Chickasha, Ind. Ter. 448

Wanted—Stock of merchandise, dry goods, groceries or hardware in exchange for well-located improved farm in Iowa, Minnesota or Missouri. Address No. 450, care Tradesman. 450

A \$7,000 shoe and clothing stock in Michigan town of 4,000. Only one other similar store in town. Terms, half cash, balance time. A \$20,000 general stock in Minnesota which makes an annual net profit of \$7,000. Can be reduced to \$12,000 in sixty days if desired. Good terms to right party. American School of Real Estate, Des Moines, Iowa. 451

The best paying business in the world, requiring no capital, is real estate. If you make less than \$3,000 a year, wish to become independent and call time your own, take our Standard Correspondence Course. On account of its commercial law features it should be in the hands of every business man. Free book, endorsements, etc. American School of Real Estate, Dept. T, Des Moines, Iowa. 452

For Sale—Small stock of clothing, gents' furnishings and shoes in town 500, Central Michigan. Address No. 453, care Michigan Tradesman. 453

Location wanted for shoes and gents' furnishings store. Address No. 454, care Michigan Tradesman. 454

For Sale—First-class grocery and crockery stock in Ithaca. One of the best towns in Michigan. A money-making business. Must go southwest for health of family. Address E. D. Hamilton, Ithaca, Mich. 455

For Sale—My well-established grocery, shoe and notion business. Best location. Good business. Good farming country. Also store building 24x50 feet. Good living rooms. A bargain. Must be sold at once. Sickness. Address E. R. Steffey, Crystal, Mich. 456

Wanted—Advertising manager. Capable man or woman. Salary \$100 per month. Must be able to invest \$1,000. Address American Ladies' Tailor & Dressmaker, Grand Rapids, Mich. 457

For Sale—22.50 drug store and new stand, doing an excellent business in town of 7,000. Will give bargain for cash. Address "Pharmacy," care Michigan Tradesman. 458

Cash for your property wherever located. If you want to sell, send us description and price. If you want to buy, send for our monthly. Northwestern Business Agency, 40 Bank of Commerce Bldg., Minneapolis, Minn. 459

Best opening for clothing store in state. Write at once. Lock Box 107, Detroit, Mich. 460

American DeForest wireless telegraph stock, any part of 1,000 shares, 400 per cent. below company prices. Big money-making copper-gold mining stock. 10 cents share. Agents wanted. E. J. Mackey, 2038 Stout St., Denver, Colo. 426

For sale or to rent, unfurnished 50-room hotel in Saginaw, Michigan. Fine location, perfect repair; steam heat; gas and electric lights, baths. Enquire H. Naegely, 1615 Genesee Ave., Saginaw, Mich. 425

For Sale—Drug store in Southwestern Michigan. Clean, up-to-date. No dead stock. Best reasons for selling. Address "Y," care Tradesman 423

Racket store for sale. Positively the best opening in a farming and factory town of 5,000. Located in Southern Michigan. Will take \$2,000 to get in. Best location. Do not miss this chance. Address "Business," care Michigan Tradesman. 420

For Sale—Stock of ladies' and men's furnishings and bazaar goods, also fixtures. Must sell by Feb. 1, 1907, as lease expires then. A bargain. Address A. E. Shaddock, Lansing, Mich. 419

Who will give money to build real auto airship, all improvements made? Address No. 418, care Michigan Tradesman. 418

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. Peterson, Owner, Stanton, Mich. 416

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 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, 118 Mitchell St., Petoskey, Mich. 406

Wanted—Doctor and druggist. Good location, no competition. Population village 600, also good farming. Northern Michigan. Address Linnmont, 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

For Sale or Rent—Two brick stores. Rent reasonable. For particulars address E. I. Pickhaver, c/o M. O. Faranham, Marcelona, Mich. 388

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

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, \$2,500. Sales during 1905, \$8,640. Good reasons for selling. Address No. 388, care Michigan Tradesman. 388

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. Jones, Grand Lodge, Mich. 385

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 secured nice farms, well located in irrigated districts in Colorado. If you are interested in the coming country, address S. B. Sanders, Grand City, Mo. 377

For Sale—My drug and medicine business in the heart of a fast-growing farming country. Very little competition. A big chance for someone. I must close on account of my present failing. J. L. Boring, Eastonville, 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—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

For Sale—One Otto gas engine, 3/4 in. bore by 15 in. stroke, rated at 10 horses. 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—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

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyrelsen & Co., 12 State St., Chicago. Ill. 548

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. 391

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 323

For Sale—Fine large, clean stock of furniture, carpets and rugs. A success in business of long standing. Very little competition. Fine locality, surrounded by well-to-do farmers. A sure winning business on solid foundation. Sure to succeed with good management. For particulars enquire of No. 439, care Michigan Tradesman. 439

For Sale—Nearly new stock of shoes and gents' furnishings, invoicing about \$7,500, located in town of 500. Good established business. Will sell furnishings stock separate, invoicing about \$3,500, but prefer to sell the entire stock. Lock Box C, Byron, Mich. 433

What town wants a printing office? A good printer and editor wants a change of location. Has a model printing outfit and am now publishing a paper, but have too good an outfit for present location. Address M, care Michigan Tradesman, Grand Rapids, Mich. 432

Drug and grocery for sale. Good Michigan town 500. Inventories \$4,800. Doing better than \$15,000 yearly business. Your money back the first year. Address No. 431, care Michigan Tradesman. 431

For Sale—First-class shoe store, in Calumet, Mich., invoicing \$30,000. Will sell for \$25,000. Best location in the city. Doing the largest retail shoe business in the copper country. Reasons for selling, retiring from business. The Rea Hove Shoe Store, Calumet, Mich. 438

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$2,000. If taken before April 1st, will sell at mere bargain. Must sell on account of other business. Gen. Tucker, Ironville, Mich. 392

Do you want to sell your property, farm or business? No matter where located, send me description and price. I will sell for cash. Address: Geo. Dennis, responsible. Established 1885. 8141 E. Cleveland, East Grange, Regent, 123 Adams Express Building, Chicago, Ill. 371

POSITIONS WANTED

Wanted—By man 44, married, position as traveling salesman, stable line. Satisfaction. Satisfactory references. Address No. 316, care Michigan Tradesman. 316

HELP WANTED

Wanted—Selection of good address understanding the nature of business, to write a manuscript. Genuine selling talent. Improved lighting system. Address: J. L. Boring, Eastonville, Mich. 376

Wanted—Expert stove pattern fitter, thoroughly competent in all branches of iron, stove and range pattern fitting. State experience, salary and references. Address The Charles Fawcett Mfg. Co., Ltd., Sackville, New Brunswick, Canada. 445

Wanted—We wish to secure a representative for Michigan outside of Grand Rapids. Preference will be given the man with experience in this line. We want no failures nor has been, but to the right man an established trade will be given and every effort put forth to assist him. Best of references required. Edwin J. Gillies & Co., Teas, Coffees & Spices, 245-247-249 Washington St., New York, N. Y. 446

Immediately, young men, bright, from Michigan, to prepare for entrance examinations for railway mail clerks. Good prospects. Particulars free. 457 Interstate Bldg., Cedar Rapids, Ia. 437

Wanted—An experienced candy salesman. Good position for competent man. Address No. 424, care Michigan Tradesman. 424

Wanted—Stenographer and assistant book-keeper for general store work. Young man. Send references. Cobbs & Mitchell, Inc., Springvale, Mich. 422

Salesmen Wanted—Reliable men only, in every section to handle as a side line, W. H. Goodger's exclusive up-to-date infants' soft-sole shoes. Liberal commission payable on demand. Samples for the spring and summer trade now ready. State territory desired. Address W. H. Goodger, Rochester, N. Y. 415

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. 367

Want Ads. continued on next page.



When you place your advertisement on this page you know it will be read by 7,000 of the best merchants of Michigan, Ohio and Indiana. We have letters from thousands of satisfied customers.



THE REAL TROUBLE.

Whittled to a point the man with the job and the man paying for it have a single difference: the jobman's best. The quarrel—for quarrel there is—centers squarely upon that "best." "You are not fair. You insist on the finest of workmanship—the nearest realization of your ideal—and when you get it you are unwilling to pay for it." "True," answers the paymaster, "the nearest realization, but you can see yourself—you know yourself—how far off that realization is. Realize my ideal in your handcraft, in your picture, in your poem; give me, in fact, your best, always your best, and if it meet the conditions, the reward is yours. The fact is you prize winners are not willing to do your best. Hoe or hammer, dishpan or washboard, scalpel or pen, you come to market with your haphazard result and find fault because your production is not promptly taken off your hands at your own unreasonable price. If you can't come up to the requirements come as nearly as you can and be thankful if your poor work is taken at any price."

Without stopping and without caring to deny that the man with the money is often unreasonable and overbearing the main thought after all is that really the man with the goods has not offered his best and he knows it, and with that same unreason which he justly complains of he still insists on the first-class price for his second-class work and complains because he does not get it. The cook the other day left without a word of warning; he was too far from town and the carriage was not placed at his disposal always. Could his would-be successor make good bread and pastry and boil potatoes and broil steak? The question was an insult and resented as such; but when a week later, after a fair trial at a high wage-rate, the imposter was requested to go his ways, the soggy potatoes and the sour bread and the tough piecrust and the spoiled steak, left to intensify a deplorably filthy kitchen, were only so many proofs that the man is one of the many of his kind who are determined to have a first-class price for the third-rate article they are bound to dispose of.

San Francisco, bruised with earthquake-shock and blistered by fire, has been trying phoenixlike to rise from her ashes and, every inch a queen, to sit again upon the exalted throne; her unconquered courage and her indomitable will have determined to rebuild for her on the shore of the Pacific Sea; but the weeks and the months have gone by and that regal city, still without a throne and begging for the best of all that pertains to the highest excellence in art and handcraft, finds herself hampered and badgered and plundered in her dire distress by the human wolves which are making of her misfortune the opportunity of bettering themselves, even if it takes from their victim the last red corpuscle. In her hour of bitter need they come to her and force upon her at extortionate rates their anything but first-class wares. Graft and greed are together holding high carnival, and San Francisco, restored as she is going to be,

will find her ideal realized in insisting upon the best—always the best—and in assigning the prizes to those only who are winners in spirit and in truth.

A recent article in a popular periodical insists that what the progressive world is begging for to-day is the skilled workman. Every business wants him. The paymaster stands ready with a full purse to pay him good wages when his work is done, only it must be good work—the ideal must be realized; which is only another way of saying that what is wanted and what only will be taken and paid for is the workman's best. The day of the second-class has gone by. The "no account" lawyer and his second-class professional brothers, the doctor and the clergyman, are not wanted. The two-dollar man, whatever he does for a living, stays only until the ten-dollar article appears; and just so surely as the two-dollar man's work is found to be his best and worth only that, just as surely his going is only a question of time. The ten dollars are ready for the man who can earn them the moment he makes his vaunting true.

A great deal of life-giving breath is daily wasted in declaring that with all the country's boasted prosperity the man without a pull has little chance. True; only let it be borne distinctly in mind that now, as ever, the pull nine times out of ten lies in the fact that it was the winner's level best—not shiftless, second-class work—that won him the prize—that only, irrespective of the accident of circumstance or condition. Liberty wanted a Nation on the earth and a Virginian land-surveyor furnished it. Rebellion arose and a boy from a Western log cabin with the help of another boy from a Western tan yard put it down. First-class work called for first-class workmen who earned a first-class reward and renown, which the world "will not willingly let die." It was a boy night-reporter whose level best set the world talking through the telephone. It was the stenographer's first-class work that called him from his typewriter to the portfolio of the Treasury Department via the office of the Postmaster-General and the Secretaryship of Commerce and Labor; and so all along the line of honest endeavor it will be found that only the first-class wins and that failure in a large majority of cases is due and due only to an inefficiency which might have been the reverse if it only would.

New Bank at Coleman.

Coleman, Jan. 8—A new banking company has been launched at this place. It will be known as the Commercial and Savings Bank. The officers are: President, W. D. Gordon; Vice-Presidents, Thomas E. McCann and Edwin T. H. Scott; Cashier, Will E. Reardon. The capitalization is \$20,000. It begins business January 10 in a new building.

Detroit—The Magic Gas Mantle Co. has changed its name to the Ilito Manufacturing Co.

Borrowed Money Freely of His Relatives.

Samuel I. Harrison, the Alma dry goods and clothing dealer, recently made a common law assignment and was subsequently placed in bankruptcy by his creditors. Thereupon the relatives immediately filed a number of alleged claims for money claimed to have been loaned the bankrupt. The case was set for a hearing on Jan. 3, at which time most of the creditors were represented by Hon. Peter Doran. In reporting the situation to his clients the following day, he wrote as follows:

I was at Alma yesterday on the Samuel I. Harrison bankruptcy matter. There had been sold at retail \$3,629 worth of goods for cash, and the balance of the stock was put up for sale. It inventoried \$6,395 and was sold for \$3,500. Harrison owns a patent, but how much it is worth or will bring is problematical. We succeeded in electing our trustee, because the \$11,000 or \$12,000 or relatives' claims had not been properly proven. As soon as they attempt to prove them, we shall object to them.

I examined Harrison all afternoon. He pretended to be sick. Among the claims I examined him on were the following: M. A. Jaspas, who has a claim of \$1,542. This Jaspas is a nephew of Harrison. He traveled for H. Monness & Son, New York. Harrison claimed he obtained the money from Jaspas in 1905 and 1906. Couldn't tell the amount received at any one time, as he claimed to have received it at different times. Had no memorandum. Admitted that Jaspas was "busted" at one time, a few years ago, and he helped him out. Claimed that Jaspas got some money from an accident on a railroad, all of which looks very "fishy."

A. Harrison, of Johnstown, N. Y., \$2,162.40, a brother. Claims he owes him for endorsements made for bankrupt while he was in business at St. Johnsville and Gloversville, N. Y. Ordered him to produce all checks and papers in regard to it.

M. Jacobs. She is the mother of bankrupt's wife, and he could give no account of her claim, except that he gave her note for money loaned some time.

D. E. Harrison is a brother who has a claim of \$2,213. Claimed he owes him for endorsements. Ordered him to produce checks and other papers in relation to claim.

Helen F. Harrison is a daughter between five and six years of age. Has given her a note for \$361.92. The only claim he makes is that relatives had given her birthday presents and put money in her bank, and he had borrowed the money from her.

Adele S. Harrison is a child ten months old. He claims to have given her a note on her birthday for \$150 for money relatives had given her. Could not remember who the relatives were or give their names. Bertha Harrison, his wife, has a claim of \$1,674. He claimed that about the time he was married, eight or ten years ago, he got \$3,000 from her, which he has paid up with the exception of this balance. He does not know where she got the money, nor whether her parents had any property or not.

Further hearing on these claims has been adjourned until Jan. 26 at 9 o'clock at Alma.

A peculiar feature of the situation is that Harrison died the day following his cross-examination by Mr. Doran, which has given the friends of the latter an opportunity to say to him that he must never undertake to cross-examine them.

Recent Trade Changes in the Hoosier State.

Swayzee—R. V. Slaughter, implement dealer, who made an assignment last week, announces that his store will be re-opened as soon as financial matters can be arranged. Part of the stock has been removed by the creditors. The liabilities are said to be about \$5,000, with assets of about \$3,000.

Marion—Frank Rigdon, who has been engaged in the drug business here for the past twenty-three years, has sold his stock to C. H. Overmain. Walter Starett, who has been employed by Mr. Rigdon since 1895, will probably continue with the new pro-

prietor. Mr. Rigdon has not yet decided what line of business he will take up in the future.

Terre Haute—S. Arnold, for the past twenty-four years engaged in the clothing business and for the past forty-nine years a merchant here, has announced his intention of closing out his stock and retiring from business. It is his intention to turn the store over to a purchaser after he has disposed of the stock.

Nitric Acid from Waste.

The internal combustion engine is coming so rapidly into favor as a cheap power producer for almost every kind of work that to look for further means of cheapening it would seem almost supererogatory. However, an attempt has been made and apparently with success to utilize even the waste gases of the exhaust in the making of a valuable byproduct.

The subject has been exhaustively dealt with by Herr Hauser in a lecture delivered before a branch of the Society of German Engineers. It appears from his address that by means of a simple attachment any ordinary gas engine may be made to produce nitric acid with no serious diminution of power.

It is probable that there will always be a ready market for nitric acid in almost any quantity, but it may be questioned whether the amount of acid evolved as a byproduct from the gas engine will have a sufficient commercial value to make the extra trouble worth the taking. In any case, however, the experiment will be watched with interest by all users of internal combustion engines.

Making Butter in Armenia.

Butter in Armenia is made in churns suspended by ropes from the rafters and shaken from side to side by the women.

Chas. F. Kley, Evansville, Ind.: I herewith hand you postoffice order for \$5 to renew my subscription for the Michigan Tradesman three years. Your paper is always a welcome visitor and I can not afford to be without it.

Albert Stonehouse has sold his interest in the drug stock of Barth & Stonehouse, 668 Wealthy avenue, to his partner, who will continue the business at the same location under the style of Wm. F. Barth.

BUSINESS CHANCES.

For Rent—Corner store in brick block on best business corner of Belding. Size of store, 25x85 feet. Newly decorated. Good fixtures, designed especially for a clothing stock, for which there is a good opening. W. P. Hetherington, Belding, Mich. 460

For Sale—100 acre improved farm; 2 houses and 2 barns; pays 20 per cent. on investment. Address J. S. McEntaffer, Nappanee, Ind. 463

For Sale—Seven acre fruit and truck farm, in Southwestern Michigan. In high state of cultivation. Eight-room house nearly new. Good barn, other buildings. 300 bearing fruit trees. Price \$1,500. J. R. Honeywell, Mendon, Mich. 462

Business Chances—Reliable party to rent first room of two-story brick store for hardware; only one exclusive hardware stock in town of 1,800. For particulars address Box 237, Paw Paw, Mich. 461

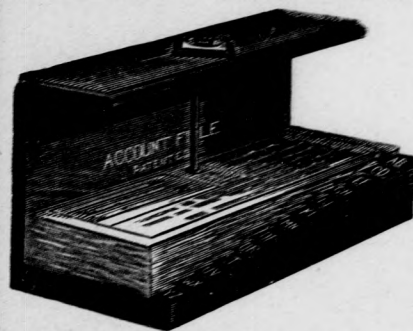
City property and 50 acres, or large farm to exchange for clean stock hardware. John E. Foster, Bellefontaine, Ohio. 464



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



DON'T WAIT

Every day's use of old style scales is *costing you money* in wasted time and merchandise that

MONEYWEIGHT Scales

will prevent.

Many users have expressed regret that they waited so long before sending in the coupon.

Send the Coupon TO-DAY.

If you are using old style scales you are paying in waste for MONEYWEIGHT Scales without having the satisfaction of using them.

Let MONEYWEIGHT Scales stop the loss and *pay for themselves.*

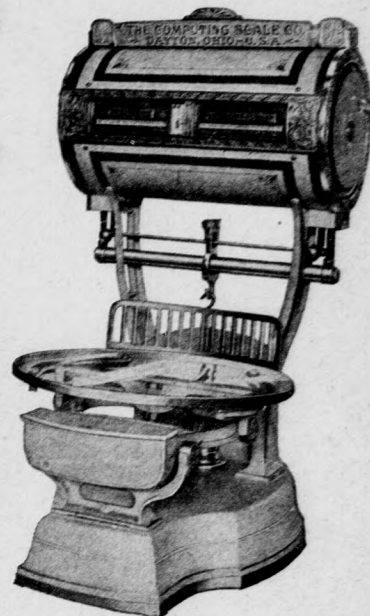
SEND IN THE COUPON!

It does not place you under any obligation to buy.

Moneyweight Scale Co.

Distributors of HONEST Scales GUARANTEED Commercially Correct

58 State St. = = = CHICAGO



This Scale
Stops Your Loss

The
Computing Scale
Company.
MANUFACTURERS
DAYTON, OHIO.

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 No. 95 scale explained to me.
This does not place me under obligation to purchase.
NAME
STREET and No.
TOWN..... STATE.....

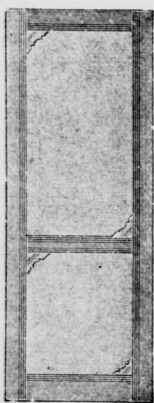
START THE NEW YEAR RIGHT

Don't buy your Spring stocks before seeing our lines and prices.

We are ready to show our complete lines of

Spring and Summer Merchandise

at the very lowest prices consistent with the high-grade quality of our goods.



Before Buying Your Season's Supply of

Screen Doors and Window Screens

it will pay you to inspect our line and prices. We have secured the very choicest and best constructed line on the market, attractively made and finished in a superior manner.

Our Prices Are Low

We Are State Agents for

The Celebrated "KINLEY"

Baby Carriages
Sleeping Coaches, Go-Carts
Folding Carts and Coaches

The best and most popular line made

Secure the Agency
Ask for Catalog and Prices



Don't Buy Stoneware

until you know our prices for the

Best Ohio Stock

delivered at your station.

Don't Fail to See Our Beautiful Line of

Hammocks

The finest and most representative line which it has ever been our fortune to show. Every style and grade are represented and the color combinations are unusually happy and attractive. We offer some very strong inducements in this line that you cannot fail to appreciate.

"Mason" Fruit Jars

for spring delivery.

We handle only the very best

Ball Bros.' Machine Made Jars

the only reliable make on the market.

Ask us for quotations

We Are State Agent for



"Insurance" Gasoline Stoves

We have handled this stove for several years and never had a single complaint.

Absolutely Accident Proof

Ask for catalog and prices and secure agency for your town and vicinity.

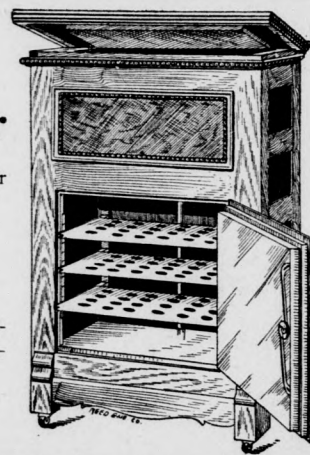
The "Leonard Cleanable" Refrigerator

is the acme of perfection in refrigerator construction for home and store use.

Has No Competitors

for the simple reason that there is nothing on the market that can be compared with this famous make.

Descriptive Catalog and Prices
Mailed on Request



We Make
NO CHARGE
For Package and Cartage

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

We Make
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