

# MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 16, 1907

Number 1217

## *The Last Leaf*

I saw him once before,  
As he pass'd by the door;  
And again

The pavement-stones resound  
As he totters o'er the ground  
With his cane.

They say that in his prime,  
Ere the pruning-knife of Time  
Cut him down,  
Not a better man was found  
By the crier on his round  
Through the town.

But now he walks the streets,  
And he looks at all he meets  
Sad and wan;  
And he shakes his feeble head,  
And it seems as if he said,  
"They are gone."

The mossy marbles rest  
On the lips that he has pressed  
In their bloom;  
And the names he loved to hear  
Have been carved for many a year  
On the tomb.

My grandmamma has said—  
Poor old lady! she is dead  
Long ago—  
That he had a Roman nose,  
And his cheek was like a rose  
In the snow.

But now his nose is thin,  
And it rests upon his chin  
Like a staff;  
And a crook is in his back,  
And a melancholy crack  
In his laugh.

I know it is a sin  
For me to sit and grin  
At him here,  
But the old three-cornered hat  
And the breeches and all that  
Are so queer.

And if I should live to be  
The last leaf upon the tree  
In the spring,  
Let them smile, as I do now,  
At the old forsaken bough  
Where I cling.

*Oliver Wendell Holmes*

**M**Y SON, there is no failure, there can be no failure for those who really try. The only failure possible in life is the failure to try, and persistently try, for the best. The good, the glory, the consolation of it all, is the ennobling effort. Let us bravely leave results to Him.

*Toaquin Miller*

## *Getting The Worst Of It*

When your luck is running crooked  
And your cash is running low  
And you feel much like the picture  
Of the fellow with the hoe,  
When you ask a man for credit  
And he cannot see the point,  
But gets busy with his papers,  
Then the times are out of joint.

When your friends would like to help you,  
But have troubles of their own,  
When advice is all they offer,  
Words, and only words, alone,  
When a touch is out of question,  
Though the only thing in sight,  
And you haven't even car fare,  
Then you're up against it right.

It is easy to be cheerful  
When you have a tidy roll  
Large enough to wad a cannon  
Or to stop a sewer hole,  
But you cannot without effort  
Raise your voice in merry shout  
When your watch is in the pawnshop  
And you cannot get it out.

When you cannot get a ticket  
That will stand you for a meal,  
And the chilly free lunch artist  
Halts you with an eye of steel,  
When you cannot make connections  
For a moment with the mint,  
Then I fear that you are thinking  
Things we would not care to print.

O. A. B.

O. A. B.

We have 1,000  
Rich and Creamy

O. A. B.  
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.

O. A. B.

Grand Rapids, Mich.

O. A. B.

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are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again.

We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

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

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



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Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

# SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.



# MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 16, 1907

Number 1217

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

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OF GRAND RAPIDS, MICH

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

**3½ Per Cent.**

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Resources Exceed 3 Million Dollars

## Commercial Credit Co., Ltd.

Credit Advances and Collections

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jobbers whose interests are affected by  
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FREIGHT Easily  
and Quickly. We can tell you  
how. **BARLOW BROS.,**  
Grand Rapids, Mich

Fire and Burglar Proof

**SAFES**

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Grand Rapids

### THE SUN SHINES BRIGHT.

"Vale, vale; the cup is broken, the wine of life is spilled." Above are the opening words of an exquisite editorial upon the death of Abraham Lincoln, written by Louis J. Bates, at present editor of the Petoskey Record, and published in the Grand Rapids Eagle.

Last week there was an event at Lansing which suggests: "Vale, vale; so full of artless jealousy is guilt, it spills itself in fearing to be spilt."

The Millionaires Club at Washington has received distinct short-arm-hooks from the citizens of two commonwealths who send to the United States Senate two men who began their tussling with the world in very humble ways. The unmistakable admonition which has so long filled the air of this land has arrived in propria persona.

No longer will the multi-millionaires continue to nidificate at Washington without interruption chiefly because they are millionaires. The spell is broken. Self-made men with greater intellects, better moral sense, more intelligent industry and more genuine patriotism have broken into the game and the honor of gaining a foothold there belongs jointly to a man who began earning his living as a jockey and another man whose first self-reliance was publicly shown through peddling papers and popcorn.

William Alden Smith's victory at Lansing was against Machine Politics. The degenerate offspring of plutocratic parents, and crafty, reckless, unscrupulous and nasty though the rival was, it was whipped cleanly, wholesomely and absolutely at every stage of the game. It was, from the beginning, a case where the people declined to be driven into the corral; a situation where Public Opinion, after years of costly education, resented the self-satisfied, patronizing dictates of the Machine. And in the administration of the historic drubbing there were various splendid examples of moral courage and true patriotic impulse and action.

Naturally, the transfer of Republican headquarters from Eastern Michigan to Western Michigan entailed obligations—good, square, open duties—which must be met. These responsibilities are not the result of bargaining. William Alden Smith hasn't a single political promise to make good, but he and his friends have the greater, purer and better debts to pay, and they will be paid. Loyalty to the best interests of the entire State of Michigan will be reimbursed in kind. The Machine will rest, rust and ruthlessly rattle itself into harmless bits for future generations to enquire about in curious ignorance.

And there is a statesman whose oc-

casional residence in Woodward avenue, Kalamazoo, may be presently called upon to perform continuous and permanent duty, unless the signs fail; for Governor Fred. M. Warner, whose ownership of backbone was demonstrated in the nick of time, may feel that he would make a good seatmate for Mr. Smith. And, should he so feel, the people of Western Michigan might be found making embarrassing comparisons between the Kalamazoo sluggard and the man from Farmington. Then, too, there is a stout young man named Edwin Denby, who is held in very high esteem in Wayne county, who is, by birth, by environment as a lad and by training as a man, very well qualified to work his way into the good graces of the people of Western Michigan. Even other exigencies suggest themselves. The people of Michigan will demand a man who will represent the entire State and do it specifically, definitely and without any qualification, real or implied. Moreover, this age, politically, is an age demanding young men, where all other qualifications are equal. There is a whole lot for the man from Kalamazoo to think about during the coming months, and he may be required to do more than mere thinking.

The elevation of Representative Smith to the United States Senatorship leaves a vacancy in the Congressional field which will have to be filled at the spring election. It goes without saying that the candidate must be a member of the Republican party, on account of the political character of the district. In view of the fact that Kent county now has the Senatorship, it would appear to be the part of wisdom to insist on the other office going to either Ionia or Ottawa county and, in looking over the field, it strikes the Tradesman that no one of the other candidates mentioned is so fully equipped to discharge the difficult duties of the position as Gerrit D. Dickema, of Holland. Mr. Dickema has been active in political and governmental matters for many years. He is a public speaker of ability, a ready thinker and possesses a quick wit which serves him to useful purpose. Mr. Dickema would honor the position quite as much as the position would honor him, and it is to be hoped that he will conclude to yield to the importunities of his friends and accept the nomination. As the nomination is equivalent to an election, and as the Fifth District has established the precedent of keeping its Representative in the House until he becomes very valuable to his constituents, it is not at all unlikely that Mr. Dickema will remain in the House until he, in turn, is promoted to the Senatorship.

### "IT'S AN ILL WIND."

There are other grateful things in connection with being elected a United States Senator, after one has served in the House of Representatives, besides the spontaneous ovations bestowed by one's own home people. That is, where one's name is Smith.

In the House of Representatives to-day there are nine Smiths, two of them from Michigan. In the Senate to-day there are no Smiths; but within the next three weeks?

Well, the House Committee on Ways and Means will lose its present twelfth member and the Senate Committee on—however, it is just as well to wait and find out in regard to this latter matter. And, besides, Senator Burrows is already a member of the Finance Committee and the Chairman, Mr. Aldrich, might object to having two Michigan statesmen on his committee. On the other hand, it will be perfectly natural and right to see Wm. Alden Smith appointed to the places at present occupied by Senator Alger on the Senate Committees on Coast Defenses, on Commerce, on Military Affairs, on Pacific Railroads, on Pensions and on Revolutionary Claims, and "that would help some."

And when the roll is called in the Senate the Reading Clerk will know, when he cries the name of William Alden Smith, that only one person can reply to the call, which will emphasize, in his mind, the ordeal so frequently experienced by his friend, the Reading Clerk in the House, who has long been required to call the names of two Smiths of Michigan and other Smiths of Kentucky, Illinois, California, Maryland, Iowa, Pennsylvania and Texas.

One of the joys distributed by Mr. Smith's elevation comes to the doorkeepers of the House, who, in the excitement and bustle of anxious constituents, scheming lobbyists and merely morbid curiosity hunters, are put to no end of trouble and embarrassment in their efforts to locate the several Smiths for the persistent visitors who clamor to have their cards sent in; and the pages have repeatedly threatened rebellion over the Smith problem. With one Smith transferred to the other end of the capitol, these troubles are lessened just one-ninth, which, under the circumstances, is worth the while.

Over in the Senate the doorkeepers and pages know that there is, in that body, but one Smith, and, really, so far as Washington concerns Michigan people, there is but one Smith and his prefix is Senator William Alden.

The force of great deeds rests on small personal fidelities.

## RETRENCHMENT.

## How It Proved the Making of One Man.

Written for the Tradesman.

The people of Stanton restrained themselves until Walt Kingswood went home from evening meeting with Lilie Gray three times for three weeks in succession—and then they did have a time. It began the first thing on Monday morning over the back fences. It began at hailing distance that same day when acquaintances met each other—and there were no strangers in Stanton—with a most emphatic "Well! Now what have you got to say?" For the first time in months not a member of the sewing society was absent and Zibe Harrington said that he went by Deacon White's at 3 o'clock and the noise beat any buzz saw plant that he ever heard, and that same Thursday night all the way from after supper until bedtime saw Hick's store full of gray-bearded, head-wagging hes who "by-gummed" and "guessed" that Lil Gray had bit off a good deal bigger piece than she could chew, and if the old folks on either side knew what they were about there'd be an old fashioned spanking going on without waiting for supper and a lively hustling into the trundle-bed where such trash belonged.

To one interested in such village gossip the sewing circle and that about Hick's red-hot stove were intensely amusing, but the conversation of any special interest to the reader was that going on in the neat, quiet sitting room of 'Squire Gray's, between the occupants of two rocking chairs, both busy with tongue and needle.

"Of course, Lilie, the Kingswoods are all well enough and have been for generations and of course they're forehanded and all that. Walt may be for all I know a future president of the United States; but it does seem reasonable, Lilie, to be a little slow in this going together and give the boy a chance to show what there really is in him. With you 18 and him 20, you two had better be cruel to each other for at least a year, and long before Walt casts his first vote we can see better how the land lies. Then if that seems best—and I don't see anything to prevent it—why, we'll start in and give you one of the prettiest weddings Stanton has ever seen."

The remark was followed by an eager looking over the spectacles at a comely daughter, who at that moment had ceased rocking and with one fair hand resting upon the other was looking out of the window into the dull gray day and seeing what every pretty 18-year-old girl has a right to see when the joy of her heart has been telling her what she has been wanting to hear for a good long while.

"If Walt was mean, mother, I'd have nothing to do with him; but he isn't. I've always known him, and while he isn't an angel or a saint, for which I can't be too thankful, he is just a plain common-sense 20-year-old with a fondness for spending his money for nothing or something next to it; and between us I'd rather have him do that ten to one than be going around like Cale Johnson, so afraid of spending a cent that he can't take any comfort in having it."

"But they do say, Lilie, that Walt smokes and plays cards and is willing, if the wind is right, to drink a glass of beer."

"M-hum. I hope so. His father and my father have smoked all their lives and two better men in Stanton I'm not acquainted with—are you? The card-playing doesn't bother me. I'd rather by half have him at home having a game of cribbage with me than down to the store with the deacons and elders listening to the Lord knows what; and really, mother, so far as the beer is concerned I frankly confess that there are times when a glass of beer isn't to be condemned; and when Walt and I are housekeeping we won't hide our bottles down cellar behind the cider barrel;" and the sweet mouth indulged in a smile while guilty Mrs. Edmundson Gray protested: "You know, Lilie, that your father keeps it for medicine!"

So in spite of village gossip and the warnings of friends and the forebodings of enemies—when was there ever a wedding without them?—the day after Mr. Walter Westmoreland Kingswood cast his first vote saw the doors and windows of the little white church opened and the sweet wind, balmy with blossoms, came in to find already the breath of roses—large and stately ones at that—trying to bar it back. Then, later, after a good deal of craning the churchful saw the bridal couple come in and,

unattended by groomsman or bridesmaid, walk down the aisle to the clergyman awaiting them at the altar. Like all sensible wedding ceremonies, this one was short and simple. The ring was given and received, the promises were made without faltering, the pronouncement was impressively delivered, the young husband kissed his wife and for an instant they stood, her hand upon his arm, "the handsomest bride and groom that Stanton had ever seen," in the presence of the almost worshipping congregation.

So down through that atmosphere, thronging with good wishes, the young people made their way, going from the door of the church to that of their own little home which they had made ready, and where they were soon receiving the congratulating friends who were crowding around them—a wedding reception which to this day stands as the standard for judging similar occurrences.

As time went by it was easy to see that Stanton was losing no interest in what had come to be known as the Walt Kingswood cottage. "Git-tin' 'long all right. Lil's wash's the first one out sure's Monday comes round 'n' she does it all herself. Don't ketch her nappin'. Up 'n' the mornin' 'n' housework all out the way by 9 o'clock. Oh, she's a good one 'n' 'f Walt will hold up his end of the yoke things 'll whiz;" but somehow they didn't whiz at all. Nobody could understand it. The income was all right and there didn't seem to be any running down at the heel; but somehow they didn't seem to be getting on and Stanton was troubled. So for that matter was Mrs. Walt Kingswood, and when the bills for November came in that commendable woman concluded something had got to be done about it. Placing them on her writing desk she waited for that period in the evening when the daily paper finished and put aside she might approach the all-important topic with the least chance of friction.

"For some reason or other, Walt, the bills for the month have been increasing, and there has got to be retrenchment all along the line. In the first place our personal expenses have been \$30 more for the month and—"

"Thirty dollars! Thunder! How's that?"

"You kept back \$15 more than you did the month before and of course I did—that was the agreement, you know—and that took every blessed cent of the miscellaneous fund, so that after putting into the bank the \$25 which we decided should be put in anyway we are left without anything—a condition not exactly desirable when Christmas is in sight."

"Oh, hang Christmas! and I say, Lil, we'd better ease up a little on that monthly \$25 for the bank. The little per cent. we get doesn't pay for the scrimping we have to submit to and I'm sick of it already. I like the fingering of my own money and I don't like the idea of taking a lesson in profit and loss every time I buy a cigar or a glass of beer."

"I don't believe, Walt, we can afford it. You see in making out our expenses we put everything at bed-rock prices, and if we make an advance it will have to be all along the line."

"I don't see that. I don't see how a rise in sugar is going to make it necessary to put \$25 in the bank and go without necessities that you've been used to all your life."

This, it may be remarked, was stated with a hint of irritation in the young husband's tone.

"I think I can make you see it. A single item will serve. We have been housekeeping for five months. I have been doing the housework, which so far hasn't been counted in. Three dollars without the washing and ironing is the average price for the average servant girl, who is lazy, extravagant and dirty. The washing and ironing would have cost at least \$2 a week. Breakage would for that time be cheap at \$10. A woman to come in and dust at \$1.50 a week would receive \$31.50, the whole amounting to \$146.50. Now if we add \$15 each to this for this new allowance you see what we're coming to; and so I say we can't afford it. Now for the sake of having a home of my own, I have been willing to be servant girl and wash woman and char woman, and for the sake of that monthly deposit in the bank of \$25 I am willing to keep on as we have begun."

"Yes; but where is the reason for this last \$15 apiece?"

"Honestly, Walt, I don't know. You made the condition that I should have just as much as you do and I



## ANNOUNCEMENT

THE GRAND RAPIDS NOTIONS & CROCKERY CO., having purchased the entire stock and business of the Manufacturers' Distributing Co., takes pleasure in announcing that it is now located in its new quarters, corner Ionia and Fulton streets, with a complete stock of notions, such as Laces, Hosiery, Buttons, Threads, etc., and solicits your patronage in this line, assuring you of prompt attention and courteous treatment at all times. In addition to notions sample lines of Crockery, Glassware, Enamelware and High Art Knit Goods are also kept on display. Orders in these lines are shipped direct from the factory, saving you the jobbers' profit of from 15 per cent. to 25 per cent. If interested drop us a line, or call and give us the pleasure of showing you our stock.

GRAND RAPIDS NOTIONS &amp; CROCKERY CO.

1 and 3 South Ionia St., Cor. Fulton

GRAND RAPIDS, MICH.



think I ought to have it. I don't see how your personal expenses need to be more than mine; but I do know that if you are going to have a rise in your salary of \$15 every four weeks I'm going to have it, too. Your personal accounts are not especially interesting to me nor mine to you; but I know that if yours call for that much more mine do, and I feel as if I must have it."

"But, Lil, you see it's different with a man."

"I don't see why. I don't know why I should send over a sample of 50-cent creamery butter to the Higgess, who insist on using oleo-margarine, every time we sit down to the table, any more than I see the need of your filling your pockets with 15 cent cigars to treat Jim Himes, who polutes the atmosphere with stogies at 3 for a nickel. Soda and beer are both 5 cents a glass; but I fail to see why I am called upon to treat everybody in the drug store every time I take a drink. It may be all in the way of business. I suppose it is and mighty poor business, too. Fancy me having an ice cream with Mrs. Malony with the idea of her charging less for her next week's scrubbing!"

"Now my idea, Walt, is to give up this \$15 personal expense. We can't afford it. If it is a necessity tell me why and I'll give in; but in order that you may take it with your eyes wide open, you must remember that beside the advance of \$15, I shall charge \$6 a week—and cheap at that—for what so far I have done for nothing. Father Kingswood says I ought to make it \$10 a week and Daddy Gray says that whatever I earn in that way he will put where it will bring in at least 10 per cent."

"Is my father behind this—er—this scheme?"

"There isn't any scheme, Walt. Everybody in Stanton is nudging each other and wondering how long we can stand it and when Father Kingswood, a little madder than a March hare, said that things had got to change or he had got to have a new man at your desk in the office, I became naturally interested. I kept him talking until I could see that all he thought of was a cut in the salary that would starve us to death, and then I hit on what I've told you. He isn't exactly satisfied with it; but if trying proves it a success he's willing to let it go that way as long as it continues a success. 'As long as it continues a success!' I should like to see the undertaking a failure that you and I decide to carry through!"

When Mrs. Walter Westmoreland Kingswood said that she sat very erect and gave a quick energetic nod of approval for emphasis with a slightly elevated chin; and Mr. Walter Westmoreland Kingswood, looking at her at that moment and catching the inspiration that radiated like a halo from her determined face, declared that he should like to see it too!

The result was that the \$25 went monthly into the bank; beer ceased to be a necessity in Walt Kingswood's daily life; fewer 15-centers decorated the countenances of the Stanton riff-raff; a nightly game of

cribbage with "Lil" took the place of the poker over Pat Riley's saloon; there were no longer any mid-afternoon absences from business, and there wasn't any \$30 addition to the expense account. What did happen was that the two paterfamiliaes got their heads together and arranged that whatever moneys the young folks saved should be put on an earning basis of 10 per cent.

The best of it all is, after things got to running according to this new order of things, the man with the long, distinguished middle name after an exciting game of cribbage one night, in which he was most unmercifully beaten, seized the hand that had "pegged" the tremendous score and remarked, "I rather have this sort of game with this result than all the poker the world holds;" and she, with her other hand around his neck, drew his face to hers, kissed him and answered—was there a double meaning?—"And so had I!"

Richard Malcolm Strong.

#### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 12.—Jobbers as a rule report a good many orders for coffee, and in the aggregate the sales must reach a good total. Quotations show little, if any, change and at the close Rio No. 7 is steady at 7c. In store and afloat there are 4,017,951 bags, against 4,370,012 bags at the same time last year. Receipts at primary points continue unprecedentedly large, and from July 1, 1906, to Jan. 10, 1907, Rio and Santos together report the avalanche of 12,808,000 bags, against 9,968,000 bags for the whole twelve months, July, 1905, to July, 1906. In mild grades there is a very quiet trade and quotations remain practically without change in any respect.

Sugar has had an inactive week. Quotations have moved a little up and down and up, and at the close the advance seems pretty well sustained, although some business was accepted at the 460c rate. Refiners are supplying all demand without delay and the call is not expected, of course, to be very great at this season.

The tea trade continues active and every week shows improvement. The Ceylon tea entanglement grows apace and extends from advertising agents to the Brooklyn Institute. The man who understands the intricacies of the business is a good one surely. But the clouds will roll away, and the great American public will soon be told of the merits of Ceylon teas through the newspapers.

A good jobbing trade is being done in rice and quotations are very firm. Rates here are below a parity of those in the South.

In spices most interest is shown in black pepper of the Singapore variety. Receipts of the article are running light and an advance of about ¼c has been made—10¼@10½c. Other goods are moving simply in a mid-winter manner and prices are without variation.

Molasses is generally reported steady. Jobbers have done a fair business and prices certainly show no weakness. Good to prime centrif-

ugal, 27@35c. Syrups are moving fairly well within the range of 18@25c for good to prime.

Buyers and sellers of canned tomatoes seem to be unable to reach a perfectly satisfactory understanding, and as a result the movement this week has not been very large. Certainly nothing could be found worthy of attention below 90c for standard goods. Futures are lingering at something over 80c. Western packers of peas, futures, have sold their entire pack in almost every instance. Some New York State pack futures have been sold at 90c@\$1.10 for Early Junes, and 95c@\$1.10 for Champion of England. Other goods are moving in the usual manner.

The butter trade seems to be anything but active. Prices of top grades are, however, held at former rates—32@33c; seconds to firsts, 28@31c; held creamery, 26@30c; imitation creamery, 24@27c; factory, 19@21½c; renovated, 20@24c, and the supply is fully equal to the requirements, which, by the way, are not small.

There is no change in cheese and 14½c still remains the rate for full cream N. Y. State stock.

Eggs are again scarce for top grades and the market is firm. Nearby, 32@34c; finest selected Western, 29c; firsts, 27@28c.

#### Trump the Trick of the Mail Order Houses.

Mail order houses never advertise in general terms. You never see their newspaper space filled with the statement that they have a complete line of general merchandise. The reason for this is the fact that they spend money for advertising which will make money for them. They know such an advertisement never sold a dollar's worth of goods. Now, brother retailer, if you are going to do the business of your section of the country, instead of letting the mail orders do it, follow their example. Advertise right, and never let an issue of your local paper appear without containing a new advertisement of your goods.

Do not get the idea that you must be an expert advertising man before you can write a good advertisement. It is a great deal more important to be well acquainted with your goods.

A very successful merchant follows out this plan: He takes a good space in the paper by the year, and gets the best rate. He decides on what kind of a border he wants around his advertisement, and never changes that part of it. The wording is changed every single issue. He advertises but one thing at a time, but gives a good, interesting description of that particular thing. He tells all the little things he can about its manufacture, what part of the country it comes from, what it is made of, why, and what it will do, and what it costs. He tries to get the readers of the paper to read his advertisements for what information they contain, and then he tries to make that information lead the reader to understand that if he needs anything in that line, this particular article is just as represented, and he can see it for himself.

His success in business unquestionably comes largely from his meth-

od of advertising, and he writes his advertisements just as though he was telling you of the good points of each article while you were standing on the other side of the counter examining it. That goes a long way towards making good advertising. Tell people all about whatever you are offering, especially the price. Never fail to give prices. Remember that your mail order competitor does not try to make his advertisement attractive. He tries to give enough information about each article to convince the reader that it is exactly what he wants, and that the price is right.

Too many merchants are to-day wasting their time doing work around the store that could as well be done by a \$4 per week boy or girl, when they should be taking time to think of more important matters, such as advertising. Many have been throwing away more money on advertising space which is doing them no good than it would take to hire the above-mentioned boy or girl, and that same space would greatly increase their business if it was handled right, the advertisement changed each issue, and new thoughts advanced. Do you ever read the advertisements of other merchants over and over if they are never changed?

Too many retailers are to-day advertising in their local papers because they feel the man who is running the paper should be supported in his work for the community. If they would make their advertisements attractive and real business bringers they would do a great deal more for the editor, for he wants his paper to be full of life, and old last summer's advertisements are about as full of life at this season as a last summer's bird's nest.—Stoves and Hardware Reporter.

#### Porous Plasters Used Internally.

Antonio Cussiamano, of Irvington, N. Y., is reported to have eaten part of a porous plaster together with some powders ordered by his physician. He did not know how the plaster should be used, but finally tore the cloth covering off the plaster and sprinkled the powder over the surface and swallowed part of it. Later in the day a friend stopped him from repeating the performance. His condition when last heard from was serious.

## An Excellent Opportunity

is now open for a good grocery firm to make some money. W. J. Clarke & Son who have successfully conducted a grocery and fresh meat business at Harbor Springs for twenty-five years and have now retired, desire to rent that part of their block fitted for grocery and meat business. The building is three stories, modern, with steam heat, water, electric light and gas, and good modern fixtures. A large business can be done at this place, as the business is not overdone, and the large summer resort business and the lumbering operations in winter make trade good the entire year. Parties desiring a change in location or starting up should not fail to look this up at once. The owners desire to have the building occupied and will name very low rent. Write or wire at once for full particulars to

**W. J. Clarke & Son**  
Harbor Springs, Mich.





### Movements of Merchants.

Petoskey—G. D. Harris has opened a meat market.

Detroit—The W. C. Clark Coal Co. is succeeded by the W. H. Warren Coal Co.

Hastings—W. S. Godfrey, of Lowell, will open a shoe store here about February 1.

Detroit—The capital stock of the Rex B. Clark Co. has been increased from \$60,000 to \$100,000.

Gladwin—H. H. Snyder has sold his grocery stock to W. L. Snyder, who will continue the business.

Benton Harbor—The San Carlos Plantation Co. has changed its name to the North Florida Land Co.

Three Oaks—Chas. Bachman has purchased the bankrupt implement stock of Chas. R. Sherrill and is now closing out same.

Washington—W. Burke has sold his stock of hardware and lumber to Dewey & Robertson, of Romeo, who will continue the business.

Cheboygan—Garrow & Hoban, meat dealers, have dissolved partnership. Mr. Garrow will continue the business and Mr. Hoban will take up farming.

Caro—W. A. Fairweather, for ten years engaged in the general merchandise business at Cass City, will soon embark in the same line of trade here.

Detroit—Henry Lutz will engage in the jewelry business, having purchased the stock of H. W. Steere at the corner of Woodward and Jefferson avenues.

Perrinton—Peet Bros., of Ithaca, are closing out the stock in their branch store here and will give their entire time and attention in future to their Ithaca establishment.

St. Clair—A new dry goods store is about to be opened here under the style of the Morey Dry Goods Store. J. R. McWhorter will assume the management of the business.

Sherman—The general merchandise business conducted under the style of the A. Imerman Mercantile Co. will be continued in future under the new name of Imerman, Plotler & Co.

Saginaw—E. P. Waldron has disposed of his interest in the firm of Waldron, Alderton & Melze to his partners, who will continue the business under the management of Mr. Melze.

Traverse City—W. O. Foote is closing out his shoe stock, preparatory to going West to remain until spring. His son, Wm. Foote, will conduct the grocery business in his absence.

Northville—Chas. Blackburn, for the past five years conductor on the D. U. R., has resigned his position and will engage in the grocery business here with his father-in-law, Barton A. Wheeler.

Charlotte—H. H. Gage has purchased the interest of Dr. Frank A. Weaver in the drug stock of Weaver Bros. The new firm will conduct

business under the style of Weaver & Gage. The professional partnership existing between the doctors will remain the same and they will retain their office over the store.

Hale Lake—A. Klein & Sons have formed a corporation to conduct a general merchandise business with an authorized capital stock of \$2,500, all of which has been subscribed and paid in in cash.

Battle Creek—C. J. Titus has been appointed administrator for the estate of C. A. Youngs, the Battle Creek druggist who died under peculiar circumstances, and the stock will be sold as soon as possible.

Reese—The Stone Mercantile Co. has been incorporated for the purpose of conducting a general store. The company has an authorized capital stock of \$5,500, all of which has been subscribed and paid in in property.

Caledonia—The firm of Warner, Wenger & Co. has been dissolved by mutual consent. I. S. Wenger will continue in business with his brother, Jonas, who was formerly engaged in conducting a meat market in Conklin.

Thompsonville—Wm. Imerman, who conducts the general merchandise business, has sold an interest in same to Otto Heyman, who has been in his employ for several years. The business will be continued under the style of Wm. Imerman & Co.

Benton Harbor—Joe Cryan, formerly engaged in the meat business here with his brother under the style of Cryan Bros., has purchased the Meshew grocery stock and will continue the business. His brother will again be associated with him in trade.

Bay City—A corporation has been formed for the purpose of conducting a general merchandise business under the style of Polska Spolka, which has an authorized capital stock of \$15,000, all of which has been subscribed and \$7,500 paid in in property.

Charlotte—Geo. J. Barney has sold his dry goods stock to S. C. & R. W. Patterson, of Cleveland, Ohio, who will continue the business at the same location. S. C. Patterson will manage the business and his brother will be here a portion of the time. Mr. Barney will go West.

Traverse City—Wm. Metzen has sold his store building to his successor in the meat business, M. A. Piercy, who came from North Dakota in October. Mr. Piercy will add a line of canned goods and groceries. Mr. Metzen will devote his time to farming in the future.

Freeport—Geo. J. Nagler & Son will probably be succeeded in the general merchandise business about March 1 by H. I. Miller, of this place, and J. W. Beachy, of Sugar Creek, Ohio, who will form a co-partnership under the style of Miller & Beachy to continue the business. Mr. Nagler will then devote his entire attention to the produce and poultry business.

### Manufacturing Matters.

Holland—The Holland Veneering Co. has begun operations. A force of forty men will be employed as soon as the machinery is adjusted and working smoothly.

Lansing—The Hildreth Motor & Pump Co., which conducts a manufacturing business, has increased its capital stock from \$30,000 to \$75,000.

Belding—Chas. H. Stout is succeeded in the cigar manufacturing business by Ed. Carpenter, who has purchased his stock and good will.

Pentwater—E. L. Brillhart has become the sole owner of the plant heretofore owned and for many years operated by the Halstead Table Co.

Cadillac—Geo. Card and Joseph James have purchased a lath making machine from the Cadillac Machine Co. and are erecting a portable mill on the James farm.

Bay City—Robert Beutel has bought 3,000,000 feet of logs cut on Bois Blanc Island, off Cheboygan, which will be rafted to this city in the spring to be manufactured.

Au Sable—The Solomon Lumber Co. has sold its land along the Au Sable River in Alcona, Oscoda and Crawford counties to the H. M. Loud & Sons Co., of this place. The sale includes about 17,600 acres of land.

Escanaba—A corporation has been formed under the style of the Columbia Land Co. to manufacture lumber with an authorized capital stock of \$100,000, all of which has been subscribed and \$90,000 paid in in cash.

Talbot—The Talbot Lumber Co. has been incorporated to manufacture forest products with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,500 being paid in in cash and \$3,500 in property.

Detroit—The Robertson & Wilson Scale & Supply Co. has been incorporated to manufacture butchers' supplies with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and paid in in cash.

Sault Ste. Marie—A corporation has been formed under the style of the Ozark Cedar & Lumber Co. to manufacture logs. The company has an authorized capital stock of \$50,000, of which amount \$25,200 has been subscribed and \$12,000 paid in in cash.

Battle Creek—A corporation has been formed to manufacture non-alcoholic beverages under the style of the Battle Creek Lithia Water Co. The company has an authorized capital stock of \$8,000, all of which has been subscribed and paid in in property.

Albion—A corporation has been formed under the style of the Universal Machine Co., which will manufacture typesetting machines. The company has an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

Bay City—A corporation has been formed to manufacture plaster and cement under the style of the Bay City Wood Plaster Co. This company has an authorized capital stock of \$4,000, all of which has been subscribed, \$800 being paid in in cash and \$3,200 in property.

Rose City—The Prescott-Miller Lumber Co., operating a sawmill near this place, has bought a spur track of railroad several miles long in Oscoda county, near Mio, which will enable the company, by filling in a small gap between its own road and

the new purchase, to reach a lot of its timber.

Allegan—The Rowe Bros. Manufacturing Co. has been reorganized and will now be known as the Rowe Carving & Cabinet Co. S. C. Mellen, of Pulaski, N. Y., will take the management of the business. The company now puts out thirty kinds of pedestals, whereas they formerly made only six.

Baraga—The big sawmill of the Nester estate has been closed for the winter. The mill had been in operation since April 16 and during July and August a night shift was employed. The season just closed was the longest in a number of years. The cut amounts to about 26,000,000 feet of pine and hemlock. The Nesters have a number of camps in operation and the cut next season will be large.

Bay City—The Kneeland-Bigelow Co. is operating four camps, located in Montmorency county. The logs come to the mill here. This company is the selling company for its own stock and that of the Kneeland, Buell & Bigelow Co. The maple cut by the two plants for the current year was recently sold to the S. L. Eastman Flooring Co., of Saginaw, and last week the sale of the basswood output of the two mills this year was sold to A. C. White, of Saginaw. The estimate of the basswood is 3,000,000 feet.

Menominee—A local cedar operator, in discussing market conditions, states that from all appearances stocks all over this section will be decidedly short owing to the soft weather, which has thus far prevented crews from getting into the swamps. Local dealers expect a heavy advance in price next spring. Prices have already been affected by weather conditions and the demand is unusually brisk. Several camps in the Upper Peninsula have been broken up during the last two weeks and will not resume until the weather conditions may become more favorable.

The suit recently brought against three merchants and a deputy sheriff of Freeport by a peripatetic vendor of groceries from an alleged wholesale grocery house in an Ohio city resulted in a verdict of no cause for action at the hands of a jury in the United States Court in this city last Saturday evening. The grocery salesman was arrested on a warrant authorized by the Prosecuting Attorney of Barry county, but the man was given his liberty after the case had been carefully looked up by the prosecuting officer. He thereupon sued the defendants on a charge of conspiracy, but was unable to make such a showing as to justify a verdict in his favor. The attorneys for the plaintiff assert that they will make a motion for a new trial on the ground that the judge's charge was biased and leaned too strongly to the side of the defendant. It is doubtful, however, whether any further action will be taken in the matter.

F. L. Merrill will remove his stock of groceries from 1209 South Division street to 1269 South Division street about Feb. 1.





### The Grocery Market.

Sugar—Refined is doing the ordinary small winter business, and a general decline is still being expected. The McCahan and Federal refineries are already making a 10-point concession to certain customers. The market is being governed by Cuban conditions. The European beet prices are 2 points higher than our basis. The Cubans are making their own prices without regard for values as they are measured in other world markets. Our refiners have bought a great many sugars. The shipments are arriving. Cuba is turning out more every day. There hasn't been any delay in the crop work so far. Undoubtedly labor is scarce in the Island, but 122 factories have already started grinding and if the good weather continues the extra time thus provided will enable the laborers available to get in a crop of at least 1,250,000 tons—a record breaker. Porto Rico and San Domingo have started grinding. These first three months mean a period of big supply. And during January, February and March the demand for refined is usually at its dullest. Lower prices will be harder to accomplish from now on, and the declines will be marked by longer periods between times—special conditions may even cause temporary gains—but we've got to get through this first-of-the-year oversupply before there can be any real assurance of firm and lasting advanced quotations.

Tea—The market can scarcely be called strong, but in most lines it is steady. The consumptive demand is normal for the season. Considerable interest is manifested by the tea trade in general over the prospect that the Board of Pure Tea Commissioners, at their coming meeting, will change the standards by prescribing that no artificial color shall be used in tea. This, if done, will be in order to conform the tea law with the Federal food law.

Coffee—Java and Mocha coffee are in active demand at firm prices. Mild coffees are steady and unchanged. The market for Rio and Santos coffee continues weak and soft. What slight fluctuations have occurred during the week have been for the most part downward. The same condition of over-supply which has made the market weak for several months continues.

Canned Goods—Consumption has been on an unprecedentedly heavy scale with the result that the entire carryover from the previous packing season, together with last year's output of everything but corn and tomatoes, was practically out of first hands at the end of 1906. While the pack of tomatoes last year aggregated nearly 9,800,000 cases, coming within some 900,000 cases of the record output of 1903 and exceeding the pack of all other preceding years, it is estimated that not over 15 per cent. and

some make it 10 per cent. of the season's production is unsold in packers' hands. The corn pack was 4,500,000 cases short of that of 1905, which holds the record, but there was a heavy carryover, which with the 1906 pack furnished a supply considerably in excess of the average for the years prior to 1904. What remains of this is largely a matter of conscience, but on account of low prices and the constant urging of sellers, assisted by the comparatively high price of tomatoes, the consumption has been enormous, and in the better grades, at least, the stock left is believed to be of moderate proportions. In fact, some of the more optimistic hold that there is bound to be a clean-up of corn before the new pack, because of the attractive prices at which it is offered. There are no spot peas in first hands, and jobbers are believed to be working on the smallest stocks they have ever carried at the beginning of a new year. String beans are in about the same shape, and the supply of asparagus is entirely exhausted. Only odds and ends of the other vegetables remain, and bargain hunters find little to encourage them in the offerings.

Dried Fruits—Apples are unchanged. The market is firm. Currants have advanced about  $\frac{1}{8}$ c during the week and are in fair demand. Nothing new has developed in raisins. Loose raisins are very scarce on spot, although prices in the East are somewhat below the asking price on the coast. On London layers, particularly, the coast market is much higher than the East. Spot prunes are slow and on the coast very firm as to all sizes. Peaches are unchanged, firm and scarce. There are only a few apricots about, and those few clean up as fast as they arrive. Prices are unchanged.

Rice—All grades are steady to firm on the basis of former quotations, but without features of new interest. Advances from the South report a firmer market, owing to quite an improvement in the demand.

Syrups and Molasses—The demand is fair, but the undertone remains strong, in sympathy with conditions ruling in the New Orleans market. Prices are without change from the basis of previous quotations. \*Advices from the South report light receipts, which are of very poor quality, but a continued firm market at high prices. The market for sugar syrups is quiet and more or less nominal on the basis of former quotations.

Provisions—The present market is about 10 per cent. above normal for the season. On account of scarcity of hogs, prices will probably not get much lower. Pure and compound lard is firm and unchanged. Barrel pork is unchanged and quiet. Dried beef and canned meats are dull and unchanged.

Fish—Cod is firm and scarce, having advanced about  $\frac{1}{2}$ c during the past week. Haddock is practically out of the Gloucester market. Hake are firm. Salmon is steady and quiet. All grades of mackerel are scarce and firm, particularly Norway 4s. Some new Irish mackerel, 350 count, are coming over now, being quoted

around \$18@19. Last year the same fish sold for \$5 less. Domestic sardines are steady and quiet at the recent advance. Imported sardines are firm and unchanged. The importers of Norwegian smoked sardines are much exercised over a report that the Federal food authorities intended to forbid the use of the word "sardines" in the sale of any foreign sardines but French.

### The Produce Market.

Apples—Spys, \$3; Wagners, \$3; Baldwins, \$2.50; Greenings, \$2.50; Tallman Sweets, \$2.25; Kings, \$3. The market is steady and demand is of seasonable proportions.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The market is weaker and lower, the high price recently prevailing having reduced consumption to that extent that an accumulation of stock was in evidence. Creamery has declined to 30c for No. 1 and 31c for extras. Dairy grades are held at 24c for No. 1 and 17c for packing stock. Renovated is weak at 24c. The quality and flavor of the current receipts are good for the season. The receipts of the past week have been about normal, and for the next few days the market is likely to be about unchanged.

Cabbage—65c per doz.

Celery—28c per bunch for Jumbo.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

Cranberries—Wisconsin have declined to \$8.50 per bbl. Late Howes from Cape Cod have been marked down to \$9 per bbl.

Eggs—The receipts of fresh eggs are increasing every day. Prices, however, are steadily maintained. There is a very good consumptive demand for eggs at present, and the market is healthy throughout. Storage eggs are in small supply and are firmly held at unchanged prices. The future of the market depends on the weather. Fresh commands 22c for case count and 25c for candled. Storage stock is fairly steady at 23c.

Cheese—The market is firm and unchanged. Stocks are gradually decreasing and fancy cheese is firmly held. Very probably there will be a slight advance in the near future. Under grades of cheese are very scarce and are selling within 1@2c per pound of the highest grade.

Grapes—Malagas command \$5@6 per keg.

Grape Fruit—Florida commands \$4 for either 54s or 64s. The demand is large and stock sells fast.

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

Lemons—Californias are weak at \$3.75 and Messinas are in small demand at \$3.50.

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 California Navels is very large and the fruit is of fine quality and appearance. The Florida oranges are still coming, but are not such ready sellers.

Parsley—40c per doz. bunches.  
Potatoes—35@40c per bu.  
Squash—Hubbard, 1c per lb.  
Sweet Potatoes—\$4 per bbl. for kiln dried Jerseys.

### The Grain Market.

The wheat market has been dull and uninteresting the past week, prices on futures having lost  $\frac{1}{8}$ c on May and  $\frac{3}{4}$ c on July options. The world's visible supply, according to Bradstreet's reports, has lost 2,217,000 bushels, as compared with a decrease one year ago of 71,000 bushels. The visible supply east of the Rocky Mountains, according to the Chicago Board of Trade, shows the following changes for the week: Wheat increase of 531,000 bushels, corn increase of 676,000 bushels, rye increase of 93,000 bushels and barley increase of 86,000 bushels, while oats show a decrease of 288,000 bushels. It would seem that wheat prices are very low as compared with other grains and food stuffs generally. The visible supply of wheat is practically the same as one year ago, with cash grain running about 10c per bushel cheaper.

Corn prices have had some gain, especially cash grain, which is now selling from  $1\frac{1}{2}$ @2c per bushel gain from low point, while the far futures are practically unchanged. Two yellow is now quoted at  $4\frac{1}{2}$ c and No. 3 yellow at about 45c for shipment from the South and West.

Oats are quite strong, showing a gain of 1c per bushel, with offerings only moderate and trade beginning to take hold a little more freely.

Feedstuffs are in better demand this week, with prices tending upwards. Millstuffs are holding steady and prices on Western goods are from 25@30c per ton higher.

L. Fred Peabody.

A. W. Hompe, who was obliged to acquire \$1,000 of stock in the Kent County Savings Bank in order to qualify as a director after his election last week, paid Henry Idema \$9,500 for the necessary certificate. This is probably the highest price ever paid for \$1,000 in bank stock in any Western city. The Bank earns upwards of 100 per cent. net a year and pays its stockholders 44 per cent. With \$50,000 capital it has a surplus fund of \$250,000 and an undivided profits account which could be drawn on to even a greater extent if necessary.

The business formerly conducted by the G. N. Wagner Shingle Co., with office at 923 Michigan Trust building, has been merged into a stock company under the style of the G. N. Wagner Lumber & Shingle Co., which has an authorized capital stock of \$30,000, all of which has been subscribed, \$3,200 being paid in in cash and \$26,800 in property.

C. D. Crittenden contemplates applying for a patent on a combination egg case and letter file which he has recently invented. A sample of the invention is on exhibition at his office, where it can be seen by any one interested in the subject.





### Old Song Brought To Mind by Shoe Display.

Time was, and not so very long ago either, that the man who was so particular about his clothing throughout that he matched everything up, or at least had all his garments harmonize in tone, was regarded as a dude, or, as our grandparents would denominate him, a fop. Nowadays he is relegated to neither class if he likes to preserve a unity of coloring in all the different articles that go to the making up of his attire, but on the contrary is looked upon as a rational human being—one who is artistic in his personal tendencies.

Green, brown and red seem to be given the preference in the more pronounced colors. One would think haberdashery in these would be garish, but they are so modified in the weave that they do not seem crude at all. The weave and the blending of a number of shades of the same color is what takes off the harshness and makes ties, handkerchiefs, etc., a delight to behold. Of course, it is to be noticed that certain men—those of the conservative stripe—are so wedded to their beloved black that nothing seems capable of obliterating their attachment for goods in the sombre "absence of color." But many of these, even, are gradually veering to a gayer mood and may occasionally be observed in a quiet "mixed goods" suit, with tie that is a veritable rainbow for them, although for the average person it would be dull indeed.

\* \* \*

One of the best clothing store windows I have seen of late had the whole space divided into steps and these steps were subdivided laterally. There were but three steps in all, giving ample room for the display of the smaller articles of men's apparel, on wooden fancy fixtures, even allowing the arrangement on each side of the window, on the lowest of the three steps, of the formal and semi-formal suits of conventional black. Near these, in several balanced groups, were neck-scarves in white and black that were a marvel of richness; also evening hats of a beautiful fine-ribbed silk. Gloves there were galore, suitable for all sorts of occasions. The tiny things that show good taste in clothes were not forgotten. In the dress shirts to be seen were the regulation small flat mother-of-pearl studs, while a few cards of the little pearl sets were sprinkled near the glass. Introduced in the exact center of the trim was a piece of green velvet in a medium shade, occupying a space of a little over a yard, being placed in a slanting position above and below the middle step. This formed an extra background for a couple of white tucked shirts, a soft brown suede cuff bag, left open to show the lining, and two or three black sealskin comb and brush cases for traveling,

holding a fine quality of toilet articles such as the finicky junketeer delights in, also leather-covered, nickel-topped flask for the convivially inclined. Back of this group, on the topmost step, was one suitcase, lying on its side, with the handle toward the observer. Setting on this was an elegant bag with broad straps, into which were stuck two fine specimens of the umbrella line carried by the store, so angling as to form an upright V. The fancy waistcoats, neck-scarves, ties and silk handkerchiefs were segregated as to these colors: red, grey, violet, green and brown. There was only one discordant note in the whole big window, and that was the introduction, down towards the glass, of a large silly bunch of white artificial roses in a flowerpot set in a decorated jardiniere. Of course, this attracted some attention to the window by the airiness of the false petals and foliage, but the establishment does not deal in paper flowers and in this trim they had, as the French say, no raison d'être ("reason of being"—or existence). Had the cabbage roses been fresh from the florist there would have been an excuse for their presence.

\* \* \*

The colors of St. Patrick and the Orangemen vie for predominance in the windows on either side of the entrance to the Rindge, Kalmbach shoe store, the store with the honest reputation: You can believe what they say. These windows, as I have had occasion to state repeatedly, are as neat as a pin—a shining new one fresh from the manufacturer's hands! St. Patrick spreads himself over the walls and background in a curtaining that looks like a very thick pongee, while the Orangemen have the floor with crinkly paper spread down in exactly-even rows. That's always a characteristic of these German windows: the precision of everything. In the left window all the shoes are for the Fair Sex, while the men "get their innings" at the right. A round low stand in some reddish wood—cherry, evidently—is standing in each background near the outer corners, on which are standing fine shoes. A row of four shoes in the gentlemen's window point toward the center in twos. I think the setting would have been bettered by toeing these units out instead of pigeon-toeing them. In the feminine window are girls' shoes as well as ladies'. There is an old song, sung by a former generation, running somewhat as follows:

"And when we, when we are married  
And have some little toots  
We will surely, surely have them  
Wear the tassels on the boots!"

Mere doggerel, of course, but the tune—I've heard my uncle sing it—ran through my head as I looked at the child's unique shoe to the north of the window. The lower part was of a shiny black leather—about the height of an ordinary shoe. Above this was a band of brown leather three inches deep, while hanging from the top edge of this was a pretty brown silk "tossle," as some of the "little toots" call them! I hadn't thought of that old song for years, when all of a sudden my uncle's voice sounded in my ears.

### How San Francisco Insurance Was Paid.

The fire insurance companies doing business in San Francisco and vicinity have been making a record since last April, and are classified according to the way they have been paying their losses.

According to the San Francisco newspapers only a few companies have paid losses dollar for dollar; forty companies have made "fair and honorable settlements," forty-one companies have paid 75 cents on the dollar or better, twenty-seven companies are dealing very unfairly with policy holders and three companies are insolvent.

#### Class A.

The companies in this class are credited with fair and honorable settlements of their San Francisco losses:

Aetna of Hartford, Liverpool and London and Globe California, Royal of Liverpool, Queen of America, Home of New York, Springfield, Connecticut, Continental, New Zealand, Scottish Union and National, Northern of London, Phoenix of London, Sun of London, New Hampshire, Hartford, Citizens, New York Underwriters, Atlas, North British and Mercantile, Law, Union and Crown, Union of London, London Assurance, Pennsylvania, Insurance Company of North America, Alliance of Philadelphia, Niagara, Pelican, German-American, German Alliance, Girard of Philadelphia, Glens Falls, Michigan, Teutonic, American Central, Mercantile, St. Paul, Agricultural, Phoenix of Hartford, Williamsburg City (on policies that do not contain the earthquake clause).

#### Class B.

This is the list of companies whose settlements range from 75 cents on the dollar up:

London and Lancashire, Orient, State of Liverpool, English-American Underwriters, Caledonian, Caledonian-American, Scotch Underwriters, Royal Exchange, American of New Jersey, Fire Association of Philadelphia, Philadelphia Underwriters, Phoenix of Brooklyn, Prussian-National, Delaware of Philadelphia, Rochester-German, National of Hartford, Providence-Washington, Western of Toronto, British-American, British-American of New York, Northwestern - National, Northwestern Fire and Marine; Austin of Texas, Eagle, Assurance Company of America, Aachen and Munich, Hanover, Hamburg-Bremen, Svea, National Union of Pittsburgh, Cordcordia, Franklin, Germania, Federal, Queen City, United Firemen's, Buffalo-German, Globe and Rutgers, Security of New Haven, Westchester.

#### Class C.

The companies in this class offer settlements below 75 cents on the dollar:

New Brunswick, 70 cents; Milwaukee Mechanics, 70 cents; North River, 65 cents; German of Freeport, 60 cents; German-National, 60 cents; American of Philadelphia, 50 cents; German of Peoria, 50 cents; Nassau, 50 cents; American of Boston, 40 cents; New York of New York, 33 1/3 cents; Dutchess, 30 cents.

#### Class D.

Companies on the waiting list: These include (a) those that while denying liability are considering loss-claims with a view to compromise settlement; (b) those that refuse to recognize liability and will not pay one cent; (c) those that have postponed settlement pending financial negotiations:

(a) Commercial Union of London, Commercial Union of New York, Alliance of London, Palatine, Indemnity. (b) Rhine and Moselle, Transatlantic, Austrian-Phoenix, North German of Hamburg, North German of New York, Williamsburg City (on earthquake policies). (c) Calumet, Fireman's Fund, Home, Fire and Marine, Pacific Underwriters, Equitable.

Companies in the hands of receivers:

Traders, Security of Baltimore.

### Twelve Commandments of the Mail Order House.

Following are the twelve commandments which thoroughly indicate the business side of the mail order concerns:

1. You shall sell your farm products for cash wherever you can, but not to us; we do not buy from you.
2. You shall believe our statements and buy all you need from us because we want to be good to you, although we are not acquainted with you.
3. You shall send the money in advance to give us a chance to get the goods from the factory with your money, and meanwhile you will have to wait patiently a few weeks because that is our business method.
4. You shall advertise us at all times and in all places.
5. You shall buy your church bells and interior church fixtures from us and forward the money in advance, for that is our business method.
6. You shall collect from the business men in your vicinity as much money as you can for the benefit of your churches. Although we get more money from you than they do, still it is against our rules to donate money for building country churches.
7. You shall buy your tools from us and be your own mechanic in order to drive the mechanic from your vicinity for we wish it so.
8. You will induce your neighbor to buy everything from us, as we have room for more money.
9. You shall often look at the beautiful pictures in our catalogue so your wishes will increase and you will send in a big order, although you are not in immediate need of the goods; otherwise you might have some left to buy necessary goods of your local merchants.
10. You shall have the mechanic who repairs the goods you buy from us book the bill, so that you can send the money for his labor to us for new goods, otherwise he will not notice our influence.
11. You shall believe us in preference to your local merchants.
12. You shall, in case of accident, sickness or need, apply to local dealers for aid and credit, as we do not know you.



# HABIT OF SAVING

## Should Begin With First Accumulation of Wages.

Written for the Tradesman.

The young man or young woman who does not save something each week out of the salary when it is the meager dollar a day is not going to do so when it is \$40 or \$60 or more per month.

The habit of saving should begin with the very first wages earned, and continued so long as that old grey wolf, Poverty, is in the least liable to be prowling about the premises.

If one has to pay board, and the wages is small, naturally it is no laughing matter to "pinch the eagle till he screams," for such a course entails the most rigid of economy; the "making both ends meet" is very nearly all that can be done. But even then, some trifle should be saved out from the money earned, and that trifle should be put behind the bank's stout doors, against the "misty-moisty day" of the future. A person might find it utterly impossible to take \$18.25 all at once and go and put it in the bank; and yet he would be able to do that very thing, and not feel it in the least, if he would but drop a nickel a day for a year into a little strong box, and leave it there. One less cheap cigar a day for the man, the sacrifice of the little noonday bag of candy for the girl—the one bad for the nerves, the other ruinous to the digestion, at the same time that they deplete the pocketbook if opened up for their purchase—is all that is necessary for the accomplishment of nearly a quarter of \$100.

When the young boy earns his first money, if he hasn't already learned to be careful in the handling of his allowance from his father, he is more than apt to want to buy dozens of little gimcracks that have appealed to his fancy in the way of knives, key-rings, cuff buttons, stick-pins, or even more elaborate and costly articles, such as a fine cap of a particularly nice style, a pair of gauntlet gloves, skates, skees, etc. Of course, these latter are all good for the boy to have, but they will probably take all his spare change for a month if he has to pay board to his parents, and then are gone forever those first important weeks when he should be inculcating the spirit of economy. After that first yielding to the pleasure of possession comes a great deal harder the denial of the desire to buy.

It's a foregone conclusion—an axiom laid down at the foundation of the world—that, if the girl starting to make her own living has been a little spendthrift with the money that has come her way before she has earned any herself, she is not going to "right about face" now and say "No" to the great wish of her life, a ring! A girl who lets money slip through her fingers like quicksilver will enter a jewelry store with her first-earned money and invest it in a flimsy little ring, even if she crosses the establishment's threshold with holes in her stockings as big as the palm of your hand! She simply must have a ring—and there you are! The ring leads on and on and on to the

acquisition of countless other unnecessary (except to gratify her whims) and her bank account is but a figment of the imagination. It is so easy to spend a quarter here and a dime there that each week, before she knows it, everything is gone except her board and laundry money, which, of course, have to be paid out if she is not "living with her own folks." That ring opened the door for the buying of myriads of foolishnesses which, when she gets them, don't make the girl a whit happier or any more contented. She gets, after a while, a mania for buying that seems well-nigh insatiable. She will make no kind of wife for a poor man. He might as well throw his money to the sharks in the ocean for all the good it will do him when he marries her. The girl's only hope is to marry a rich man—and rich men are not to be found for the looking.

The prudent wage-earner of either sex puts away in the bank each week every penny that is not absolutely required to live on, doing without every bit of useless finery. These say to themselves: "I will not spend my earnings recklessly, I will save every bit I possibly can." And these are the young people—barring sickness or other misfortune—who are going to "get along in the world," and the world is going to have use for them in "enterprises of great pith and moment," which will not "their currents turn awry and lose the name of action."

Those of you who are interested in Booker T. Washington and listened to his lecture at the Auditorium in Grand Rapids four years ago will recall the following story (in effect), told in his inimitably energetic manner:

A colored man came to a river which he wished to cross. He had no money—was nothing but an ordinary shiftless nigger anyway. Along came another of the race, this one a prosperous cullud pihson. He owned land, and he had money in the bank. He owned the boat tied up to a stake, and was now to be beset by the o. s. n. to get him across the river.

"You-all take me across in youah boat an' I'll pay you-all to-morrow."

"You-all ain't got no money in youah ves' pocket?"

Negative answer.

"You-all got any lan?"

Another "No."

"You-all got any money in de bank?"

Shake of the head.

"Well, then," exploded the landowner and money-saver, "well, then," he repeated, "ef you-all ain't got no lan', an' ain't got no money in de bank, an' ain't got no money in youah ves' pocket, it strikes me you-all is jess ez well off on one side de rivah ez on de othah—I not take you-all across!" John Burton.

He who loses money loses much; he who loses a friend loses more; but he who loses his spirits loses all.

Gratitude is the least of virtues, but ingratitude the worst of vices.

He may hope for the best who is prepared for the worst.

## Live Notes from a Live Town.

Lansing, Jan. 15—The Peerless Motor Co. has commenced suit in the Circuit Court here against Joseph H. Linn, of Williamston, for \$500, for alleged failure in keeping his contract.

The People's Credit Clothing Co. will remove from 115 Allegan street, East, to more commodious quarters at 224 Washington avenue, North, about the middle of February.

W. A. Fairweather, who has conducted a dry goods and furnishing goods store in the Ranney block for the past six months, has removed the stock to Caro, where he will re-engage in the same lines. Inability to secure a satisfactory location here led to the removal.

The Executive Committee appointed by the Business Men's Association to arrange for the annual banquet, to be held Feb. 1, is composed of J. J. Baird, J. Edw. Roe and Secretary E. V. Chilson.

The Lansing Brewing Co. has installed a new ice making machine in its plant on Turner street. At the annual meeting, held last week, the old board of directors, consisting of Lawrence Price, Jacob Gansley, L. L. Sattler, A. S. Bennett, John Toolan, Frank Hayes and T. K. Jeffreys, was re-elected. The company has had a very prosperous year and look forward to the coming one to more than duplicate the 1906 output.

If present plans materialize a new hotel and restaurant will be erected on Michigan avenue, East, near the union depot, within a few months. A modern two-story brick building is contemplated, the lower floor of which will be converted into a first-class restaurant, while fifteen or more rooms will be maintained on the second floor for transient trade. The close proximity of the union depot makes the proposed site for the new hotel a good one.

By February 1 the four stores on Michigan avenue, West, being built for A. C. Bird, will be occupied by the Clark studio, the Detroit Cash & Credit Co., the Western Union Telegraph Co. and the H. H. Stalker Printing Co. The Empire bowling alleys and Knights of Pythias lodge will also have quarters on the second floor of the new block.

The local Grocers' Association will hold a supper and smoker January 21 and will discuss the advisability of holding another pure food show. Eleven delegates were selected to attend the State convention at Grand Rapids next month and quarters were engaged at the Morton House.

In spite of some recent talk of empty houses in this city, which real estate men say is a mixture of "hot air" and "cold feet," over thirty lots were sold from Saturday until Monday in a new subdivision in the southern portion of the city. Barring the usual winter dulness, there is no noticeable decrease in the number of houses renting in this city, so say real estate men. Geo. A. Toolan.

Some fellow's idea of a good time is to pay a ten-dollar fine for fifty cents' worth of fun.

"Fun for all—All the Year."

## Wabash Wagons and Handcars

**The Wabash Coaster Wagon**—A strong, sensible little wagon for children; combining fun with usefulness, it is adapted for general use as well as coasting.

Large, roomy, removable box, hard wood gear and steel wheels (Wabash patent). Spokes are drawn tight so there is no bumping or pounding. Front wheels turn to the center, so wagon can turn completely on a narrow walk.

**Wabash Farm Wagon**—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5½ inches.

**The Wabash Limited**—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Hand-somely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

Manufactured by  
**Wabash Manufacturing Company**  
Wabash, Indiana

Geo. C. Wetherbee & Company, Detroit, and Morley Brothers, Saginaw, Michigan, Selling Agents.

## WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



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OF BUSINESS MEN.

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Sample copies, 5 cents each.  
Extra copies of current issues, 5 cents;  
of issues a month or more old, 10 cents;  
of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, January 16, 1907

**SURPRISE TESTS.**

There has been something of an uproar along the line of the Northwestern Railway. Just for the sake of finding out who among its engineers and train crews was who a series of surprise tests was made. Out of 1,625 tests of faithfulness there was not an instance of failure in obeying the block signals. Of 1,621 other tests there were sixteen cases where the rules were not strictly obeyed and ten engineers were discharged and the other delinquents were told that it was no fault of theirs that accident had not resulted from their carelessness—the point made prominent being that vigorous inspection and the certainty of swift punishment has reduced the chances of railway murder.

With a public long ago appalled with the constantly increasing death rate of the railroads, the announcement of the above results has stirred up the righteous indignation of an outraged and long-suffering people. Time and again that same people have been informed that the number killed and wounded was small in comparison with the number legitimately expected; that these accidents had happened in the face of strenuous endeavor to avoid them; that in season and out of season official and trainman had given up their days and their nights to averting this slaughter of the innocent, and all to no effect; and now a single road by the exercise of its strong will and endeavor has accomplished its purpose by following a simple law of Nature: disobedience receives instant punishment. So the hammer hits and hurts the careless thumb; so the heedless finger is blistered by the flame, and so, at last, it seems the remedy of the railroad is the instant punishment of the guilty violator of its laws.

Conceding the efficiency of the remedy this same offended public insists that the offender is not always found in the rank and file. Instances, it asserts, are common where the fault was traced directly to the official, and the official, irrespective of the enormity of the crime, did not and has not received the punishment justly and only his. So the trainful, hurled into eternity by a neglected switch in charge of an overworked and sleeping employee; so the boatload, drowned through mismanage-

ment first and afterwards by neglect of furnishing enough and efficient life preservers; so the holocaust of women and children in a burning theater are so many instances where the front office holds the offenders, and those same offenders are living to-day to strengthen the conviction that the effect of suspended law is to cater inevitably to an increase of the crime the law was enacted to prevent.

With these facts to awaken inquiry it follows, as a matter of course, that the tremendous death rate of the railroads—a rate, by the way, vigorously going on—can not be wholly placed on the shoulders of the official. Suppose—for it is supposable—that the railroad management whose mismanagement murdered a trainful of passengers by leaving them in charge of a worn-out lineman had been taken at once into custody and punished—promptly punished—as his or their crime deserved. Suppose the company—not a scape-goat—whose crowded boatful of excursionists lost their lives had had meted out to them the justice they richly merited. Suppose, again, that the theater fire which burned to death 600 persons had led to the instant arrest and prompt punishment of the guilty officials. Does any one suppose that these disasters would have followed on another in such quick succession? True, in the case of the Iroquois fire three persons were indicted for manslaughter and two for malfeasance in office, while 200 suits for damages were commenced; but not a single one of these cases, civil or criminal, has yet been brought to trial and that theater was burned in Chicago three years ago.

How would it do—it is a mere suggestion—for the public, by and large, to turn to and follow the worthy example of the Northwestern Railway? Let there be a series of "surprise tests." Let it be seen how many of America's eighty-five millions will stand the tests and the "offenders be summarily discharged and severely reprimanded," as they deserve. How would it do to let the lawyer on the bench and at the bar learn by practical experience the penalty of the law's delay? If it be right and proper for the man who kills another man to suffer the extreme penalty of the law, is the killing by the trainful and the boatful and the theaterful to be punished by a penalty less severe; and is the man who brings about the lighter penalty a whit less guilty than the criminal he thus successfully defends?

For the sacred memory of the countless innocent whose untimely death is due to the criminal indifference of these guilty men, for the sake of the hosts whose lives are threatened by the same criminal indifference, it is submitted that the most should be made of the example set by the railroad management. The following of natural law will produce results prompt and sharp, and, as a life-saver, it is by far the better. No one guilty life is worth a thousand innocent ones, and once let it be known that such guilt will be deservedly punished without fear or favor, and the already threatened thousands will go on, strengthened

and encouraged with a newness of life, and the awful returns which for decades have stained the records of travel will be known no more.

**FOSTERING RACE HATRED.**

It has sometimes been said that race hatred in the South is confined to more or less disreputable whites and blacks and that on several occasions when conflicts have occurred in which respectable negroes have lost their lives at the hands of whites, public sympathy in the South has been strongly with the unfortunate blacks. The purpose of the statement would seem to be to convey the impression without making the direct assertion, that race hatred exists chiefly between two elements of the two races, no such feeling prevailing to any serious extent between the most respectable and best educated of the whites and the blacks. There ought to be and probably is truth in the latter statement, but obviously the assertion of it is more an attempt than anything else to minimize the seriousness of the race question. What may be the opinion of the South's best cultivated and fair-minded people, or where their sympathies may lie in isolated instances involving abstract right and justice, is of less importance in the solution of the race problem than the weight that opinion or sympathy has in determining the attitude of the vast majority which, when material interests are not at stake, acts upon its prejudice rather than its judgment. A jury is popularly supposed to represent the average intelligence and fairly to reflect the average feeling and opinion of the community from which it is drawn. This may not always be true, but the theory that it generally is is well reasoned, at any rate.

An illustration of how a jury will reflect this feeling recently occurred in Alabama. A white man in a place called Dothan assassinated a negro by shooting him through the window of his house. Rewards were offered by whites and blacks and the murderer was captured, indicted and brought to trial. The evidence of his guilt was conclusive, but after being out two hours the jury returned a verdict of acquittal. The judge, whose charge was strongly against the accused, was apparently surprised, for in dismissing the jury he said: "Although your verdict may not read that way, in so many words, it really says: 'We, the jury, find the defendant not guilty because he is a white man, and the man he killed was a negro.' There is not a man on the jury who does not believe from the evidence adduced that William Crockett killed Lum Henderson. If the dead man had been a white citizen it would not have taken you two hours to have returned a verdict of guilty."

The judge's opinion in this case and the jury's verdict are fairly illustrative of the effectiveness of the respective views, and 12 to 1 is a very generous allowance for the judge's side in saying that is about the proportion in which the two views are accepted among the white people of the community. The judge in this case very evidently is not a political judge, else

he would never have dismissed the jury with such words. On the other hand, these jurors by their verdict deepened the conviction among the negroes that courts are unnecessary when the crime is one in which the men of the two races are involved. If the accused is white and his victim black, the criminal can be set free. If the accused is black, Judge Lynch will be the arbiter. Such outrageous verdicts, and they are not infrequent, even in the rare cases where the white murderer of a negro is brought to trial, make bitterer that already wide spread race hatred. Add to such instances the efforts of the pernicious brood of politicians that see political reward in fanning the flame by violent anti-negro harangues, and an idea may be had of what the South's best citizenship has to combat. What the South needs is more men in influential positions like this Judge Pearce and the absolute removal from even obscure places of its Tillmans, Vardamans and Hoke Smiths.

**SPLENDID COURAGE.**

The man who, solely for the purpose of preserving a reputation for consistency, is afraid to acknowledge an error of his own or too stubborn to confess his fault is, as the case may be, an arrant coward or a stubborn ignoramus. President Roosevelt has, upon his own motion, declared that that portion of his sentence of dismissal by which the soldiers of the Twenty-fifth Infantry, stationed at Fort Brown, Texas, were barred from civil employment in the United States was an error and is not sustained by the laws of our country.

The confession becomes the head of the great American nation and, in an intensely practical way, casts into the shade the happy epigram of Henry Clay, who said: "I would rather be right than be President."

Clear and accurate in his knowledge and appreciation of the wrong that had been done by the representatives of the U. S. Army, realizing the impossibility of speedily learning the individual identity of each offender and not afraid to inflict the punishment deserved, he passed a sentence with the military promptness of a commander-in-chief. It was inevitable that instant judgment should be passed and the fact that the only error made in that sentence may be so readily and easily rectified is an approval rather than a criticism of his action.

Just so long as this United States has a President who, seeing his duty, performs it to the very best of his ability and without fear of making mistakes, our Nation is in no very serious danger. And when we have a chief official who does this and is brave enough to admit an error of the head and not the heart, just so long may we fear no evil from that official. In this case Mr. Roosevelt is both right and President.

We have heard of the coreless apple, but where is the cobless corn?

No woman feels that she is old enough to have her age guessed at.



### THE REAL REFORMER.

The contention which this department of the Tradesman has long and earnestly maintained has again been verified: The real reformer in this day and generation is the business man. Let him be induced to turn his attention from his business and his books to a real need and the thing is done. Have the boys given themselves up, body and soul, to the allurements of nicotine until fingers and brain make no attempt to conceal the stain which means an early coming death? Down comes the foot of the business man and the stain vanishes. Has the saloon become a menace to society and its blight fallen upon the neighborhood in which it stands? Down again comes the invincible foot and sorrow and sighing give place to smiles, and repaired fences and blossoming backyards. Does the church want an organ, the town a public library and the county a new court house? Not until the business man has taken the thing in hand do the peal of the organ and the uplifting library and the classic lines of the court house come to prove themselves so many joys forever.

To this long list of good things done—every one of them a public blessing—the business man has again been appealed to to add his name by placing his shoulder to the wheel to help on an almost hopeless cause. A little band of enthusiasts have been trying for years to correct or, at least simplify "our senseless English spelling." They have been met with unsympathizing stares and ridicule. Nothing daunted they have buttressed their position by names well known in the world of learning and literature, and the old spelling still winks and jeers. The President of the United States nods his approval and strengthens it with the official hand and seal of the mightiest realm on earth; and everybody laughs. Capital with a self-satisfied, "Now we'll see!" as he writes his name under a generous subscription, hears only in the place of the expected grateful acknowledgment, "What fools these mortals be!" and "though" and "through" go on their way rejoicing. Then with Congress and the Supreme Court and the jeering world in general staring at the little undaunted band of simplified spellers and "guessing that that will hold them down for awhile," what does the leader of that band do but turn to the business man and, with unfaltering trust, ask him "to adopt the simplified spelling in his writing, and in this way the new spelling will get a steadfast grip and all will unconsciously drop into line."

What the response of the business man is to be it is too early even to predict. He is certain to take time to consider. He will, of course, find the matter under consideration not exactly in his line. It is hardly one to be looked at from a business point of view. An extremist might find comfort in the fact that "through," spelled with four letters, would effect a saving of ink and pen wear; but that penny-mite idea is hardly in harmony with the enterprise that is running a billion-dollar country. It is barely possible that the school chil-

dren might or might not learn a little earlier to spell can with a k than with a c; but at the present writing there isn't enough in it to pay for the trouble in changing, and as long as the old-fashioned way involves no moral responsibility perhaps, on the whole, it may be better to "go a little slow."

Whether this be the business man's conclusion in the present instance is little to the purpose. What is of much moment is that another reform has been laid on the business man's table for him to take up and carry through. He has come at last to his own. He is recognized as an essential element in the world of reform. Look at it as we may the business desk has scored a success where the pulpit has failed, and now the schoolmaster appeals to that same desk to settle the question of the spelling book. The question may be long in abeyance; but the prospects now are that the decision once reached will be that of the business man, the real reformer of this day and generation.

### FRAUD ORDERS.

What are known as fraud orders are of common occurrence in the Postoffice Department. When issued they serve to prevent this individual or that concern from further carrying on fraudulent schemes through the mails. That this authority is possessed by the Department has never been denied, although sometimes those against whom it is issued seek to raise a howl and to urge that they are being discriminated against unjustly. The Department not long since served such an order on a business house because it failed to deliver goods as advertised. The case was against a whisky dealer who represented himself as a distiller of long experience, his goods as ripe and of a certain age, which would be shipped to customers direct, while as a matter of fact he was not a distiller at all and the whisky was new. This case went to the courts and Case and Comment is authority for the statement that the Federal Circuit Court of Appeals in the Eighth Circuit upheld the fraud order against the defendant. This makes a new precedent and one which both advertisers and public will do well to take notice of and govern themselves accordingly.

The defendant in this case answered the claim that the goods were not as advertised by saying that the misrepresentations were permissible trade exaggerations. This view of it, however, was not accepted by the court, which held that the statements were made with the intent to deceive. Another defense interposed was that a conviction could not be had because the goods had some value and were not altogether worthless. This view of it was likewise denied. The precedent thus established is of value to advertisers and newspaper readers alike. That advertising pays has been proven beyond peradventure, and no one nowadays ever attempts to dispute it. Good business men, however, appreciate that to make advertising really and properly profitable the goods must come up to the sample. The announcements draw the

attention of the people. The merchant must do the rest. The advertisements will bring people to the store once or perhaps two or three times, but if every time the customer is swindled, notice will be taken of that fact and the dealer given a wide berth. The store that advertises bargains to-day and gives them can advertise bargains next week and be sure a crowd will come. It is good doctrine to lay down that honest statements must be made in advertising as well as in any other part of a paper, and they usually are.

### AGAINST THE RULES.

If there is one thing more than another that conservatism insists on it is that success—the real thing—must depend upon the observance of acknowledged law. Chance depends upon chance no longer. Cause and effect are not only mutually but intimately connected and, what is very much to the purpose, there can be no commendable result which does not proceed directly from its immediate cause. What are the pictures that charm and so civilize? What is the science that blesses most to-day? What is the literature that most lives and moves and has softened and subdued the passions and so the manners of men until now the opening century is conceded to be far in advance of those which have gone before? There can be but a single answer: It is the conservatism of the past that has accomplished what has been accomplished, and whatever of excellence the future is to unfold will be due to this same unbending law.

With no desire to refute such convincing and invincible proofs—facts, if that is the better word to use—it does seem as if there are instances which run counter to the generally acknowledged law. Our own State furnishes a case in hand: Two Detroit brothers have been artists from childhood up. They have never been to an art school nor have they served an apprenticeship in copying the masterpieces in the art galleries of either the Old World or the New. They have indulged in the wit and the wisdom to paint as spirit has moved and taste has dictated and the inevitable result followed. The juries of the New York National Academy considered the pictures and "turned them down," if that slangish expression can be used to convey the idea. The judges found the pictures of the Detroit ar-

tists a series of modern instances ignoring all the rules of the academicians and therefore failures.

It seems, however, that the foolish painters, not at all discouraged, kept on with their work. Poets of form and color, they saw and felt the divine around them in earth and sea and sky, and under the undoubted influence of that divinity, they have gladdened their canvas with some of the sweetest poems that the brush of the painter has so far sung. Then one day these pictures that had been painted contrary to all rules of art met the eye of a master, who, knowing the rules and the sophistry behind them, introduced the artists to the lovers of rare and unusual art in Paris; and the bewildered juries of the National Academy who saw in the pictures only the violation of all law affirm with a calmness which is in itself conviction that it is the exception that confirms the rule.

One is constrained in the presence of this convincing exception to refer to that distinguished dinner party where Columbus listened to the unanswerable logic which proved the impossibility of standing an egg on end. The reason was faultless. From premise to conclusion not a judgment was left unguarded and yet with the inevitable therefore the genius that pried a continent from the Western waves made the egg stand on end and gave to the world another instance where the exception confirms the rule.

At this point one is ready to become deeply interested in exceptions. Did Homer follow any law in his Iliad? Was it the meter of the Roman lyric or the masterful genius that played with it that made Horace the songster of all coming time? Did Shakespeare fetter his restless soul with the "thou shalt" of English verse? It is needless to write the forthcoming no. It is the fact, the exception, that has established the law to-day as it always has. Speech came long before the grammarian and the speller, and the inspiration that has a thought to express will work according to the rules or against them just as they forward or hinder the expression which the world, not the critic, is not willing to let die.

Piety often seems like pretense to those who have not felt the impulse of principle.

## The Spring

will soon be here, and it is a good plan to put in a few squares of our GRANITE PREPARED ROOFING in order to have it on hand when your customers call for it. \* \* \* \* \*

H. M. REYNOLDS ROOFING CO.

Cor. Louis and Campau Sts.

Grand Rapids, Mich.

## MEN OF MARK.

**Geo. G. Whitworth, President Grand Rapids Board of Trade.**

To some men to live successfully means to acquire money. To other men it means to acquire friends. Persons with no very clear conception of life are likely to acquire the one at the expense of the other. The world is full of "captains of industry" for whom, living, men have no love, and for whom, dead, the world will shed no tears. They have achieved the success of dollars and cents; but they have been too busy to be kind and too self-centered to be thoughtful. They have won that which to them seems most desirable; but, at the last, they will wish that they could feel sure that there were other men who spoke well of them in their absence. True, they are enjoying that kind of respect and esteem that money generally commands; but if they are men of intelligence they will be searching in every compliment for spurious coin.

There have been other men who have made the mistake of attempting to acquire friends at the expense of money. They have seen how happy are men who have friends, and they have had the idea that friendship is a thing to be bought like a commodity. They have sacrificed their business to be "a good fellow;" but the "friends" they have thus acquired have deserted them at the critical hour or ignored them in the moment of urgent need, when friendship would count.

And then there are those other men who achieve real success, who acquire both money and friends—neither at the expense of the other. They have been industrious enough to be successful and yet they have taken time to be something besides money-chasers. They have been genial not merely to those from whom they expected favors; they have given a smile and a handshake now and then to those who they knew could give them no gold in return. It is because their kindness has gone out to the rich and the poor alike, to the struggling and the successful, without distinction, that their every word of cheer has borne the stamp of sincere friendliness and genuineness.

Such men, while themselves engaged in the pursuit of wealth, see something in life besides the acquirement of money. They often wonder how many millions of dollars a man would have to amass to make him as great as the man who paints a picture, composes a song, writes a poem, starts an uplift or saves a soul.

A little more than fifty years ago, when steamboats received and discharged freight and passengers daily at what is now Pearl and Campau streets, a boy child was born near the northeast corner of Canal and Lyon streets. Shortly thereafter the parents and their son moved up into the then northern suburbs known as Coldbrook, which had Tanner Taylor's mill pond and its tannery as the chief features. By the time the youngster was old enough to attend school, his parents had located at 82 Turner street, near Second street. It

was also near enough to the river so that during the midsummer low-water period the boy could watch George Congdon's employes mine the limestone from the bed of the river and team it to the old stone kiln on the river bank.

That lad is now George G. Whitworth, who, during the past two years, has been President of the Grand Rapids Board of Trade. What he can not tell about the Indians and their sturgeon spearing, about the frail scaffold platforms and their dipnets just below the old dam, about angling for "suckers, mullet and horned dace," about skating on the river and scurrying into the Congdon limekiln to warm fingers and toes, would not be very interesting.

Mr. Whitworth was not without discipline in his childhood. Born into a household strong in its religious

Lewis H. Withey, George F. Kendall and George R. Mayhew as desk mates—the four students sitting at one desk.

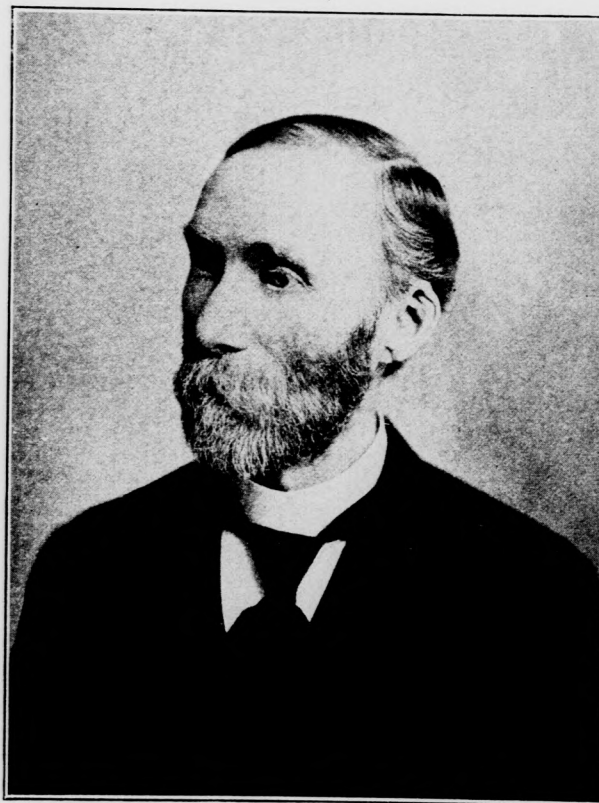
Being graduated from this school his next step was to learn a trade, and so, when 18 years old, he entered the employ of Herbert Slocum and Augustus Tucker, who kept a hardware store and tinshop at the northwest corner of Canal and Huron streets. He served a three years' apprenticeship there and was graduated a journeyman tin and coppersmith. Then he formed a copartnership with his former employer, Augustus Tucker, and opened a hardware store and tinshop on North Front street about halfway between the Belknap Wagon Works and Bridge street, the firm name being George G. Whitworth & Co. The business prospered and the young tinsmith, handling

and the name changed to J. Whitworth & Co., the senior member of which built the brick building which is still standing, next to the northwest corner of Bridge and Scribner streets. At this time the subject of this review became the manager of the business, while Mr. Alden became the head of the mechanical department.

It was during his career as merchant and tinsmith that Mr. Whitworth became a member of Old No. 3 Wolverine Fire Engine Co., serving as pipeman of the old hand engine, and was very proud of his responsibility. He later became foreman of the Union Hose Co., and when the late Gen. I. C. Smith was made chief of the city's fire department, with Capt. Chas. E. Belknap as assistant chief, Mr. Whitworth was placed in charge of Engine Co. No. 3, completing ten years or more in the city's service. He did many other things during these younger years, chief among them being his marriage to Miss Bertsch, sister of Christian Bertsch and Mrs. George Metz. He also entered political life by accepting the nomination for justice of the peace in his ward and by defeating his opponent, Benj. F. Sliter. And so, as husband, merchant, fireman and justice of the peace, the young man had his heart and his hands well occupied.

Having naturally imbibed the home spirit of religious faith and being a man who wasted no time in idleness, he was, even in his youth, thoroughly informed in the doctrines of the Bible and was active in his church and Sunday school. About this time there came to Grand Rapids the Rev. James W. Robinson, peculiarly a man who possessed the true revival spirit, and he began a series of meetings. At the outset these two men seemed to know and appreciate each other in the best sense. Mr. Robinson saw clearly the religious trend of Mr. Whitworth's thoughts and completely comprehended the character of his young friend, so that the two came very close together. And then began a friendship which had more or less to do with Mr. Whitworth's decision to accept the ministerial life. With this thought fixed the young merchant disposed of his business interests and became a student in the Biblical Department of the Northwestern University.

It had been hard work, mentally and financially, for Mr. Whitworth to make this change, but he was determined and his will power, then as now, was stronger than material things. At the University he studied as he had never studied before, being obliged to make up the year's work in less than the usual time by three months, owing to inability to attend the fall term. The second year of his college course he received a call to the pastorate of the Ravenswood M. E. church. He accepted and supplied that charge while he was completing his studies. A short time before his graduation Mr. Whitworth contracted a severe cold, which threatened him with consumption. His physicians advised an immediate change of climate and occupation, declaring that it would be hazardous



George G. Whitworth

faith and practice, he can not remember a day in his childhood when the Bible and family prayer did not constitute a chief essential in life. Naturally, the training thus begun went with him into the old West Side union school, of which John C. Clark was principal, where he began studies which, with various interruptions, were continued into manhood. He was intuitively a student, so that after a few years he deemed it best to avail himself of the facilities offered in the old union school-on-the-hill, where Prof. E. A. Strong was principal. After several years spent there, having already formulated in a tolerably accurate way what should be his career, he left the union school and entered Prof. C. G. Swensberg's commercial college, the first and most important institution of the kind in Western Michigan. There he had

both the merchandising and the mechanical ends of the enterprise, had his hands full and worked early and late. Within a year or two additional capital became necessary and so John Whitworth, his father, bought out Tucker's interest, when the firm became J. Whitworth & Son. A lot was bought near the northwest corner of Bridge and Scribner streets, where they erected a two-story frame building, 20x50 feet in area, the lower floor being fitted up as a store and the upper floor being devoted to the shop.

In due time came "The Big Fire" on West Bridge street, sweeping the Whitworth building, besides many others, out of existence. Mr. Whitworth had taught the trade of tinsmith to Charles M. Alden and so, when it was decided to rebuild, Mr. Alden was admitted to partnership



to attempt to remain for the graduation exercises and his diploma, and his professor had added, "Go West—the diploma is yours." Accordingly he left for Denver, Mrs. Whitworth receiving the diploma for her husband.

From Denver he traveled into the foothills of the Poudre River district, where for a year he lived the life of a cowboy. Those were the days when the cowboys were as genuine as was their work. At the end of this year, weather tanned, strong and completely recovered, he left the cattle trails and returned to Grand Rapids a new man, but practically penniless. His little fortune had been the price paid for his strength, renewed ambition and determination to win. In this condition he called at the store of Foster, Stevens & Co., which, because of the death of W. D. Foster, had come into existence. He applied to Sidney F. Stevens—he was well acquainted with all members of the firm through having traded with them during his own career as a merchant—and told Sidney that he wanted employment. "All right," responded Mr. Stevens, "we want you and we want you to travel for us." Mr. Whitworth objected to further separation from his family, and the result was that he became a clerk in the store. At the end of a year of this work he went to Mr. Stevens and said that he guessed he would have to return to ministerial work. He felt a call to take it up again. Mr. Stevens protested that such a step would be dangerous, that he could not stand it, but if he felt otherwise when health failed him—as it surely would—he must not forget to return. Mr. Whitworth was assigned a charge in the Michigan Conference, but within a year thereafter was assailed by his old throat trouble and obliged to leave his field. Returning to Foster, Stevens & Co. he became identified with the wholesale trade.

In a short time Mr. Whitworth received a request from Julius Berkey to call upon him at the office of the Berkey & Gay Furniture Co. Answering the invitation, he was introduced by Mr. Berkey to the Fox caster socket and was requested to take hold of the business and manage it. He reported the matter to Foster, Stevens & Co., and not only was encouraged to accept the offer but did accept, and took the members of that firm into the Fox Caster Association with him. For a time Mr. Whitworth had his office in the furniture factory, but as the caster socket was for use by all furniture manufacturers he finally moved his office to Foster, Stevens & Co.'s store. And then, for eighteen years, he managed the affairs of his company, during which time he distributed over \$250,000 in profits among his stockholders, besides returning to them every cent they had put into the enterprise.

Meanwhile, also, Mr. Whitworth had joined with S. F. Stevens and others in purchasing the Grand Rapids Safety Deposit Co.—established in the Widdicomb building by the late Chas. M. Goodrich—and, with Enos Putman as President, organized the Peninsular Trust Co. Afterwards Sidney F. Stevens became President

and Mr. Whitworth Secretary-Treasurer. The massive vaults of the old company were moved into the Peninsular building, farther east on Monroe street, and there the business was conducted until it was sold out, at a premium, to the Michigan Trust Co. The old sign of the Peninsular Trust Co. is still to be seen on the front of the building.

After Mr. Geo. W. Gay's death Mr. Whitworth was invited to become an officer of the Berkey & Gay Furniture Co., with which institution he has been identified ever since, with credit to himself and with satisfaction to the stockholders and patrons of the institution.

Such, in brief outline, has been the career of Mr. Whitworth, but the story might be illumined with many interesting interpolations. For instance, the first call he ever received, as justice of the peace to officiate at a wedding, came one evening when two men, one of them somewhat unsteady on his legs, called and said they wished his services, not for that evening, but within a few days. As though it was an everyday occurrence, the justice replied that he would be ready whenever they were, and his visitors departed. He at once got down his Howell's Statutes to see what a squire had to do. Two or three days later one of the men called with a carriage and asked the Squire to go with him and unite the couple. After the two men were in the carriage and on the way, the stranger remarked that he did not know whether the marriage would take place or not. "You see, my friend drinks quite a bit and the girl objects to it," he added.

"I admire the girl's judgment," responded the Squire, "and I hope she'll stick to it."

The house was reached, a half drunken, expectant bridegroom was waiting, but the girl was firm in her refusal to marry him. The Squire congratulated the girl, gave the drunken man a good lecture and, re-entering the carriage with the friend, was driven back to his office. As the Squire alighted the friend handed him two dollars with the remark: "I guess what you've done to-night is worth a heap more, but it is all I have."

"And so," as Mr. Whitworth jokingly tells it, "my first marriage fee as justice of the peace was when there was no marriage ceremony."

Another interesting reminiscence tells of his first meeting with the publisher of the Tradesman, who, at that time, was a newspaper reporter. Mr. Whitworth, as an ordained minister, had been called upon to unite a couple in marriage where parental objection existed. The reporter had obtained an inkling of the situation and had been up to interview the parties to the proposed union. They had denied, contradicted, protested and scolded. They "didn't want their names in the paper," and so on, but they let enough drop to give the reporter a fairly good skeleton of a story, and had mentioned Mr. Whitworth as the one who was to perform the service. Quickly the preacher was in the hands of the reporter, but Mr. Whitworth advised saying nothing about it; it was a family matter and not a public affair and it would be better to keep it out of the papers. Within ten hours a Grand Rapids daily came out with a full report of the affair and a scare-head caption reading, "Love Laughs at Locksmiths." It may be interesting to know that both the preacher and the reporter were threatened with dire disaster, but neither received harm. In fact, the reading public commended them both.

It is a somewhat striking coincidence that Mr. Whitworth was President of the Y. M. C. A. at the time it first occupied a building which it owned—at the corner of Ottawa and Pearl streets—and that he was President of the Grand Rapids Board of Trade when it moved into the first building it ever owned. Among other official positions that have been held by Mr. Whitworth are the Vice-Presidency of the U. B. A. Hospital, which he has held for many years; the Treasuryship of the Deaconesses' Home, and Secretaryship of the Clark Memorial Home for Superannuated Preachers.

The story of the career which the Tradesman has thus endeavored to outline has been a story of hard work without particular incident. It is a story of a success acquired step by step, but the thing that makes it most interesting is that it is not the story of a man who has finished his career; it is the story of a man who is going up farther, even while he is being talked about. It is one of those serial stories of life that we see unfolded chapter by chapter. No one who reads it will imagine the story is all told. When the novelist describes the characteristics of his hero one knows that he is building up a man to whom things are to happen; the reader who peruses this biography will be interested in learning not only what Geo. Whitworth has accomplished but will be wondering what big things he yet will do, and looking for them confidently.

There is good blood in the veins of Mr. Whitworth. A man's pedigree does not make much difference;

yet it is satisfying to know that he has never done anything to disgrace his ancestors and that his ancestors never did anything to disgrace him.

#### Profit and Loss.

It had been a hard day for Mike Finnegan, the "ragman." Many and varied had been his wanderings, but no one seemed inclined to dispose of rags. As he was making his way homeward at the close of this hot July day, through one of the tenement sections of the city, he heard a cry from above. Looking up he saw a woman at a sixth-story window violently beckoning to him. Mike's heart was full of hope as he stumbled up the broken stairs.

At the top he was met by a woman holding a weeping child by the hand.

"Hey, mister," cried the mother to the perspiring Mike, "don't you take bad little boys away in your big bag?"

#### No Cause for Damages.

Professor William Jackson tells in his "Persia, Past and Present," some stories illustrating character in the land of Omar Khayyam. One is of a man who, suffering from inflamed eyes, went to a horse doctor for a treatment.

The veterinarian gave him some of the salve that he used on animals and the man lost his eyesight. He then brought suit in court to recover damages.

The judge, after weighing the evidence in the case, handed down his decision as follows: "There are no damages to be recovered. The man would never have gone to a veterinarian if he had not been an ass!"

#### Cautious All Around.

Hotel Clerk (suspiciously)—Your bundle has come apart. May I ask what that queer thing is?

Guest—This is a new patent fire escape. I always carry it so in case of fire I can let myself down from the hotel window. See?

Clerk (thoughtfully)—I see. Our terms for guests with fire escapes, sir, are invariably cash in advance.

## The Old National Bank

No. 1 Canal Street

Capital and Surplus . . .	\$1,200,000
Stockholders' Additional	
Liability . . . . .	800,000
Total Assets . . . . .	7,000,000

**To Thoughtful People** looking for a safe place to keep their money or transact business, these figures mean **MUCH.**



### Observations of a Gotham Egg Man.

As our last issue was printed on the first business day of the new year we were obliged to get our reports of storage stocks a little before the actual close of business for December. There was a larger output of storage eggs on December 31 than was calculated upon, and as to some of the storage warehouses our estimates have since proved to be too high. Upon later information we find it necessary to reduce our estimate of storage eggs unsold in New York warehouses at the close of 1906 to about 110,000 cases.

Since that time there has been a further satisfactory reduction. Some goods have been withdrawn from interior storage houses and sent here to be stored, but dealers owning stock in local storage have been making steady drafts upon it, and at the present writing it is safe to say that the remaining stock in New York and Jersey City is not more than about 80,000 cases.

At this rate of reduction we should be practically out of storage eggs by the close of January unless other markets find themselves with a surplus to send here—of which there is no present decided probability beyond very moderate quantities.

From a speculative standpoint the present situation of the market is exceedingly interesting. There is every probability that the markets of the country will be thrown entirely upon current production for a supply of eggs by February 10. Up to this time the weather has been remarkably open and mild, and it is thought that production must have increased materially. If we should have a similar unusual condition of affairs during the rest of January it is probably safe to say that supplies of fresh eggs would be sure to increase enough to supplant the storage eggs and keep the trade supplied without material elevation of prices or even on a still lower basis than now. But it must be remembered that at the present time a large part of the consumptive demands in the larger markets is being supplied with storage eggs whose place must be supplied within a month by fresh production. And it will certainly be a "long chance" to figure on a continuance of present weather conditions for a month to come. There is doubtless a bank of fresh eggs now accumulating at interior points, but there are some eight weeks before settled spring weather can be relied upon and we shall expect to see many a fluctuation in values before then.

No one can predict with any assurance the course of egg prices at this season because we are always liable to all sorts of weather conditions. But considering the present rate of consumptive demand and the moderate remaining stock of stored eggs it is perhaps safe to say that it will require a continuance of phenomenal winter weather to maintain the

markets at the present level values up to the time of assured spring supplies.

A considerably larger part of the current receipts of eggs at this market consists of fresh gathered stock than is usual at this season, and the fresh goods show a larger proportion of new eggs than usual; but the weather has been so often mild and wet and the country in such a muddy condition that dealers are complaining more seriously than usual of dirty eggs; and many of the lots are also showing so many small pullets' eggs that this is also a common cause of complaint.

These defects are always more troublesome when the supply of fresh is more than ample and of late dealers have been refusing to take, at the quotation for firsts, stock that contains serious mixture with small and dirty eggs. If the weather should continue open long enough to give distributing markets an ample supply of fresh stock shippers will find it to their advantage to grade the goods and ship the No. 1 and No. 2 grades separately; it is easy to get a premium of 1c over the "first" quotation for eggs that are carefully selected as to size and cleanness and the No. 2 grade will not have to be shaded very much (if all fresh) especially when the remaining stock of storage eggs is much further reduced—and it ought to be nearly gone by the end of January.—N. Y. Produce Review.

### Varnish for Turkey Legs.

In view of the late excitement over the condition of our meats, it is interesting to note what the foreigner has to contend with. Recent researches have shown that a considerable trade is done in diseased fowl in all the Paris markets, and a short time ago a brawny fort de la Halle, or market porter, died from blood-poisoning, caused, as the doctors averred, by the bite of a large insect which had been fattening on some turkeys. The practice of embalming fowl or dressing up long-demised birds so as to make them look fresh is of comparatively modern origin, but that of painting the legs of turkeys is as old as the days of Privat d'Anglemont. The first person in the field in this department of industry was a Pere Chapellier, who made a little fortune out of it. He noticed that the legs of turkeys were brilliantly black for one day after they had been killed and that then they became of a dusky-brown color. He accordingly invented a peculiar kind of varnish, the secret of which he sold with profit on retiring from business, and with this he touched up the legs of the birds which remained unsold for any considerable period of time. His services were requisitioned in every market, and the effect of his varnish was so conclusive that it deceived the most experienced cooks and housekeepers, who often bought painted turkeys in preference to birds of the same species which had been newly killed.

There's a world of difference between buying gold bricks and having faith in men.

ESTABLISHED 1894

Get our offer on

## ROLL BUTTER

whenever you have any to ship.

We want to make a proposition to a good hustling salesman calling on grocery and hotel trade to sell our Michigan syrup and sugar cakes as side line. Goods guaranteed satisfactory and to comply with all food laws.

STROUP & CARMER, GRAND RAPIDS, MICH.

## C. D. Crittenden Co. CRANBERRIES FANCY LATE HOWES

Write for Prices.

Both Phones 1300 3 N. Ionia St., Grand Rapids, Mich.

## Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

## Egg Cases and Egg Case Fillers

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

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

## Redland Navel Oranges

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

THE VINKEMULDER COMPANY

41-16 Ottawa St.

GRAND RAPIDS, MICH.

## Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.  
OTTAWA AND LOUIS STREETS

## 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.

### You Don't Have to Worry

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

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

We Want Your Business

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



**Most Peculiar Meat Market.**

A recent arrival from Alaska tells of the wonders to be seen at Fairbanks a town on the Chelena River in the rich Tanana district. It lies almost within the confines of the Arctic circle, and, as is the custom in the Yukon, the average temperature during the winter months is 10 below zero with an exceptional drop as low as 75 below, but the latter mark is of extremely rare occurrence. The Fairbanks market operates only during the winter months, and consequently such expenses as ice boxes and refrigerator cars are unheard of. Every animal brought in for sale is frozen solid, and, owing to the low temperature, remains in this condition for months at a time.

The carcasses are stood up upon their legs in the market and a customer can see at a glance whether the butcher has any particular kind of meat in stock. One may enter the market and order a roast from one particular bear which has stood in the identical spot for months past. In another corner a moose stares as though in life, with here and there an ordinary barn-yard cow, but this variety of meat is scarce even in Fairbanks.

Every animal in this unique butcher's shop has the appearance of life, and anyone going in for the first time is apt to imagine he is in some barnyard where all animals are grouped together in the most friendly manner possible.

The butcher attracts attention to his market by placing the carcass of some animal outside his place of business in much the same way as the cigar dealers place a wooden Indian outside their door. Prices are comparatively high, even although the game is plentiful, but then everything is of much greater value in the frozen Northland where ordinary necessities of life have to be brought in by dog sled and pack horses for hundreds of miles.

**Packers To Start School for Meat Inspectors.**

The packing interests of Chicago have offered to the University of Illinois the sum of \$250,000 with which to establish in that city the most complete college in the world for turning out meat inspectors. The State Legislature will be asked to aid in this great undertaking only by contributing the actual running expenses which will be comparatively small. The packers offered the sum mentioned to erect buildings and to provide a complete equipment to be chosen by the faculty of the institution, and a ninety-nine year lease of land, which will be of sufficient area to provide for the growth of the proposed school for a century.

The purpose of the school will be to provide competent inspectors for

the Union Stock Yards, and for the other great abattoirs of this country and Europe. The proposed new institution for the training of "expert inspectors" is the direct result of a report made to the German government by the German expert, Egbert Osterhof, who reported to the Kaiser's authorities a short time ago that the inspection as at present conducted at the stock yards is faulty owing to the lack of trained men in America for this work. Expert Osterhof made it very clear that it was the fault neither of the Government nor of the packer. He laid the blame on American educational institutions for neglecting to provide trained men for just such positions.

**How To Dress Chickens.**

Kill by bleeding in mouth or opening the veins of the neck; hang by the feet until properly bled. Leave head and feet on and do not remove intestines nor crop. Scalded chickens sell best. For scalding chickens the water should be as near the boiling point as possible without boiling (160 to 170 degrees Fahrenheit); pick the legs before scalding; hold by the head and legs and immerse and lift up and down five or six times; if the head is immersed it turns the color of the comb and gives the eyes a shrunken appearance, which leads buyers to think the fowl has been sick; the feathers and pin feathers should then be removed immediately, while the body is warm, very cleanly and without breaking the skin; then "plump" by dipping ten seconds in water nearly or quite boiling hot, and then immediately into cold water; hang in a cool place (or, better, place on shelves in the shape you wish them to appear when cooled—hanging draws the breast muscles and makes them look thinner when cool and harder to pack) until the animal heat is entirely out of the body. To dry-pick chickens properly the work should be done while the chickens are bleeding; do not wait and let the bodies get cold. Dry-picking is much more easily done while the bodies are warm. Be careful and do not break and tear the skin.—Butchers' Advocate.

**Fish Takes Place of Meat.**

Consul-General Richard Guenther reports that the city of Frankfurt has established a fish market under municipal supervision, which has commenced operations in a temporary market hall. Sea fish will be sold at low prices controlled by the city. A reliable fish cooking book will inform interested parties of the best mode of preparing fish; this book will be furnished free of charge, as also an expert treatise relative to the importance of a fish diet. This step has been taken as a consequence of the present meat famine, and it is ex-

pected that it will meet with success, as fish is a food combining a low price with high nutritive value.

The water that gets into the milk of human kindness is not the water of life.

**CALIFORNIA LEMONS**

We have a car in transit now due. Get our prices.

C. L. Reed & Co.

Both Phones

Grand Rapids, Mich.

W. C. Rea

A. J. Witzig

**REA & WITZIG**

PRODUCE COMMISSION

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

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

**REFERENCES**

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

Established 1873

ESTABLISHED 1876

We Buy

We Sell All Kinds

White Beans,  
Red Kidney Beans,  
Peas, Potatoes, Onions,  
Apples, Clover Seed.

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

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

**MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS**

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

**Butter**

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

**American Farm Products Co.**

Owosso, Mich.

E. F. DUDLEY, Manager

**BEANS AND EVAPORATED APPLES**

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

JOHN R. ADAMS & CO.

3 Wabash Ave, Chicago, Ill.

ESTABLISHED  
1883

**WYKES & CO.**

THOS. E. WYKES  
CLAUDE P. WYKES

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND  
WHOLESALE DEALERS IN

**FLOUR, GRAIN & MILL-PRODUCTS**

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS, MICH.



### Weekly Market Review of the Principal Staples.

**Domestics**—The domestic situation is one of remarkable strength. All lines of goods in this connection are very scarce. As stated before, the prospect for outings from the outset is one of a positive shortage. These will, no doubt, open up during the coming week. Owing to the conditions with which they are surrounded there is every reason to believe that an advance in prices will be called for. With the shortage that is apparent in these fabrics the buying will no doubt be of a very active character if buyers are familiar with the situation. A few other stocks are being opened, but results are not forthcoming, it being as yet too early. Mail indications point to a continuation of business of the same nature as that which characterized the closing of last year. The urgency of the demand is not to be expected at the present time, but will be forthcoming very shortly. The spot demand is also very small, but the prices show the full strength. Business of this character can not be very extensive for some time to come, as the possibility of accumulations is very slight indeed, so closely sold is the situation.

**Bleached Goods**—Advances have been declared on certain well-known tickets and more are expected from time to time in the near future. These advances, however, have been freely predicted, and all concerned in connection therewith understand the policy that is to be pursued. All of these advances are a matter of necessity, owing to the scarcity of goods, which grows more acute every day. The demand is very good, but the supply is very limited, which naturally makes little for the sellers of these goods to do.

**Prints**—Practically the same conditions prevail in the market for prints as have prevailed for a week or two. To quote one seller: "There is little to do but attend to mail enquiries and worry about deliveries. In the finer goods the demand this week has not been all that sellers might hope for, although little more is expected of the present week. Comparatively, the demand is good. The question of advances is now occupying the attention of sellers more than anything else. Rumors were frequent that the present week would see substantial advances in staple goods, but up to the present time these have not been forthcoming. Good authorities could be quoted as promising these advances before February 1, but there is every reason to believe that they will come before that time.

**Dress Goods**—The demand for the moment in dress goods is of much the same character as men's wear; it needs a little additional time in which to get under way. There is little doubt, however, that results will justify the judgment of dress goods

sellers that woolens will make a considerable gain in next season's sales. A good indication of this was the demand for cloth plaids during the present or rather the now passing season. These fabrics rose to quite a height of popularity and continued strong right up to the last of the trading. Woolen fabrics have also been very popular with the fair wearers during the recent past and present seasons. Larger calls than were anticipated have been received by second hands and next season will in all probability treble the call of this year. As to the spring season, little can be said. There is an occasional buying of a sample piece, but not of a large nature. It is too early for duplicates to come in. Once in a while a sample piece is duplicated, but this is only in isolated instances and is no criterion by which to judge the condition of things generally.

**Voiles**—Are a particular favorite and are really one of the fabric leaders for the spring. Panamas are also very popular. These goods take the form of staples to a very great extent and enjoy a large call. The absolute scarcity of other types of dress goods will no doubt force a large amount of business in the direction of these fabrics. When buyers get fairly on their feet, which will be before a great while now, the buying will begin in earnest. Some rather exasperating cancellations of certain lines of fabrics have been received, but in this particular instance the seller forced the buyer to keep his contract and pay for the goods. There was no fault to be found with the goods themselves, and the delivery was right as requested, but the buyer took it into his head that he did not want them. Further indications point toward another successful season for broadcloths. There is a steady demand for them at the present time in the retail market and no one seems to get enough of them. Great hopes are entertained for them and there is little doubt that they will be the leading fabric among dress goods for the coming heavy-weight season.

**Underwear**—Developments are, if anything, slower in coming in underwear than they are in hosiery. As a rule the same controlling conditions apply in both cases, but underwear was better situated at the outset, and consequently it took a comparatively short time to put it in a position of scarcity, so to speak. At the moment, first hands find time hanging more or less heavily on their hands, as it is almost impossible to do anything. Buyers have not yet settled down to business for the coming year, and in all probability will not do so for some time to come. A little is being done here and there, but it is so small and of so little consequence that it does not figure in the general run of affairs. Now that the new year is getting under way and the volume of business incident upon the holiday season is a thing of the past, there is a feeling bearing a close resemblance to pessimism apparent in some quarters in reference to the outlook for the coming year. The only ground for this pessimism must be a fear of the reality of conditions and

## 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.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



See Our  
Spring Line  
Before  
Placing Your Order



an innate feeling that the structure is liable to collapse at almost any time. This feeling last year caused the buying to be crowded into a comparatively small period, and in consequence many found that when they really needed goods it was impossible to get them.

Hosiery—Following the course of other dry goods markets, hosiery is also more or less inactive. All of the leading lines of fall goods are now well under order, although the sales of the past week and a half are not at all responsible for this state of affairs. There are no buyers in town at the present time, and such buying as is being done comes through salesmen now on the road, from whom good results are coming in certain sections of the country. Little more than is being done is expected before the middle of the month. The local market is not ready as yet to look at goods, except in occasional instances. It will take but a short time when the activity again opens up to close out the balance of the woolen and worsted goods, also the fleeced hosiery. By far the major part of the business on these lines was consummated before the close of the last year, and consequently at the present time it looks as though fall hosiery would be as scarce as was spring hosiery when the initial buying is completed.

#### Sale Lost on Account of Rude Boy.

Written for the Tradesman.

It is often a question in my mind whether the poor service the people get in a great many public places is due to simple ignorance of good manners or "jest natchel orneryness" as the old lady called it. Sometimes I think it is due to the one cause, sometimes to the other. If the former, the perpetrators are, perhaps, not to blame for their know-nothingness but if the latter is the reason they are not even entitled to the benefit of such a doubt. In the latter case what the offenders most need is a good hard calling down—a reproof that shall not be easily forgettable on their part, a reprimand that shall be to them like unto a plunge in the river on an icy January day.

I recollect of going into a certain department store and the slap-dab treatment I received there. The store is in the vicinity of Grand Rapids and they serve nice little lunches at all hours of the day and evening. I was in a regular pickle that noon. I had an engagement that must be kept in fifteen minutes, and that was scant time in which to eat a luncheon and keep my appointment on time. I rushed up to the counter where there was an empty seat and waited with what patience I could to be served. All the lunch clerks were flying around at a great rate; but the flying around was all down at the far end of the counter. They seemed to think the people who were not sitting at that distant end had no need for anything to appease their appetites.

Some one nearer the eating end of the counter got up and left the store and I waltzed down to the vacant seat instanter.

A boy was fussing around direct-

ly in front of me. As soon as there came a lull in his movements I said to him:

"I want only a cup of coffee and a glass of water."

The boy must have heard me, for I said my little say distinctly. He paid not the slightest attention to my order, other than to give me a cold little stare. Then he went on rattling his dishes under the counter.

I sat in discomfort, getting madder and madder as the minutes went by.

Finally a young man came along who had been busy until then and asked if I had been waited on.

"No," said I, "and I am in a great hurry, as I have an engagement in just about five minutes."

He hustled around and in a few seconds a cup of coffee was steaming before me.

It was so very hot that I could not drink it in a hurry and had to wait for it to cool, which delay caused me to miss my appointment.

As it happened, I had money in my purse with which to purchase a garment that I had been admiring greatly. I did not get it at the place where I received the rude treatment at the hands of the impudent boy.

Beatrice.

#### Building Operations Active.

Kalamazoo, Jan. 15—The new buildings of the Michigan Buggy Co. are practically completed and much of the machinery is already in place. It is

the intention to have the factory ready for full operation by March 1. The capacity is doubled.

The new Kalamazoo laundry building is completed and machinery is now being placed. The building is 300x100 feet.

The Hill Foundry & Machine Co. put the new plant in operation last week. The company purchased seven acres of land early in the fall, erected three buildings last fall and this winter and moved the factory from a place at the edge of the business section of the city. The company proposes to erect five or six more buildings during the coming spring and summer. The company has plans prepared for buildings which will cover all of the seven acres.



### Dress Goods Satisfaction

depends on many points that are hidden to the average person. A piece of goods may be "all wool" and still not prove satisfactory. The pattern may be just what you want, but if the skirt "sags" the fault is in the fabric, and you can't fix it, no matter how hard you try.

### DEPENDON TRADE MARK DRESS FABRICS

will give more general satisfaction than any other line that we know of, because quality has not been sacrificed for finish and outward appearance. Only the best dyes are used in making the colors impervious to water, and the fabric easily cleaned. In every particular **DEPENDON** Dress Fabrics are superior, although we do not charge more for them than you have always paid when you wanted a reliable piece of goods. And when you buy **DEPENDON** you get that kind.

Space for your name here

YOU CAN  
DEPEND ON  
"DEPENDON"

Sign Firm Name and Address Here

M. T.

## This Is a Sample

of the ready-to-use retail ads that we furnish, free of charge, to merchants who sell **DEPENDON** Merchandise.

In addition to these retail ads we have outlined a Sales Campaign especially for **DEPENDON** Merchandise.

Simple and yet effective window displays of **DEPENDON** Merchandise have been prepared and intelligently described.

In the **DEPENDON** Book we show the ticket that identifies each line of **DEPENDON** Merchandise.

Here are also reproduced the retail ads, electros of which **DEPENDON** merchants can obtain, free of charge.

The Sales Campaign and the Window Trims are illustrated and described in the **DEPENDON** Book.

Do YOU want a copy?

Sign the coupon and mail to

**JOHN V. FARWELL  
COMPANY**

Chicago, the Great Central Market

## NEW MERCHANTS.

## Cogent Reasons Why They Sometimes Fail.

Probably there is no one else in the business world, whether head of the firm, credit man, or book-keeper, who is so well qualified to know the causes that lead to business failure as the experienced traveling salesman. He visits his customers every thirty, sixty or ninety days and he marks carefully the rise or fall of a merchant and the reasons for the same. He knows the new firm that starts in business on small capital and little experience and goes under after a hopeless struggle of a year or less. He knows also the old firm, once firmly established, which allows itself to become a victim of industrial dry rot and is passed in the race for trade by the firm of up-to-date methods. He knows whether a merchant gambles, lives extravagantly, neglects business, sells and buys carelessly, and all the other things that tend to cripple a business, as well as the things that help to advance it. He has got to know all these things in order to sell goods. Therefore he is in a position to point out to the beginner the pitfalls that lie in his path. As the most vital advice to be given the new business man begins with "don't," the "don'ts" come first in this article.

Don't be discouraged if your first business enterprise should be a failure. Try again, but learn by your experiences, avoid mistakes you have made; don't risk other people's money; save some of your own, then start again with more energy, more economy and more wisdom than before.

Don't neglect to fully insure your stock and other property. You owe it to yourself and to your creditors.

Once, for the first time, I sold a bill of goods to L., who carried a stock of general merchandise of about \$14,000. He was doing a large business, but did not carry one dollar of insurance. We shipped the goods, but I called his attention to the fact that in case of fire he would be a poor man. He owed it to his family and to his creditors who intrusted him with their goods to take out a good insurance on such a large stock of goods.

I did not hear anything of the man until after ninety days, when the report came that L. had been burned out, his stock a total loss, with an insurance of \$9,000. Fortunately for him, he had followed my advice as soon as he received my letter.

Don't be dishonest. Many people say "you can't be honest in business, it is impossible to be successful without deceiving and lying." How utterly ridiculous such statements are is proven by the many large and successful business houses of the country that owe their prosperity exclusively to the fact that in the conduct of their business the highest grade of honesty and integrity was observed. I go further than this, I say it is utterly impossible in our day for any wholesale or retail house to exist for any length of time if the business is not carried on with the strictest honesty and integrity. A

merchant may, by trickery and false pretenses, for a certain time draw a large crowd, but his trickery and dishonesty soon will be found out, his customers will leave him faster than they came, and he will have to quit business.

Don't be extravagant. Remember it is not what you make that leads to prosperity; it is what you save. If your expenses are larger than your profits you will be bankrupt in a short time.

Don't expect to build up a business with cheap, trashy goods. You may have a run from ignorant customers for a while, but, rest assured, you will have nothing in a year or two. You can build up a first class trade only by buying first class, reliable goods. This does not mean that you should only buy high priced goods—that would be a big mistake. There are cheap goods in all lines which are good goods, their price considered.

Don't work too hard and don't attend to details if you have a force of competent clerks around you. This does not mean that you should not "watch" over details in your business—this is essential for every business man. But I have seen men at the point of physical collapse because they never had taken a vacation. Men who thought they had to do everything themselves, who waited on a girl who wanted a spool of thread, or on a woman who wanted a yard of gingham, despite the fact that two or three clerks were standing around doing nothing, and a traveling man had been waiting for two hours to show him his goods. With such "over zealousness" you will only kill yourself before your time is out. Take a vacation every six or twelve months.

Don't indorse any papers for others. A while ago one of my customers, a well-to-do merchant, worth \$40,000, signed a bond for a city official. This man became a defaulter in a large sum. My friend had to pay the amount of the bond and was forced into bankruptcy by it. I say to every beginner: Never sign a bond or indorse a note for any one, not even for your own brother, unless you are able and willing to pay it when it comes due. Nobody has a right to ask such favors of you if the paying of the bond or note would cripple you in your business or injure your family.

Don't let 5 cents' worth of goods go out of your store without being correctly charged or paid for in cash. If you are not careful in this you will lose much when the store is crowded. The best way to avoid such mistakes is to give each clerk one of those little duplicating books with carbon paper. They have a stub, and the clerk must write down on the slip as well as on the stub the items of the purchase whether charged or paid for in cash. The slip is handed to the customer. The clerk must be instructed not to wait upon a second customer until everything is correctly entered on the slip and the stub. This method also enables the merchant to find out exactly the daily sales of each clerk.

Don't neglect the looks of your store. Keep everything in its place,

so you can put your hand on it when a customer asks for it. I see thousands of dollars' worth of goods ruined yearly because they are kept out of sight under the counters or between other goods, where nobody looks for them.

Don't put old goods on the top shelves or under the counters, where you can't find them. A good salesman will keep all of last season's goods to the front and new goods in the background. He will try to work off the old goods first, even at reduced prices. Then, if he can't suit the customer, it is time enough to bring forward the other goods. It's no trick to sell new and desirable styles, but to keep a stock clean of unsalable "shop-keepers" is an important factor in the success of any business and a thing often neglected by business men.

This applies equally to a wholesale or a retail business. Of course, there are exceptions to every rule, and sometimes it is advisable to show only the latest styles. A salesman must always know what kind of a customer he has to deal with.

Don't think that it is a good thing to have cheap help. Try to get the best help you can afford, from salesman down to delivery boy. A good clerk at \$75 a month can do you more good in your business and draw more customers than a poor one at \$40 a month. Not alone this, but a good clerk always will try to keep your stock in good order, or, in one word, he looks after your interests as if they were his own.

C. T. Wettstein.

## How To Keep Cigars in Smokable Shape.

"We often hear jokes about the bad cigars druggists sell," recently remarked H. A. Miller, manager of the chain of Schulte stores in New York. "It is because they do not sell good cigars that they don't have larger trade. The fault is not in their buying, for they usually select good standard brands; the trouble is almost entirely due to the poor way they keep cigars."

"There was a time when the cigar dealer was only a general shopkeeper, handling cigars just about as he did everything else, carelessly, and with the least possible trouble. Nowadays it is different. If any man expects to sell cigars he should use scientific methods for keeping his stock sweet and moist and fresh, otherwise smokers, at least the trained ones, will not buy of him."

"In this store we have two zinc-lined cupboards behind the counter, with rubber-sashed, air-tight glass doors and moisture trays under each shelf. The shelves are slatted, being about two feet apart. The cabinets extend from the floor to as high as can be conveniently reached."

"The rear part of the store is partitioned off with glass. Built around three walls are shelves each divided into compartments about two feet square. Surplus stock is kept in this room, which we call the humidior. The floor is of red brick, underlaid with sand. Water is occasionally sprinkled on the floor, which being porous, remains moist. This is the

only means used for keeping the humidior moist. The wet bricks maintain an atmosphere of the dampness of the Cuban climate in which the cigars are manufactured."

The druggist may not be able to have all these conveniences. If he has a large stock—that is, large for a druggist—he can probably afford a zinc-lined cigar cupboard.

But for the average drug store stock the show case will fill all the needs. This should be built to order.

The upper, or display, part of the case should have a slatted bottom, beneath that a moistening pan, and beneath the pan an air-tight floor. The lower part, for surplus stock, should have a slatted bottom, beneath that a moistening pan, and beneath that another air-tight floor. The doors to both sale and stock compartments should fit snugly and should never be left open. The lower doors should fit especially tight. To get the best advertising effect, the whole case, except the doors, should be of glass. At the top, in the rear of both sale and stock compartments, should be fastened "moistening rods," as we call the perforated tube customarily employed. There is much contention among cigar men as to whether moisture rises or settles; the easiest way and surest way is to have a rod above and a pan below the stock.

It is in the use of these pans that the druggist is most frequently in error. Nine times out of ten he will fill the pan with water. This is all wrong. The pan and rod should simply contain damp cloths or asbestos. It is just as detrimental to the cigar to over-moisten as not to moisten at all. Once a cigar is over-moistened it is spoiled.

No moistening at all is needed in summer, the natural atmosphere being sufficiently humid. It is in winter that care should be taken to prevent the stock from becoming dry.

Never leave open boxes of cigars outside of the cases, unless the sales are very rapid.

Full Havana cigars need more moisture than the seed Havana and the latter more than the cheaper grades. The full Havana should always be so moist that pressure between the thumb and finger will not give that crackling sound which may be heard when a partly dry cigar is pressed. At the same time it should be dry enough not to feel damp. Cigars may be kept for a very long time with proper care and the best cigars may be spoiled in a week by carelessness.

Cigarettes and smoking tobacco should be kept free from artificial moistening; in fact, the open shelf is the best place for them. Cigarettes will mould and rot very quickly if not kept dry. For this reason cigarettes and cigars should never be kept in the same show case, except in summer, when the moisteners are not in use.

Fine cut and plug tobaccos need no especial care, as they usually contain enough glycerin to keep them moist.

Appearances are almost as deceptive as trying to keep them up.



# What Others Say About BUCHAN'S

## From Francis H. Leggett & Co.'s Premier Enquirer:

"A giant among its competitors, the BUCHAN'S SOAPS CORPORATION manufacture a line of Toilet Soaps which surely comply with all the requirements of purity and quality in the extreme. For forty years this sterling make has stood the test and grown stronger and more enduring in the esteem of a discerning public. Once a customer always a customer for BUCHAN'S Toilet Soaps. They are cooling, healing and health-giving. They purify and cleanse the skin. Above all, they are antiseptic, and a Toilet Soap must be antiseptic to be safe. The BUCHAN'S SOAPS are pre-eminent in this particular. Their production involves the use of pure, odorless carbolic. The blending of this absolute antiseptic with the very best of other materials is the trade secret of the BUCHAN'S superiority and success."

## Standards:

U. S. Government Standard, January  
1st, 1907: Purity, No Adulteration, No  
Misbranding. BUCHAN'S FOR FORTY  
YEARS AND ALWAYS: Purity, No  
Adulteration, No Misbranding.

Standard Serial Number 363.

**BUCHAN'S SOAPS CORPORATION**  
Flatiron Building, New York City

## THE CAREFUL CLERK.

## Took Care That No Harm Came To Boss.

Written for the Tradesman.

The grocer came into the store with a look of desperation on his face. His right arm was in a sling, and his left leg appeared to be stiff about the knee.

"What's the matter?"

A customer at the sugar counter asked the question.

The boss threw himself into a chair by the radiator.

"Boils," he said, shortly.

"Feed 'em on yellow soap," said the customer, and went out.

The grocer grumbled over his morning paper until the clerk came back to where he sat and flourished a broom about the territory occupied by the radiator and the boss.

"Take care, there!"

The clerk gave the broom an extra flourish and sat down on the floor.

The boss left his chair and pranced about the store, his left hand under his right elbow.

"You measly fool!" he shouted, as the clerk started to get up and slipped again on the oily spot which had brought him to the floor before. "You idiot! Do you know you just about broke my arm? Why didn't you throw the broom when you saw that you were about to fall? Nice looking arm I'll have now!"

"I'd like to know who it is that spills oil all over the floor," said the clerk, getting on his feet at last. "Did I hurt your boil?"

"Oh, no," snarled the grocer. "It doesn't hurt a boil to have a fool mistake it for a rat and bang it over the head with a broom! Of course not! Now, you go to the front end of the store and stay there."

The clerk dropped the broom by the radiator and walked forward, thinking that the boss was making a big fuss over a small thing. The grocer sat down with his paper, still nursing his bandaged right arm.

In a moment the front door opened and the wholesale man came in.

"Hello, Jim!" he shouted at the grocer. "I'll gamble you won't have no kick coming on the delivery of this lot of goods. Here's your sugar and tea. Where do you want 'em put? Come, get a move on there. The driver will be here in a second."

"Where do you suppose I want 'em put?" howled the grocer. "You might tie 'em to the hitching post on the other side of the street, or you might tuck 'em up in the horse trough at the end of the block. Think I want 'em put in pickle down at the canning factory? Dump 'em down here anywhere and get out."

"What's the matter with the old man?"

The wholesale man asked the question of the clerk, who was still angry from his combat with the boss.

"Boils!" was the reply.

"Oh! Tell him to put on the white of an egg."

The boss snorted.

"I'll feed 'em pie if you say so," he said. "Get that stuff in here and give us the space you occupy."

"All right!"

The wholesale man and the clerk grinned at each other, and then the

driver of the big wholesale wagon opened the door and looked in.

"Where's ut go?" he demanded.

"The boss says to dump it anywhere in the store," said the wholesale man. "Any special place, Jim?" he asked, turning to the grocer.

"You might roll the sugar up against these showcases in front," yelled the boss. "Just bump 'em in anywhere. How would it do to butt into that shelf of crockery with a barrel of sugar?"

The clerk grinned and the delivery boy, who had just entered by the alley door, made faces at the boss and pantomimed a fistic engagement with him.

The driver got out his skids and rolled a barrel of sugar into the store. The clerk gave it a kick and the wholesale man gave it a kick, and the result was that it started toward the boss' chair with a whirl that could not be controlled. The grocer was not looking, and when the barrel struck his chair he landed on top of the rolling cylinder and fell off into a basket of eggs.

While he was howling for help the wholesale man and the clerk made for the open door, and the delivery boy lay down in the alley and rolled and roared.

"There goes me meal ticket," said the clerk, regretfully, as the boss got halfway to his feet and fell again. "I had a notion this morning that something was going to happen to disrupt this simple life. He's got the eggs on, all right!"

When the delivery boy got through rolling and laughing in the alley he went into the store and steadied the old man into a chair. The floor was slippery where the eggs had slobbered over the rim of the basket, and the vestibule of the grocer's attire was yellow and spotted with broken shells, so that it looked like a bit of Japanese art work attempted by an amateur.

"Who threw that barrel of sugar at me?" howled the grocer, reaching down to see if the boil on his leg had been knocked flat.

"I guess it rolled," said the boy. "That floor's mighty slanting."

"Of course it rolled!" shouted the boss. "Do you think it walked here on stilts or flew through the air? You go and get a surgeon, and I'll take stock of the few whole bones I've got left."

But the grocer called the boy back as he approached the front door.

"Where's that clerk?" he asked.

"I guess he's most down to Kalamazoo by this time," was the reply. "I seen him goin' sout'. He was just hittin' t'e high places."

"And where is that wholesale man?"

"I reckon he's gone sout', too. T'e driver put t'e rest of t'e truck on t'e sidewalk an' drove off."

The grocer hobbled out to his desk and sat down there, telling the boy to clear away the wreck.

The delivery boy worked away faithfully for a time and then went out in front to wait on a customer. As he was doing so the door opened and the clerk stuck his head inside. The boss saw him and snorted:

"Come here!"

The clerk looked at the cane with which the boss had helped himself to the desk and hesitated.

"I was afraid," he said, "that you'd blame me for the accident, and I only touched the barrel as it went by me. I couldn't stop it."

"Come here!" repeated the grocer.

The clerk sidled up to the boss but kept an eye on the door as he did so. He stopped out of reach of the big cane.

"There's some ointment up on that top shelf," said the grocer. "I think I need about a pint of it. Get the step-ladder and go up there and bring it down. I don't dare risk the boy up there."

"I don't think that step-ladder is very strong, and—"

"Get the ladder!" shouted the boss. "Here I'm suffering untold agonies and you stand there like a wooden Indian! Get the ladder and go up to the top shelf after that ointment. Perhaps I can save part of my arm and part of my leg if you act quickly."

The clerk got the ladder and put it up right at the back of the grocer's chair. It was wobbly, and the clerk hesitated about trusting himself to it, but another snarl from the boss decided him.

"What was it that first customer told me to feed the boil?" demanded the grocer, looking up to where the clerk was fishing around for the ointment.

"I don't know," was the reply. "Where is that ointment?"

"Right there in front of your nose," was the reply. "Move along on the shelf there and you'll find it. I wish I could remember what it was that the fellow told me to put on these boils. Look out, there!"

The clerk had left the ladder and was climbing along on the top shelf.

"I guess I know now what it was," said the clerk, blowing the dust out of his mouth and holding on tight.

"What was it?"

"I think it was so—so—soap!"

If it was soap that the boss meant to put on his wounds, the clerk saved him the trouble. The top shelf tipped and the clerk came down, bringing with him about half a ton of soap of all kinds. The clerk struck on the grocer's back and most of the soap landed on the bandaged arm and leg. The grocer let out a yell which might have been heard at Cedar Springs and rolled on the floor. When the delivery boy picked him up for the second time that day he was almost foaming at the mouth.

"I guess I got the soap, all right," he said. "I'm going home. A store is no place for a man with Job's comforters reposing on his anatomy."

Alfred B. Tozer.

Naturally a woman hates to remove her hat in the theater. It generally costs about ten times as much as the man behind her paid for his old seat.

## 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.

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GETS FOUND OUT.

The Biggest Idiot on Top of the Earth.

The biggest idiot on top of the earth is the business man who lies and expects not to be found out.

I spent the most of last week at home, handing out opinions about various housekeeping matters.

One morning I overheard a colloquy between my wife and the grocer who trusts us for the necessities of life.

He squeezed an order out of her that would have fed a big hotel for a week. She wanted some of the stuff right away, and in nine different ways she said so.

"Now, mind," was her parting shot, "I want so-and-so and so-and-so in this house by 9 o'clock."

"Yes'm," replied the grocer, who owing to my importance comes for our order personally, "they'll be here as sure as you live."

As he went out my wife gave a very perceptible sniff.

"Why the sniff, my dear?" I asked mildly.

"Because he won't keep his promise," she said tartly. "He has never been known to keep his promise! He has promised me time and time again to do things, and has never done them one single time!"

"Why do you patronize such a totally unreliable man?" I asked.

"Because there's nobody else near enough," she replied; "if I could I'd go somewhere else pretty quick!"

Well, that's a little sample of the business liar and his foolishness. Here's a grocer whom his customers look on—if he treats them all alike, as he probably does—as a man who says one thing and does another—a liar, to be plain.

You can understand a man who lies to get some advantage, but what about the dub who lies in such a way that he proves himself a liar inside of two hours?

All business men who lie may not be found out in two hours, but they are sure to come to light sooner or later.

I stood in a retail grocery store the day before last Thanksgiving Day. There was a fierce business doing. Orders were coming in there by the dozen for great swads of stuff and everybody was in a hurry.

I heard the proprietor and his two clerks promise to deliver by 11 o'clock enough stuff to take ten teams. This store used two.

The grocer went on promising and promising until the sweat rolled down his face.

"By George, I don't know what we'll do if this keeps up!" he said perspiringly to me. "I never did such a business!"

"But how in thunder are you going to get all these goods out this morning?" I asked.

"I won't get 'em out this morning," he answered.

"But you promised to," I said.

"Oh, well, what was I to do?" he complained. "You've got to jolly people along sometimes. They'll all get their stuff to-day. That'll be time enough. They only said 11 o'clock—it doesn't really make any difference."

Here we have the spectacle of a man who cast his bread upon the waters in the shape of positive agreements that he knew he couldn't keep when he made 'em.

His bread'll return after many days, all right—in the shape of lost customers.

Nobody gets the glad hand from me so much as the merchant who says, as one did in my hearing not a month ago:

"No, ma'am, I want the order, but there's no use my promising to send it up by 2 o'clock, for I couldn't do it. If I told you I would I'd simply be lying, and then I'd sure lose your trade. I can promise to have it in your house by 4 o'clock, if that'll do."

That's the sort of a man that holds his trade.

The other fellow may hold his until there's somebody else to go to.

I heard a broker and a wholesale grocer in a business deal the other day. The broker wanted to sell a block of canned peas.

I didn't know the jobber very well, and as I heard him talk to that broker I said to myself, "Gee, but you're about the sourest individual I've seen this week."

Every word and every look was a sneer of disbelief in the broker's statements. He was plumb offensive. "Well, if I was a broker working the wholesale trade," I observed to myself, "you'd never see me."

Inside of a few minutes the whole thing was cleared up.

The jobber's partner came over, after the broker had left—he got the order, by the way—and said:

"I thought you said you'd never give — any more business."

"So I did," he replied, "but we've got to have peas and he's the only man who has what we want. That's the reason and the only reason he got the order."

He sort of included me in his talk, so I got busy:

"What's the trouble with him?" I asked.

"He's a liar!" was the reply. "Can't depend on anything he says. Bit us time and time again! Always up to some game!"

You see, they always get found out, and after they get found out, what's their finish?

They get business only when there is nobody else to go to. That may be a nice position to be in, but I'll be blanked if I think so.—Stroller in Grocery World.

Thousands of Good Thoughts.

Evansville, Ind., Jan. 14—Emerson said, "My friends have come to me unsought. The great God gave them to me." Now I wish to add that you, the better part of you, the intellectual part which will never die, came to me a few years ago and have been coming every week since. You are a true and natural man in a general way but, like most of us, are occasionally lead away with thoughts that are not true for a short time only. When I hear truth I am bathed in a beautiful element and am not conscious of any limits to my nature, and I must give you credit for thousands of good thoughts that come to

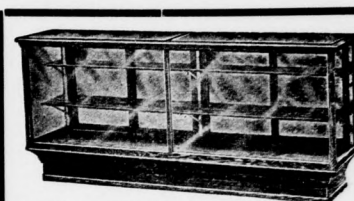
me through your journal. I am not going to let anything get away from me that is of a high grade of intelligence, and that mind of yours is going to keep on working for me, as well as for thousands of others—it makes no difference what kind of thoughts come to you sometimes.

You can not get away from me, any more than I can get away from you. Our feet may run after friends, but our minds need not.

Edward Miller, Jr.

We, being civilized, must be taught to love one another. Cannibals do it instinctively.

It's no use fussing about keeping the faith if you can not keep your friends.



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You need them in your business.

## PLENTY OF ROOM

## For the Climbers on the Telephone Ladder.

Every American school boy knows that there is plenty of room at the top. He also hears much about the rungs in the ladder of success. When he grows older, however, and reaches the point in his career at which he must decide which particular professional or business ladder to climb, he is told about overcrowding and the limited opportunities for the ambitious young man in professional and mercantile life. Then he begins to be more concerned about his prospect of getting a foothold somewhere near the bottom than he is about the vacant spaces at the top. But there is another and more cheerful aspect of the situation, for while it may be true that some of the older ladders are overcrowded, new ones frequently are raised.

This is the age of the specialist, and every professor now offers to the young man a choice of ladders. Not all the engineers, for instance, follow the same path in their endeavors to reach the top. Alexander Graham Bell invented the telephone a little over thirty years ago; immediately a new ladder was raised, and those who have climbed it are doing some of the most important scientific work of the day. They are developing an invention useful to all classes of people, and are dealing with some of the most fascinating problems known to the industrial scientist.

Even in their student days the young men who propose to make telephony their life work find rare opportunities for observing how success is planned and won. Years ago Samuel Pierpont Langley, the distinguished American scientist, devised the bolometer, an instrument for determining the degree of heat in the rays of a star millions of miles from the earth. The telephone engineers have recently perfected apparatus for measuring the telephone current, and to do this it was necessary to create a device as delicate as the bolometer. It will interest the young man entering upon the study of the sciences to know that a large part of the work which resulted in the making of the barretter, the instrument which measures the telephone current, was performed by students in the scientific department of Harvard University, who worked in co-operation with members of the engineering force of the American Telephone and Telegraph Company.

For many years the minute telephone current had been playing hide and seek with the men who sought to be its masters. None of the ordinary methods of measuring electrical energy could be applied to this attenuated force, but the engineers, with the assistance of the Harvard students, finally solved the difficulty, and now the strength of the electrical impulse in the longest telephone line can be accurately determined. To explain fully how this is done would require a long and technical description. A single sentence, however, will serve to give an idea of the delicacy of the task set for the young men at Harvard. The elec-

trical energy in the receiver of a telephone at the end of a line 1,000 miles long is just about one-five-millionth part of the electrical energy which causes a sixteen candle power incandescent lamp to glow. Or, turning the statement around, we may say that the electrical energy in the light by whose aid, perhaps, this article is read would suffice to carry sound over 5,000,000 telephone lines.

In the larger cities telephone messages travel under the streets instead of flying along wires suspended from poles. The cables used in underground telephone construction consist of many wires twisted together and inclosed in lead pipes, technically known as cable sheaths. When the engineers of the Bell system first made use of telephone cables the number of wires which could be enclosed in one of the pipes was less than 100. Now as many as 1,200 wires sometimes are placed in a single cable 2½ inches in diameter. This means that 1,200 people may be carrying on conversation at the same time through one of the cables and the messages fly back and forth without interfering with one another.

When cables first were manufactured insulation was secured by packing the wires in paraffin. Then the wires were covered with cloth and finally paper wrappings were substituted for the cloth. The paper itself is not the only insulating medium; the dry air in the folds and substance of the wrappings plays its part in keeping the words flowing along the proper channels, and as the air must be perfectly dry the cable at all times must be hermetically sealed. One process of its manufacture is that of baking, the cable being placed in a huge oven and heated until every vestige of moisture is driven from among the wires.

Recently the engineers have been doing wonderful things with loading coils, devices which are intended to lengthen the distance over which transmission through cables is possible. A loading coil consists of an iron ring, which looks like a doughnut well done and overgrown. Around this ring are wound about fifteen miles of fine iron wire, and in the making of these telephonic doughnuts the determination of the amount of the fine wire to be used and the manner in which the coils should be connected with the cables have required long and patient study and much experimenting on the part of the engineers. Loading coils are so costly that they can be used only where telephone traffic is greatly congested. The fact that they were unknown a few years ago is an illustration of the manner in which the engineers constantly are meeting new problems.

The manipulation of electrical currents almost too minute to be measured is only a small part of the work of the telephone engineers. Their work at times is similar to that of the men who planned the great railroads which span the continent.

It is a popular idea that telephone lines are to be found only in thickly settled portions of the country. As a matter of fact, the glistening strands of copper over which flow never end-

ing currents of speech are found in the desert and in the wilderness, far from the habitations of men.

So the young telephone engineer is likely to be called upon to ascertain the best means of suspending wires across a chasm hundreds of yards in breadth and perhaps a thousand feet in depth, or he may be asked to design a line to run along the face of a cliff. In Western mountain regions such lines have been built in places where it is necessary to incline the poles outward, and the linemen climbing to the cross-arms find themselves many hundred feet above the jagged rocks at the bottom of the precipices.

This new occupation, which has won a prominent place during the last thirty years, differs from many of the older professions in that the men who follow it constantly are confronted with unexpected demands. The engineers who build railroads, who plan mines and tunnels, and who dam the waters of rivers and streams, while they must do each piece of work according to its peculiar requirements, nevertheless proceed along fixed and general lines. But the telephone engineers, being engaged in a business which did not exist a generation ago, frequently are meeting problems which are entirely new, in solving which past experience gives little guidance.

Take the telephone instrument itself. Most of us are familiar with only two kinds of the useful appliance, that which is fastened to the wall and that which stands on desk or table, but of the making of the

## Mica Axle Grease

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

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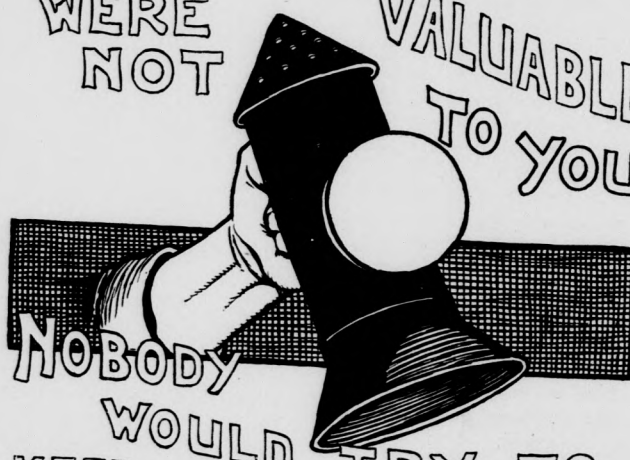
# IF ARBUCKLES' COFFEE VOUCHERS

WERE NOT

VALUABLE TO YOU

NOBODY

WOULD TRY TO  
KEEP YOU FROM  
GETTING THEM





telephones there is no end, and it similarly may be said that there is no end to the varieties of telephones which the engineers must create. The old time ditty beginning "Down in a coal mine, underneath the ground," were it popular to-day, might be revised to include a reference to the telephone lines.

Why there should be any difficulty in putting telephones in coal mines is at first a puzzle to the man not in the telephone business, but the engineers have found the creation of apparatus for use by the miners a troublesome task. Water constantly drips in the galleries of the mines and in some cases large quantities of sulphur are mixed with the coal. The water and the sulphur combine to form sulphuric acid, which soon destroys ordinary telephone apparatus, and so the engineers have spent much time in designing telephones which the miners will find satisfactory. And the mine telephone is one of a very great number of special patterns which seldom are seen by the general public.

Railroad managers are adopting a type of telephone instrument which makes it possible to talk over the telephone wire from any point along the railroad tracks. Nowadays when a train stops between stations because the engine has broken down, or because the engineer has discovered a landslide or a washout in time to prevent an accident, or because the snow is so deep that the locomotive can not push its way through the drifts, it is not necessary to send a brakeman plodding for many weary miles, perhaps through the darkness and storm, to the nearest telegraph station.

Instead, the brakeman gets from the baggage car a fishpole and a bait box. With the pole, when jointed together, he hooks the telegraph wire, the hook in this case being fastened to the pole instead of to the free end of the line. From the hook a wire runs to the box and another wire, extending from the box, is clamped to the nearest rail. Then the conductor, by pressing a button, is able to talk from where he stands to any telephone station on the line of the road. The apparatus which he uses enables him to telephone over the telegraph wires without interfering with the telegraphic messages going over those wires at the same time.

Then there are the switchboards, each a combination of thousands of parts, which do their work speedily and harmoniously, because during thirty years engineers have studied and worked, patiently correcting minor defects and sometimes absolutely discarding one type to replace it with a better. At first they made rude and simple appliances for joining line to line. Now they plan switchboards in each of which are thousands of miles of wire and millions of parts, and from which radiate wires leading directly to 10,000 telephones.

Telephone engineers do not devote all their energy to the creation of new kinds of apparatus. In the offices of the telephone companies you may see great charts covered with lines and figures. These are the score cards in the race which the telephone

people are running against time. Year in and year out the engineers are studying means of saving a fraction of a second in the time required to answer the call of a subscriber. For the guidance of the engineering force, frequent tests are made in the central offices all over the country, and the results of these tests, when plotted on charts, comprises the data from which the engineers determine how to increase the efficiency of the service. In recent years the companies in the Bell system have reduced the time required in answering each call in their exchange by about four seconds, and it has been figured out that this means in the aggregate to the more than 2,000,000 patrons of the system a saving of several centuries every year.

Some curious possibilities of telephony have been demonstrated by the engineers. Prof. Bell, for instance, was the first man to give a practical demonstration of the fact that almost any substance can be made to repeat sounds. He showed that the ravelings from a black silk gown, the carbonized hairs of the poppy of the fields, or any one of a great number of other substances, if placed in a glass bulb and subjected to variations in a ray of light thrown upon the bulb, would talk.

Many a school boy has held a small mirror in his hand so that the sun's rays would be deflected from it to fall upon some distant object. Prof. Bell did much the same thing, but he attached a mouthpiece to the back of the mirror, which was thin. As words were spoken in the mouthpiece the mirror vibrated as it felt the impact of the sound waves. The beam of light fluctuated as the mirror shook. The quivering light fell upon the little glass bulb, and this, responding to the change in the degree of heat in the light rays, alternately threw out and absorbed gases. From the bulb extended rubber tubes fitted with ear pieces similar to those used with the graphophone. As the gases pulsed in the bulb they sent little impulses flowing through the air in the tubes, and these impulses, falling upon the ears of the listener, reproduced the words which, when spoken against the mirror, had caused the light to quiver.

The man who starts to climb the telephone ladder will find that it leads to positions of usefulness and he will have the satisfaction of knowing that he is playing some part, even if it is a small one, in the development of the utility which is in daily use by millions of his fellow citizens. There are now over 2,000,000 subscribers to the service of the Bell companies and the number constantly is increasing, while there is a smaller number of patrons of the independent companies scattered throughout the country. The Bell engineers are looking forward to the time when there will be in the United States one telephone to every five people. If half these telephones are in dwelling houses there will be one in the home of every other family, and growth such as this means abundance of opportunity for the young men to enter this fascinating occupation. So for a

great many years to come there will be plenty of room for the climbers on the telephone ladder.

Frederick G. Fassett.

#### At the Minstrels.

"Mister Tambo," said Mr. Bones, after the circle had been seated, "I have a baffling query to propound to you this evening."

"You have?" asked Mr. Tambo. "Then proceed to queryize and I shall at once instigate a baffleizing."

"What," asked Mr. Bones, "is the difference between a Chinese laundryman named Lee Wung, with a label in his cue, and a woman who is retailing the latest piece of gossip?"

"I decline to answer."

"One is a tag in Wung and the other is a waggin' tongue."

#### Cutlery for an Army.

The recent invitations for bids on cutlery for the British army are probably among the largest ever specified. These tenders include 300,000 table knives, 200,000 table forks and 70,000 clasp knives, containing a can opener and a spike. The patterns for the knives and forks are of the all-steel variety in a single piece ground by machinery.

#### May Be a Trifle Too Young.

This is, of course, the day of the young man, but, judging from the way railroad wrecks are charged against the mistakes of youthful telegraphers, it would seem possible that enterprising and economical captains of industry may be catching them too young.

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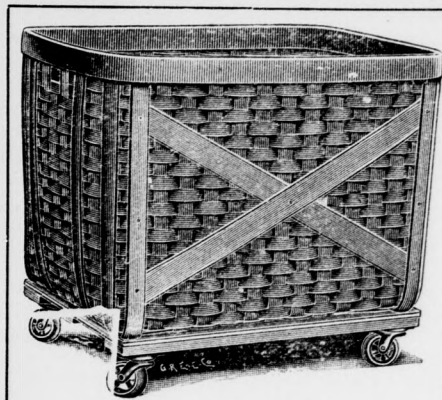
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48 HIGHEST AWARDS  
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## BALLOU BASKETS ARE BEST



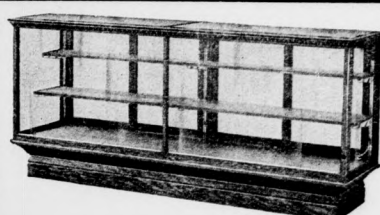
X-strapped Truck Basket

### 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.

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## Wolverine Show Case & Fixture Co.

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





### Getting Rid of the Last Heavy Garments.

If the season has been good, the chances are that few garments of the outside kind are left on the racks for disposal at this date, but if there is a store where many are left it is up to the clerks to do some tall hustling to get rid of the goods with the greatest of speed. In fact, it matters little whether there be many or few of such goods in any store, they should be hustled out now.

A good part of the failure to sell the stock of such goods now left on hand is due to the disinclination of all the store people to show them to customers with as much spirit as in the early season and the almost cocksure idea each salesperson has that the customers won't buy them anyway. It is like this: a woman comes in and asks to see something in a wrap for herself. The chances are that she expects to get something at a reduced price, and that is a very natural thing for people who are well aware that prices are away down for these days. She may or may not be very particular about style but she will probably be somewhat particular about fit.

On the racks are garments that please her in style but are impossible of fit. There may be something that fits which does not attract her very greatly. Right there is where your clerks are most liable to fall down in the selling. Instead of attempting to pitch in and sell her the garment that really fits her, you throw up your hands and tell yourselves there is no use trying to sell when the thing the customer likes won't fit and the thing she doesn't like will fit. You haven't enough interest in the selling to work hard to convince the customer the garment that fits will be a good investment for her, and she lacks the interest in buying you ought to have in selling the goods. The result is that she doesn't buy, or at least she goes out and gives some other store an opportunity to sell her when you have not done anywhere near as much as possible to make a sale.

Instead of bending your thoughts toward showing the customer the good points of the garment that fits her, you have allowed yourself to think of the difficulties thrown to your lot when a customer comes in and wants to buy and there is nothing in the stock to please her. It is the old story of failing to get down to business and argue for the thing you have because the customer asks for or likes something else. You really haven't shown her the garment that fits her as it ought to be shown. You have only helped her try it on. You can't help it if she doesn't like the thing, can you? Of course not.

We had a good-natured clerk of that kind once. He was about the most willing article you could find. He was willing to do anything under the sun that somebody else suggested,

and he would work his arms and tongue almost off to carry it through, but he wouldn't or couldn't think for himself when he had a customer on hand. One evening in December a couple of young women came in to look at jackets. It was when the style demanded an elaborate trimming with braids and passementerie. One of the customers asked for a certain style of which we had sold many but which happened to be closed out. The clerk told her those were all gone, and she remarked that she thought she would go on down the street to Warren's and see if he had anything like that, for her heart was set on that particular style and trim. He let her go without even suggesting that she look at what was in stock.

A month later the same two came in again and I waited upon them. This time the second young woman was the customer. She had thought to make her old coat go through the winter but found she could not do so. The stock was thin, and sizes were principally very large or very small. Just one garment in the store would fit her, and she bought it. Before the sale was completed her companion asked if we had had that style long, and when she found it had been on the racks for a couple of months she regretfully remarked, "Why didn't Mr. Williams show me that when I came in here after the other style coat last month?" mentioning the garment she had asked for, and further saying she never really liked the garment she had purchased at our neighbor's. Of course, I couldn't help but make a sale, and there was nothing brilliant about it. A few days later the two came in again and I noticed the coats had changed hands. They observed my looking at their garments and explained that they had exchanged.

The point in that case was that we might have sold the garment in question a month sooner than we did and have obtained the full price for it but for the fact that the clerk didn't stop to think that it was up to him to show something the customer didn't explicitly ask for and to do a little salesmanship on the things on hand rather than on the things he thought ought to have been on hand.

In the selling of such garments I have many times known customers to be changed in decision through having their attention called to some point or points of cut and fit and make that had not attracted their attention. We had a line of garments that were of good outside material and the cut was attractive, but the lining was poor, and the workmanship, out of sight, was bad. By the side of them was a line of slightly cheaper material on the outside but of better lining and of first-class workmanship throughout. The former took a start and sold so rapidly that we were all elated over their success. One day we were out of sizes when a customer desired the first mentioned garment. The boss was waiting upon her and finally induced her to try on one of the second lot. The fit was perfect, and he sold her the garment by calling her attention

to the difference in lining and in workmanship.

Points of finish that you don't ordinarily think of ought to be talked about now when the sales are less liable to be made on any other points. You are out of sizes and the styles are broken. Every customer ought to know that, but the customers are after something they want for personal use, and they don't care a continental about helping you unload the goods unless the goods happen to please them, and then it is always a matter of personal advantage with them. You are the ones to always bear in mind that a dollar taken out of the heavy garments now is as good as two dollars taken out of them when another fall comes, and the chances are very much against selling them at all when another season rolls around.

The same will apply to whatever you may have of any sort in garments that will be of practically no use to the store after the first of March at the latest. Everything in suits and heavy skirts ought to go out. While it may be true that some things in skirts will be good much later in the season, it is of greater importance to get rid of these goods now while their style is not too far away. It will be easy enough for the boss to buy many things more to take their places, if such other goods are really needed. Don't worry a bit about being out of goods; it is better to be out of some things than to have so many of them on hand that the



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All the Improvements  
Write for Samples

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

**Hermanwile**  
GUARANTEED CLOTHING

Better than Custom-Made



There's no comeback 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.



profits of the season are badly eaten into.

When a customer tells you she wants to look at any of these winter goods, make up your mind to sell her something, if there be the least show for it. I am well aware that when stocks are broken and little is left to sell from a good many customers will get away from you, that is inevitable, but I am also aware, having been made so by experience, that you can sell a good many customers that would get away from you without downright earnestness in the showing and a determination to sell if such a thing is possible. Do your selling on the square! You don't have to be anything different than an honest salesman, when you get down to business and work hard on the last garment trade of the winter.—Drygoodsman.

#### Present Condition of the Shirt Trade.

A review of shirt trade conditions as they existed last month presented a number of perplexities to the mind of the candid observer looking for facts relating to the fortunes of spring samples representing goods for next summer's wear. Salesmen have completed their trips and the advance reports are all in. The travelers could not help but do well, and they were the bestowers of favors in place of the usual pleaders for patronage. The spring business is over as far as it relates to advance orders, and there will doubtless be many retailers looking for goods when deliveries fail of completion. While the booking season for spring lines has passed its busiest time in the department of inland trade and a feeling of satisfaction over results pervades the trade in general, there is yet much to be accomplished among the furnishing goods departments of the city and adjacent trade. This class of retailers, although forehanded in securing many of the choice offerings and always alert for new things that usually appear as supplementary offerings to what has gone before, have been operating in some cases as they have done in former seasons and despite the efforts of the manufacturer to keep them it now seems that they will be the first to note the scarcity in the market.

Fine corded and plaited pique bosoms for dress shirts are noted in all the principal lines. At \$21 per dozen they are by no means to be classed

as common, and, while the plain linen bosom may be termed the standard for formal dress wear, it is not exclusive in the atmosphere peopled by that portion of the community vaguely called the best dressers. The fancy woven white piques are of modest display and excellent quality, and as a change from the plain bosom of formal dress severity they are making themselves very popular. For wear with the "Tuxedo," or dress sack coat, they will always be the correct shirt.

Pajama suits, nightrobes and bathrobes proved to be most seasonable and salable merchandise in the stocks of retail merchants throughout the entire month past. These goods now enter as a large feature into the department of holiday goods, being universally recognized as useful and lasting articles when present-making is in order. The offerings in these lines of merchandise for the coming spring season will be far in advance of any heretofore presented. There will be new lines in evidence, and all tending toward a higher class of goods.

Plaited negligees and plaited and corded effects in dress shirts for wear with the dress sack coat were very popular the last warm weather season and will have an increased popularity the coming summer. Late additions to sample lines of plaited negligees for day wear show abundant evidence that plaits are to be an important feature in next summer's retailing. They appear in all manner of construction, from the broad plait to the narrow, and usually show three pearl buttons. Some examples in solid colors with prominent white stitching are very distinguished looking; these will be seen in helio, apple green, national, scarlet and grey. The light weight silk mixtures will have many admirers. The lighter weight madras and light weaves of cotton will be popular, while plain or colored linens will find favor in the exclusive section.

Last month we advised the retailer as to being opportune should \$9 per dozen white laundered shirts come his way, and calling attention to the high prices for muslin body work and for bosom cottons and linens. While linens figure some in the primary cost of construction materials, the muslins count for more. With all the old contracts for these goods ex-

pired, one is prone to wonder how the \$9 shirt manages to keep pin line, but it does just the same. At any rate, there must have been good money for the manufacturer under the former conditions if he can keep it up under the materially advanced prices for muslins and linens.—Clothier and Furnisher.

#### An Ice Expert.

Uncle Josh, fresh from Upcreek, had been inspecting the family ice-box.

"Henry," he said, "you told me you was gittin' artificial ice. The feller that sells it to you is foolin' you. I've looked at it, and tetch'd it, and if it ain't real ice, by gum, never saw any."

The worst of a bad memory is that it is always springing things on us that we fondly hoped we had forgotten.

Many a man who is clothed in his own righteousness has a mighty poor fit.

## Cutters

We have a large stock and can ship quick from Grand Rapids.

## Portland Cutters

From \$15.50 to \$21

## Nice Spring Cutters Surrey Bobs and Speeders

Remember  
Quick Shipments

**Brown & Sehler Co.**  
Grand Rapids, Mich.  
WHOLESALE ONLY

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

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

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

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

E. B. FISHER, Secretary.

## THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

# Are You a Storekeeper?

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

**TRADESMAN COMPANY, Grand Rapids, Mich**

# Business Men in Grand Rapids in 1871





## CLERKS' CORNER

**Why the Clerk Has Cut Out Drink.**  
The clerical worker has stopped drinking.

Whether it has resulted from the oceans of advice that have been laded to him by people whose specialty it is to tell how to succeed, or from the rules by which he is governed in many large establishments, or whether it merely is because he has reasoned the matter out for himself and arrived at a common sense conclusion, does not matter.

Any one who through past experience or knowledge doubts the reliability of this statement should investigate for himself. There probably is not a single manager of large offices in the city who has not observed within the last ten years, or even five, that a great change has taken place in the habits of his minor employees. Where Monday morning was once a time to be dreaded, due principally to the fact that on that morning several of the oldest and most skilled clerks in the office force were sure to be missing because of an overindulgence of liquid exhilarator on the evening before, now Monday is the best time of the week. Few clerks have been drunk during the rest day; comparatively few have drunk any more than was good for them. A good portion have rested decently and well. They are ready to begin the week with new energy, as was intended when the scheme of setting aside one day a week for rest first was devised.

The old order passeth, and in its place comes the new. Once upon a time it was different. Many clerks in the old days actually deluded themselves with the belief that it was desirable, if not necessary, for them at regular intervals to seek relaxation via the whisky route. Man always was eager to find an excuse for drunkenness and dissipation, and the clerk found his in the dry routine, monotony, and mental strain of his work. Unquestionably if there were occupations in which a man might find a real excuse for occasional drinking, the clerk's vocation is one of them. His work is monotonous to an appalling degree. He follows one routine day after day, week after week, year after year, with little or no variety. Each day as he comes to his desk he knows what will be waiting for him. There is nothing new to excite his interest, nothing complicated to tax his ingenuity and resource. The same old papers, the same old figures, the same old everything, all done sitting at the same old desk, is what he expects and what he gets. If he makes an error there is apt to be a diversion. Often such diversion is occasioned by unpleasant results, but even so it is not always unwelcome. Anything for a change—even a "calling down."

But when the clerk of ten years ago or so went out and relieved the monotony by drink he only bound his chains tighter and tighter and

rendered his monotony more certain. His drinking habits fastened him hopelessly in the rut. By following them he threw away his chances of eventually working out of the position of clerk, which practically was the only way for him to be quit of the things which he foolishly claimed drove him to drink. Every "drunk" made his situation more and more helpless.

The readiness with which certain employers acquiesced in this order of things helped the clerk along the downward path. Then the new order came in. Employers refused to put up with drunkenness even in their oldest clerks. A demand was created for a higher standard of efficiency in all grades, and the clerk felt the new movement along with others.

The employee who drank was discharged or strictly overlooked when promotions were to be made. Applicants for positions who used strong drink were refused consideration. A man could not be efficient if he drank, and efficient he must be to secure or hold a place.

The effect was not long coming. A new clerk came into existence, one who realized that it was neither necessary nor wise to dissipate, and who began to forge ahead. The old clerks were crowded out or reformed until to-day, as has been stated, the drinker in this line of work is the exception. Business conditions and demands have done what temperance lectures, sermons and tracts failed in.

Of course there still are many clerks who drink. However, they are looked down upon by their associates. No better proof of the spirit of the modern office worker could be had. Not only has the drinker lost standing with his employer but with his fellow employees as well. He is condemned by the employer, and pitied and ostracized by his fellow workers.

A certain packing company in the stock yards for the last twenty years has been in the custom of giving a \$5 gold piece for Christmas to each employe a year or more in its service. The force of the office here numbers approximately 600. Ten years ago on the night the distribution of money was made 440 of the 600 gold pieces were passed over the bars of the Halsted street saloons at the entrance of the yards. Last year, with a pay roll lengthened by a wonderful year of business, but 180 were changed in the same places. When it is explained that these figures were the result of a steady decline further comment is unnecessary.

This particular firm in the last decade has waged a strenuous war against drinking among its employees, but the decline in drinking represented may, with a little alteration, be taken as a general average of the improvement in this class of wage earners. The results have been such that employer and employee are to be heartily congratulated.

Orin H. Stanford.

### Australia Has Tallest Trees.

The tallest trees in the world are in a eucalyptus grove not far from Melbourne, Australia. Many of them are 300 feet high.

# Sell

Your Customers

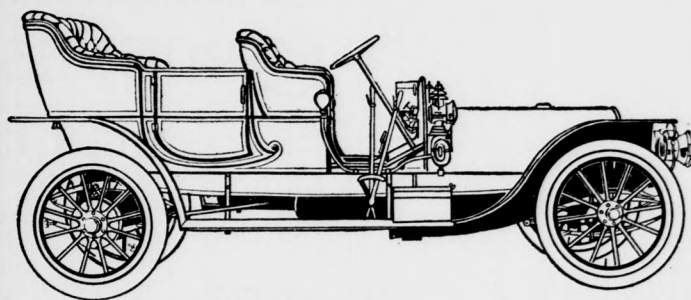
# YEAST FOAM

It is a Little Thing,

But Pays You

# A Big Profit

# FRANKLIN



## Type H Six Cylinder Touring Car \$4000.00

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

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

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

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

Shaft Drive Runabout - \$1800.00      Large Touring Car - - \$2800.00  
Light Touring Car - - \$1850.00      Six Cylinder Touring Car \$4000.00

**ADAMS & HART, West Michigan Selling Agents**

47-49 No. Division St.

Grand Rapids

## SOME IDIOSYNCRASIES.

## Those of Our Friends Grate on Our Nerves.

Written for the Tradesman.

"Why is it that some people are always sure to say the thing that wounds?" asked one who was smarting under the remark of a certain person, a remark either carelessly made or uttered with the intent to hurt.

"I may be foolish to care for such a little thing, but it almost brought the tears to my eyes just the same," she continued.

"Where I board they have no soft water. We are obliged to use the city water for all bathing purposes. The consequence is that, unless I take the utmost care of my hands, they show the lack. Down at the office where I work an even worse condition exists, for there the water is intensely cold so that, between the two—between the devil and the deep blue sea, as 'twere—my hands are like nutmeg graters.

"To-day, an unusual thing with me in regard to a certain fellow employe, I let my hands come in contact with hers in a little caress.

"I am not likely to repeat the endearment very soon, for at my touch she remarked:

"Oh, how rough your hands are!"

"I got away from her as soon as I could, for I didn't want her to see the tears fall that started to my eyes.

"You know, if you have wet in your eyes you can explain the moisture away so long as you don't let the tears drop;" and the girl's voice trembled a little and her eyes were suspiciously bright and misty with the recollection of the remark she just repeated.

It really was a tiny thing to cry over, as she said, but it is often the small unkindnesses that cut deeper than wrongs.

I know a lady who is short and as plump as a little partridge. I myself think she isn't too fat to be cunning.

We were talking over old times the other day when our talk reverted to former pleasant bicycle days. We do not live in the same town, but, both having been enthusiasts in the time when wheeling was fashionable, we found much to say along that line.

"You must have looked cute on a bicycle," I jollied.

"No, you are mistaken there," was the answer, "if the word of my family is to be at all relied upon," and the tone took on more than a tinge of bitterness. "My daughter, who is slender as a willow, always said I looked, on my wheel, like a tub with feet on it. Being cursed with flesh, I was always out of breath going up a long hill, and I was always falling off in the wrong place—if there is any falling-off place that is the right one. They were always poking fun at me and, although no one enjoyed the sport more than I did, I was really glad when the fad went out—I was the subject of so many cruel remarks.

"I recall one occurrence that especially wounded me, and from which I never recovered. I am angry, even at this late day, at the one who made it, for I know she did it on purpose to wound me.

"My husband, you know, is smaller for a man than I am for a woman.

"We were calling at this person's house when almost the first thing she said, on our entrance, was:

"Oh, Mrs. Wheeler, I've a picture I've been saving to show you!"

"And with that she went in another room and brought out a page she had torn from a comic magazine.

"It was of a great big whale of a woman on a tandem, being painfully peddled up a long steep hill by a little man about half her size. Her cheeks were puffed out of all proportion to her face, as if she were doing all the work of getting up the hill.

"Never mind, Henry," she was represented as saying to her husband, "we'll soon be at the top," while the poor little fellow looked ready to drop off from sheer exhaustion.

"When the woman we were calling on—who, you might know, is a little bit of a thing—thrust that picture in my hand with a satirical, self-satisfied laugh, and then had to take it from me and tote it over to my husband to see—well, I was simply furious. I even wished I were a lion, that I might tear her limb from limb!

"Of course that was very wicked in me. I should have swallowed the insult, with no boiling-over inside.

"This I did manage to do, so far as giving vent to my feelings was concerned.

"The acquaintance has been kept up to this day; but, do you know, after all these years, I scarcely ever enter her house but I still see her, in recollection, bringing to me that comic page from the other room and hear her spiteful laugh of exultation!"

Memory of an intended humiliation is hard to down; it is always rising, unbidden, like Banquo's ghost.

Another lady whom I know—a little rolly-polly of a woman who is

verging onto 40 but hates to acknowledge it—says that, of all things on earth that she would hate to have said of her, it would be that she "has a real good face." She says she would rather be slapped than to have that remarked about her.

I myself have heard a young woman say that same thing to one older than herself and not so goodlooking, and the face of the latter flushed a slow dull red, while her eyes took on an expression of hate not agreeable to see. I could easily imagine her feelings, and not half try, when the pretty and younger one said:

"No, you are not handsome, but you have a real GOOD look."

The one addressed would have preferred to be told she was homely as a hedge fence, most likely.

Another person who grates on us is the one who is everlasting wanting to talk about her own affairs to the exclusion of every other topic. She will pounce in on you at all hours of the day, use up your time while she recounts things interesting only to her, and then, if you try to get in a word edgewise about yourself or your own affairs, she will have no earthly use for you. I have even seen such an one begin to sidle out of the room, at the hint of such a thing on my part as presuming to speak of what lies nearest my heart, and then slide through the door with her face to me and shut it as I started to say a sentence about something pertaining to myself! This is an actual fact. I have had the thing happen more times than I have fingers on both hands, and it was the same girl each of the ten and more times that committed the shutting-of-the-door act. One could scarcely believe such a thing possible in regard to a young woman who claims to be—and considers herself—very much of a lady.

Her twin sister in offense is she

who, pretending to be all taken up with your conversation, yet allows her mind to wander, so that she answers at random and hits the topic wide of the mark, even averting her eyes to take in things going on around her that appeal to her far more than anything you may have to say. Her incoherent replies are no compliment to your social ability—and slight incentive to your sociability, as well.

These uncivil acts are all perpetrated on each other by the Sex Feminine. A man has more discernment, as a general proposition, even in his dealings with his brother man. And he never gives such occasion for harsh criticism in his conduct toward women. Usually he is too polite ever to allow a woman to see that she has reached the point of boredom. He "piles it on too thick," if anything, giving you the impression that he is enraptured with your conversation and your personality, which is really much more flattering to your vanity.

V.

## We Lead Them All

We think you would agree with us after examining our line of

**Blankets  
Plush and Fur Robes  
Fur Coats**

Can we not have your orders?  
Write us for price list.

**Sherwood Hall Co., Ltd.**  
Grand Rapids, Mich.

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

# HAND SAPOLIO

**HAND SAPOLIO** is a special toilet soap—superior to any other in countless ways—elicate enough for the baby's skin, and capable of removing any stain.  
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



## GOOD ROADS.

**Preliminary Work Must Be Undertaken by Enthusiasts.**

A great many merchants, realizing that the present condition of the roads in their locality is a detriment to their business, by increasing their expenses and lessening their profits, are very anxious to remedy it; but, not knowing how to go about it, accept things as they are, and content themselves with grumbling at the roads and the weather. The remedy lies with themselves and is very easily applied, with only a small outlay of time and energy. It is simply agitation of the road question.

No great movement for any purpose was ever adopted spontaneously; it was always discussed pro and con, often for a long period, and sometimes finally adopted only after strenuous opposition. Witness the American Revolution, which was started from a desire for certain reforms, kept alive by a few public-spirited agitators, and finally became an accomplished fact after strenuous opposition, both from the mother country and some of the citizens of the American colonies.

The average citizen of the country districts is usually in favor of good roads; he realizes that they will add to the value of his property, increase his comfort and pleasure, and, if he is a merchant, insure a more regular run of business, and better profits.

While people will nearly all agree to these things they do not make any very great effort to bring them about, either through lack of interest in the subject or because they do not know what is the best way to go about getting them. The first step is the agitation of the question by talking the matter over with their friends, neighbors and customers.

A merchant doing business with people living in different parts of his county has an acquaintance which should prove very valuable where a question of this kind arises: As a general rule, his farmer friends and customers look up to him to a certain extent and if he is at all popular in his community, he wields an influence that he does not realize, and which will assist him greatly if he starts the agitation of any question that is for the public good. If the merchant, who realizes that good roads are a good investment, will

make himself into a committee of one and take the opportunity of talking over this matter with his customers, explaining to them the advantages of having good roads, and keep on doing so at every chance he gets, he will soon create an impression and set his hearers thinking on the subject.

When he has at last succeeded in awakening an interest among his friends and customers, the next step is to organize them into a body which will have some influence on the political parties in his state and county. The first step toward this organization is the township or county Good Roads Association or Club. A nucleus of eight or ten responsible and public-spirited men who will earnestly and persistently agitate the good roads question is bound to succeed, and will in time grow to embrace most of the wide-awake and influential citizens of the county. Very few men of any standing will refuse to join in a movement of this kind if properly approached.

This preliminary work requires plenty of hard work, as nearly everyone is willing to have good roads, but not very anxious to work and get them; but, when you have at last organized your club, and have a good working membership, you will find it much easier to get recruits, owing to the fact that there are lots of people who want to get into the band wagon when they see that it is nearly full. There is usually considerable friendly rivalry between nearby towns, each one reaching after the other's trade, and where one town starts a good roads movement the nearby towns usually follow suit. As there is strength in numbers, it is then in order to bring the various township clubs into county organization, and as other counties form associations combine them into a compact whole as a State Good Roads Association.

There is one way to accomplish any permanent improvement, or to get good results, and that is through a state organization. The roads in a state are for the use and benefit of the whole people, and the state should bear its proportion of the cost of building and maintaining them.

The condition of the country roads has nearly as much bearing on the business welfare of the wholesale merchant in the city as it has on the

merchant in the country. They both lose trade when the roads are in bad condition.

The local town or county organization can secure the betterment of the roads in their immediate vicinity, but they can never get a permanent system of good roads unless they do it under state supervision, and with state aid, which means roads built under the direction of a state engineer, and on a uniform plan as to width, etc.

Several of the Eastern States have passed laws giving state aid for the building of roads, and the results have been more than satisfactory; these laws were put on the statute books mainly through the agitation of the question by good roads associations, organized along the lines outlined in this article.

Getting good roads is largely a question of politics. It is the men we elect to our public offices who decide this question for us, and the good roads clubs can exercise a great influence both at the conventions and elections if they will see to it that the candidates who are up for election are pledged to the good roads movement.

The secret of the success of any business, corporation, or political party lies in its organization, and the tendency of the times is more and more toward concentration of power in the hands of the few who have qualifications as leaders.

The success of the good roads movement depends on the organization of its advocates into a body which will exert its influence at the county and state conventions, by seeing that nominees for county and state offices are in favor of good roads, and will vote to get them, by inserting a good road plank in the platform of the various political parties, and most important of all, by seeing that the officers who are elected keep their promises in this respect.

This good roads question is one of the greatest questions before the American public to-day. It affects the public in so many ways and has such a direct bearing on the prosperity of the whole people that it should be put into the platform of every political party as one of the principal issues. All it needs is a few leaders who are willing to sacrifice some time and energy for the public good. If

but one merchant in each town will organize a good roads club, using his store as a meeting place, and through co-operation with other clubs in the state help for a state good roads association, he will find himself one of the leaders in a movement that will command the respectful attention of all political parties, that will get a good roads plank in their platform, and, best of all, that will get them what they are after: Good roads legislation.

Be one of the leaders. It is a good cause.—Drygoodsman.

## A Mine of Wealth

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

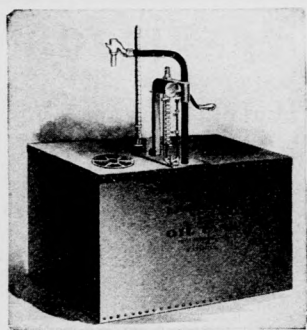
1. It furnishes the farmer a constant and profitable market for his milk or cream.
2. It relieves the merchant from the annoyance and loss incident to the purchase and sale of dairy butter.
3. It is a profitable investment for the stockholders.

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

**Hastings Industrial Co.**  
Chicago, Ill.

## FOR SALE General Stock

In thrifty Central Michigan town of 350 population, stock of shoes, dry goods and groceries. Inventories \$2,500. 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.



Cut No. 19  
One of Many Styles

## SEND FOR IT

Our new catalog M illustrates different styles of oil tanks. At least one of them will fill a long felt need in your store. Send for it.

We want you to know about the Bowser Perfect Self-Measuring Oil Tank. The tank that draws, measures and computes the money value all at one operation. It's explained in our catalog.

**S. F. BOWSER & CO., Inc.**

Mfrs. of Kerosene and Gasolene Tanks

FORT WAYNE, INDIANA



### Difference Between the Old Girl and the New.

The old girl wrote her name Sayde or Mayme. The new girl calls herself Sarah or Mary. The former is rapidly becoming as extinct as the dodo, and in another decade the places that have known her so long shall know her no more, for modern progress and evolution has brought us a new girl as well as a new woman.

Sayde was a fragile little creature, given to nerves and hysteria, and who thought a state of semi-invalidism rather interesting than otherwise. She wore 18-inch stays, and when she walked, which was as seldom as possible, she wobbled about on high-heeled shoes three sizes too small for her. She subsisted on a diet of chocolate creams and pie and pickles, and her doting mother wondered what could make the poor child so delicate. Sarah is half a head taller than Sayde and is cast in a different mold. She has a chest developed by deep breathing and physical culture and muscles hardened by athletic games. Upon occasion she, too, trails around in feminine frills and frivols, but she has also short skirts and heavy boots in which she takes long tramps, and she thinks nothing of rolling her shirt-sleeves back to her shoulders to play tennis or golf with some man, who finds her no mean adversary. It is the fashion to be healthy, and with blooming cheeks and bounding strength she has only the contemptuous pity for the girl whom she denominates as "sickly" that she bestows upon all who are not up with the times and generally in the swim.

When Sayde was being educated most of her time was devoted to acquiring accomplishments. She learned to play "The Maiden's Prayer" and "The Battle of Prague;" she spent hundreds of good dollars in "studying art" and executed monstrous landscapes and libelous portraits when she wasn't making wax or hair flowers. Sarah may have no more talent for music or art than Sayde had, but she has been taught not to meddle with the impossible and to respect her own limitations. She may not be able to make good music, but she knows it when she hears it, and is too humane to inflict bad upon her suffering fellow creatures. In Sayde's day every girl sang and played, and it was impossible to escape the martyrdom of their artless and unsophisticated performances. Now, if Sarah plays or sings you may be sure she has an especial talent, carefully trained, and that it will be thoroughly worth hearing. It is the same way in art. Here, too, her taste is cultivated. She knows a good photograph is a million times better than the crude daub of the amateur, and the day has gone by when the daughters of a family felt free to disfigure the walls with their handiwork, while as for making flow-

ers of wax or hair, she would just as soon think of perpetrating any other kind of vandalism.

Sayde used often to sustain a reputation of being "literary" on the strength of quoting poetry on every occasion and devouring sickly and sentimental novels of the "Inez" and "Beulah" type by the wholesale. Sarah calls all that kind of thing "stuff." She gets almost as many of her ideas from her brother as she does collars and cravats and she knows very well that if she should begin spouting any highfalutin' poetry to the ordinary Tom, Dick or Harry he would run and she would never see him again. When she reads it is apt to be something solid and she belongs to study classes. As a general thing, though, she is not as much given to books as Sayde was. There are so many more things to do now. Sayde spent whole days on a couch absorbed in the woes of heroines who insisted on sacrificing themselves and suffering on every occasion. Sarah belongs to a club or two. She is serving on a committee for a flower parade or a church fair. She goes out to watch the new football team practice. She is invited to an automobile luncheon, where they ride many miles to get to the club house. She really hasn't any time to spend in vicarious tears over imaginary woes and is too healthy-minded to enjoy it if she had.

If Sayde knew anything, it was her own affair. Nobody expected her to do anything but look pretty and act amiably. She wasn't expected to have an opinion on politics or current events. Men felt it their delightful privilege to enlighten her about who was President and it was no reflection on her not to know on her own account. It is different with Sarah. If she doesn't know what is going on, and isn't able to talk intelligently about everything, from the Japanese question down to the best record of the automobile, men call her a chump and steer clear of her. Only fancy Sarah having asked us, "Who was Dreyfus, anyway?" or, "Why did they make such a fuss about a cup? Couldn't that Sir What's-His-Name have bought just as good a one in London?" We might have thought that interesting in Sayde, but we would have been disgusted with Sarah. The mummy girl has had her day. She isn't in it now, and if you don't believe it, just watch what the girls are reading. Sayde looked over the marriage notices and the fashions in the papers. Sarah reads the dispatches and is up on sporting news. Sayde was brought up to believe that a woman's manifest destiny was matrimony and that her one object in life should be to achieve that as soon as possible. If a woman didn't marry—but the idea of being an old maid was a fate so horrible she shut her eyes and refused to contemplate it or prepare for such a contingency. Consequently the path of the Saydes is strewn with wrecks of happiness. Not every one who goes a-hunting bags the game, and many Saydes failed to find husbands. No one had taken the trouble to fit them for such a misfortune. They had been taught to

spend money, not to make it, with the comfortable belief that a man would always appear on the scene to pay the bills. He did not come, but the time did when they must earn their own bread and butter, or starve. They had no tools to work with and no knowledge of how to use them, and in all the world there is nothing more pitiful than these helpless old maids. Sarah is being forearmed against such a fate. There are other careers open to her now besides marrying for a living, and if she remains single it is regarded as a matter of taste and personal preference, as if she might choose law instead of medicine. Sarah's parents seem to have at last wakened up to the fact that it is within the bounds of possibility for her not

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to draw a capital prize in the matrimonial lottery and have begun to prepare her for something else, and in many homes the choice of the daughter's profession is being considered just as earnestly and intelligently as the son's. Sayde's fate was left to chance. Reason and sense are to guide Sarah's.

Conditions change, but not human nature, and Sarah will marry just as often as Sayde did, but she will stand a better chance of happiness. Sayde often married a man unworthy of her because she was getting near the danger line of spinsterhood and was afraid of being an old maid or because she needed a home. Sarah finds so much that is pleasant in the life of the bachelor woman with its freedom that old maidhood has no terrors for her. If she has inherited money, she has been taught how to look after her property; if she is poor, she has learned some trade or profession by which she can support herself, and so she can afford to regard matrimony from the dispassionate standpoint of a luxury instead of a necessity. It isn't anybody, good Lord, anybody, with her, and when she marries her husband will have reason to be proud of himself for having met the requirements of her exacting ideal.

Sayde was apt, after marriage, to get dowdy, because she felt that she had achieved her career by marrying and there wasn't anything left to do. She got sulky or cross when John, growing tired of her conversation, resumed the club ways of his bachelorhood, and she ran up as big bills as she thought he would pay without too much grumbling. Sarah, on the other hand, feels that marriage is merely the beginning of a partnership and that half of the happiness and success of the venture is going to depend on her. She takes care of herself and makes her home attractive, because, having worked herself in the business world, she remembers just how restful and soothing it is to come back at night when one is wearied to some place where the beauty and the quiet seem to soothe one's senses like a benediction. Having earned money, she knows the value of a dollar and does not run into senseless extravagance, and having touched the broader life of the world, she has the deeper sympathy and insight and the tolerance that Sayde could never have given the man she loved, because her very ignorance made her narrow.

Sayde has had her day. Sarah is having hers. There was much that was sweet and lovely and admirable about the old girl. She was the bud, but the new girl is the perfect rose of civilization. Dorothy Dix.

#### Prodigality of the Young Worker.

The prodigality of the American young man is a pertinent subject of everyday discussion at the present time. Unlike his sire and his grand-sire, he is not laying aside his first dollar, and beside that placing his second and third, thus forming a permanent foundation for a future fortune. The average youth of to-day earns and spends with little thought for the future.

In illustration, a young man a few evenings ago, while dining in company with a few jovial friends, at the close of the supper thoughtfully extended his opened palm to those who made up the party. "Since I entered upon my present job," he said, "I have drawn just \$869.15, and to show what a careful and industrious man can do on occasion here is the 15 cents."

The speaker was what is known as a "good fellow." He is ever a welcome comrade and has a reputation of always "spending his share" when out with "the boys." Other than being a good fellow he has practically no bad habits. He is a man of strictly moral habits, and the money all had gone for expenses termed "legitimate." He was drawing a comfortable salary at the same time, yet it had all gone, and he had but a full wardrobe and a circle of good friends to show for his time.

A Waukegan, Ill., saloonkeeper recently found while counting the cash in his till at the close of a day's business a dollar bill, across the face of which was written with an indelible pencil, "The last of a fool's half million." The tragedy of the sentence was ominous, and one is wont to wonder how many of the half million similar bills preceded the last into the coffers of the liquor seller.

A boy bordering on manhood fell heir to a sum almost princely. He left his home and friends and for two years lived a fast life. At the end of that time he came back to his native town broken in purse and almost broken in health. He secured a clerkship in a store and for several months was a model of industry, earning the heartiest commendation of his employer.

However, he had the misfortune to be supplied with a surplus of wealthy relatives, and in the course of time fell heir once more to a similar amount. A friend called upon him as soon as the news was announced to congratulate him. To his surprise he found the young man, made wealthy for the second time, in bed with a shadow of deepest gloom covering his features.

The friend attempted to give him cheer. He asked him what his trouble could be, telling him that with his good fortune he should be wreathed in smiles.

"But," said the victim of onthrust wealth, "you know what it did to me before, and to think that I have those two years to live all over again."

Lester B. Colby.

#### New Theory As To Plants.

Plants are by no means so stupid or so helpless as they commonly get credit for being. No matter how a beech happens to be placed in the ground, the root will turn down and the stem grow up into the air and there manage somehow or other to find its way to the nearest support.

Especially remarkable is the behavior of vegetables toward light. House plants, as everyone knows, grow in the direction of the window, but if the pot be turned halfway around the leaves will nevertheless manage to screw themselves back into their old position and the sunflower will

"rubber round" all day long so as to stare at the sun. In temperate countries leaves grow at right angles to the rays of light to get as much of it as possible; in the tropics they set themselves edgewise to get as little.

Evidently, then, plants come at least as near seeing as do some animals. Pretty much all that has been known about the matter, however, is that they attend only to the blue rays of the sun, for although they will grow perfectly well in red or yellow light they show not the slightest inclination to turn toward it.

A German botanist, Haberlandt, who for many years has been studying these problems, has concluded that the whole upper surface of each leaf is a sort of compound eye. The

thin, translucent skin, which in most plants covers the green, succulent tissue of the leaf, is itself in certain cases composed of innumerable rounded cells. These, thinks Professor Haberlandt, are so many minute lenses which concentrate the light upon the living substance below and enable the plant to distinguish between light and darkness or between weak light and strong, although not, of course, to see objects. Such primitive lenses he finds in the fig, ivy, magnolia, wood sorrel and other plants.

At any rate, plants do act as if they could see and Professor Haberlandt has found that each of these supposed sense organs can be made to print a bright spot on a photographic plate.

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## WRITING FOR MONEY.

## No Longer Any Money in Writing Fiction.

Written for the Tradesman.

The gray-haired book-keeper who sits on a high stool at the back of Goings & Company's grocery has a wide knowledge of the world, and has, at some time in his career, been up against nearly every proposition of industrial life. He has worked with the brickyard gang, has published a country newspaper, has struggled with assignments on the city side of a big daily, and has operated about every kind of store known to modern commercial life. Now he keeps books and lives all alone in a bachelor flat, and will say, if you ask him, that he is having the time of his life.

Yesterday the old man sat swinging his feet from the stool when the new clerk came in with a cheap monthly paper in his hand. He passed the paper over to the book-keeper and sat down on the counter with a grin of triumph.

"There's a story in there that I wrote," he said. "I've got a lot more that I'm going to send on to-night."

"Did they pay for it?" asked the old man.

"No," said the clerk. "You see, I'm just an apprentice. I had to work here three months before I got on the payroll."

"But the grocer taught you something. These people don't."

"Oh, I'll get pay when I get my name up," said the young man.

"I infer," said the book-keeper, "that you are out for a literary life?"

"That's it."

"Then I'd advise you to quit it," said the book-keeper.

"That's what they all say. Why?"

"Because there are too many men and women willing to write for nothing in order to get their names into print. That is one reason."

"Well, there must be others," said the clerk. "Spit 'em out."

"Well," said the old man, "another is that there are a thousand readable stories written where there are two printed and paid for. You stick to the grocery business, and in time you will have a little store of your own with a red front and an overdraft at the bank."

"Not for me," was the reply.

"Go your own way to perdition," said the old man. "I think, however, that you will soon get weary of sending a month's work off to some publisher marked \$5. Let us suppose, just for the sake of argument, that you have sent a story of merit to a leading magazine. Let us see what is done with it. On the day your story reaches the office about 100 more are received. The publication uses about five stories a month and gets a hundred a day. Every sixth day the editor may buy a story out of the 600 which have been sent in."

"I think you've been up against the game, and left it good and sore," said the clerk. "I guess somebody's got to butt in, or there won't be any good writers when the present ones die."

"Now," continued the book-keeper, "we will presume, still for the sake of

argument, that your story is the best one of the 100 received that day. We will drop all talk about getting a new plot and doing the story up to the Queen's taste, and suppose that you know how to build a good story."

"You're improving," laughed the clerk.

"Now, let me tell you what becomes of your story, the best of the day, mind you. First, it is passed over to a reader, who is usually an old has-been or a never-was, and who is sour because he can't get his own stories accepted. The job of reader is not an important one. He merely saves the editor the trouble of looking through a lot of unavailable stuff. If he is liberal-minded on the day he reaches your story he passes it back to the editor with a good report. That is the first stage."

A child came in and asked for a stick of candy, and the rising young author went forward and waited on her. When he returned to the book-keeper's desk he was laughing.

"There're no cent orders in writing fiction, are there?" he asked.

"Worse," replied the old man.

"I don't see how that can be. They don't buy stories for a cent, do they?"

"They buy 'em for nothing," said the book-keeper.

"Then the writers must be light-headed."

"We will not discuss that," replied the old man.

"Well, go on with your history of the story. What happens to it next? Gee! But I guess you have been there, all right. Next."

"Now your story, fairly good from a literary point of view, reaches the editor of the magazine. He glances through it hastily, perhaps reading only the first and last pages. Then, if he is interested, he gives it a careful examination. He recognizes the merit of construction. He admires the original plot, he likes the snappy dialogue, he is pleased with it because it leaves a good taste in the mouth. But! But! But! But this story deals with a girl and a man in an automobile on a rainy night, on a dark and muddy road, and he had just accepted three stories dealing with a girl and a man in an automobile! He can't devote his publication to a single brand of stories, and so your story—the best one of the hundred received that day—is returned without a word to show that it was rejected because stories of a similar nature were in stock. This is the first stage."

"Now, you send the story out again. It is received in an editor's room with a bushel of others. The reader passes it back to the editor for return. He knows that it is a good story, but he is prejudiced against automobile stories! The editor does not look at it. If he had he would have bought it for the snappy dialogue. He has nothing of the sort on hand. But the reader has queered you. Back comes your story, and you are ready to toss it into the fire. You don't know that it was sent back by a man whose judgment you would not accept on an advertising circular. You only know that

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Tradesman Building

Grand Rapids



you have the manuscript instead of the check you had hoped for.

"You then put the story away to season, and in about a month rewrite a page or two and send it out again. The reader makes a favorable report and the editor puts the story in his pocket and takes it home with him, resolved to read it to his wife some evening. He leaves it on his table and forgets it. After a week the wife lays it by his breakfast bacon. She has a horror of snappy dialogue. She thinks it is silly. She says the story is no good, and the editor sends it back. There is still no memorandum showing why it is sent back. The editor is the only form of animal life who will not give a reason for his rejection of goods offered in the open market.

"By this time you begin to feel sorry for yourself. You want to get out on the road putting up advertising signs or something like that. But in time you rewrite another page of the story and send it out again. Once more it reaches the editor of a magazine. This editor sees the merit in the story and marks it for purchase. It is scheduled for publication the first of the year, and when it is printed you will receive pay for it. Cheerful prospect, that!"

"It does look as though a man would need a grocery to live on if he started out to become famous as an author."

"The editor lays the story out for the artist, and along comes the owner of the magazine. He wears a large hat and is fat at the bank. He has just been out with the literary men who annex soap advertisements and advertisements offering to teach you how to build a sky-scraper in a week for \$3.99. These men have told him that the advertisers do not like dialogue stories about men and girls in automobiles. They want stories about how a boy began work on the grade of the Rebate & Waterstock Railroad and made a red-fire finish as president of the company. The owner picks up your story and lets out a yell that might be heard across a mile of circus procession, and back comes your effort, with no word to show how near it came to getting in type."

The clerk laughed and poked the old book-keeper in the ribs with a prime cigar.

"Here," he said, "I'll bet this is the first pay you ever received for a nightmare lecture. I know how you feel about story work. You've got a trunkful at home, and you can't work 'em off."

"I've got more than a trunkful at home," said the book-keeper, "and I am going to keep them there. If I ever do any more writing outside of these books I'm going to advise young men for their own good."

"Come again!"

"I'm going to tell 'em that the clerk who knows how to handle goods and wait on customers is worth a hundred of the chaps who sit down on their father's income and try to look literary. You get a little corner somewhere, in about two years, and get trade enough to keep you eating, and then you can sit down and write stories if you want to. But

be sure that you have your eatings provided for first."

The clerk laughed and went out in front to wait on a customer who wanted three cents' worth of cinnamon. When he returned he said:

"The old grocery business looks pretty good to me. I'd rather be a field than a Kipling. You bet!"

Alfred B. Tozer.

### Stenographers Who Enjoy a So-Called Literary Woman.

Written for the Tradesman.

We were pounding away on our typewriters—my assistant and I—when the Lady Who Talks popped in. Some of the office clerks make fun of her, but they are not acquainted with her; they don't know her pure goodness of heart and so they look upon her rhapsodies as decidedly a bore. And, because of this, my understudy and I have fallen into the way of stopping our work when she comes in, and, instead of allowing her to sit out a lonesome wait on a dreary long settee way off by herself, one of us offers her a chair by our desks and, as I said, we stop our work and listen to her talk. This is killing more than a single bird with one stone: 1. We are doing the lady a good turn by allowing her to talk to us; 2. We are helping the firm by making it so pleasant for her that she will patronize us again; 3. We are saving others of the office force the annoyance of having to listen to an outsider whose talk they call "rot," because she lives in a world above them, a world peopled with authors and her dreams; 4. We two really enjoy the lady's flowery language, and we feel uplifted and helped by the high-sounding sentiments to which she gives vent.

"My!" says the little assistant, as she takes a long breath, when the lady has left, "let me swim out while still I have strength for the piscatorial feat. I feel as if I don't know who I am and must find out. It is as if she lived in another sphere and had come to visit us and help us mount to that broad plateau where she dwells. Her head's among the stars and I feel my insignificance."

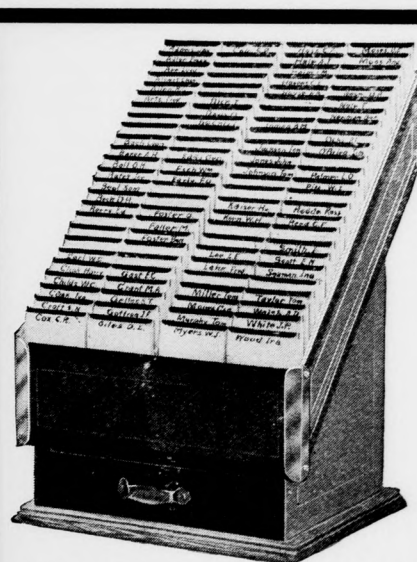
And this would explain the situation in our office if you saw a highly intellectual lady descending to a couple of stenographers who were paying heed with a rapt—but perhaps dazed—expression on their countenances the while the eldest of the trio quoted poets and sages galore.

And if you saw us thus entertaining the above-referred-to lady you would find us transgressing none of the rules of the office, for the employer is only too glad to be spared the lost time of stopping his work and waiting on her himself. He turns her over to us to amuse until the foreman is at leisure. And we girls are ourselves entertained because the lady knows books from A to Z and tells us things we can't get the time to read.

R. N. W.

The man who figures on everything never cuts much of a figure in anything.

The world does not want to hear of a golden heaven; it waits for the golden heart.



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### Pertinent Hints for the Manager of Shoe Store.

In most shoe stores January is the time for stock taking. The holiday season is over and with it the holiday rush. The first week in January is usually one in which trade is rather quiet and quite naturally would be the one in which to close up this year's accounts and to start afresh. But as has been advised in previous years, January is too early in the winter season to take account of the shoe stock, for a large part of the winter season's trade comes during the first month of the year, and February 1, or even February 15, is a much better time in which to take inventory and to add new goods.

With the beginning of the year quite a number of our subscribers have decided to start a shoe department and are making the necessary plans and changes for opening up in season for the spring trade. A letter from one of our valued subscribers contemplating such a change has in it questions of arrangement and furnishing which may well be answered here, for every editor of a trade journal has found out by practical experience that where one person desires information and asks for it, twenty others would like the same, even although they have not taken the trouble to make the enquiry.

The above mentioned correspondent, having read this department from month to month and having looked into the question, has come to the conclusion that there is money in a shoe department, and that besides the profit which accrues from that department in itself, it is beneficial to all other departments because it brings more customers to the store. This correspondent has a well established and well situated store, but is not quite sure that he can install a comfortable department in the available space. By careful study and much planning he finds that he can spare only a space 20x25 feet, in which to install a shoe department, and he fears this is not large enough in which to do business comfortably, and he asks for information regarding the best way to arrange a new department, if it is possible to do so satisfactorily.

It would require a careful and close study of the whole store in order to answer the above question exactly. In the absence of all other details no complete plan could be made, but a bare outline can be suggested. If the department is to be situated in the middle of the store so that the four sides are available for shelving it would allow for quite a little more than if it were situated at the end of the store with large windows, and with doors or arches leading to other departments. The store he states is 16 feet high and this would allow more available space shelf room than the case in a lower studded establishment, but would necessitate some way of reaching the goods placed

there. Permanent rolling ladders would take up more floor room than could be afforded in so small a space. If, however, this upper part could be arranged as a gallery or balcony it would offer a most convenient place for extra stock. Such shelving, however, can only be used for duplicate stock, for it would manifestly take too much time for salesmen to sell goods which are so difficult of access. Twenty by twenty-five feet is not a large space, but there are one or two exclusive shoe stores in almost every large city where a lively and profitable business is done in even so small an area. In such cases the seats for trying-on must be located where they will take up the least possible room, but they must not be so placed as to crowd either the salesmen or the customers, and they should be of the opera-chair design, to fold up when not in use. Every inch of wall space within the easy reach of the salesmen must be utilized if a fairly large stock is to be carried, and shelving for this purpose should run nearly to the floor and up just as far as the average clerk can reach comfortably. If the stock is so large as to require more shelf space, a small metal step, something similar to the step on the backbone of a bicycle should be placed on every upright of the shelving, about eighteen inches from the floor, and at a proper distance above, a handle, so that the clerk can put one foot on the step and grasp the handle in one hand, and thus lift himself so he can reach the cartons a foot or more higher.

The merchant who inaugurates a shoe department should begin with only a moderate line of shoes, and not carry too extensive an assortment. For it is better to have a few styles and full stock of sizes than a large number of styles and a thinner assortment. The dealer who stocks up on the latter plan will find himself in trouble all the time unless he is close to his wholesale supply, while the one who has a stock well sorted up can generally suit his customers from the styles on hand, and is sure to have the proper size and width in stock.

The tendency of all kinds of merchandise is towards higher prices, and the merchant who starts a men's shoe department to-day will do well to establish it on the basis of a \$4 shoe. For while many people have been accustomed to paying \$3.50 for their shoes, the high cost of leather and labor is such that the shoe which sold a year or two ago at that price must be sold at \$4 to-day, and with the prosperity of the country shown in the advance of wages as well as in the incomes of producers and merchants, the increase is nothing more than natural and proportional. The idea in starting a department on this basis is that you can sell a good shoe that is satisfactory for that price whereas, at a lower figure there is likely to be some dissatisfaction on the part of the customers, and no one can afford to make customers dissatisfied just at the time when he needs the good will of everybody who enters his doors.

It was thought a year ago that the demand for patent leather for summer wear was declining, but manufacturers of men's fine shoes have received more advance orders for shoes of this leather than in any previous season. There is also a big demand for vici kid shoes, and a fairly large call for shoes of white canvas. All these are low cuts, either straight oxfords, blucher oxfords, or ties, and there is no doubt that the coming season will show a bigger call for low shoes than ever before. Oxfords are cool, light and comfortable, while a constantly increasing number of people are wearing them all the year around. Therefore, the buyer should prepare for this demand. There is no strong necessity for economizing on his order for high cuts, however, because these can be sold during the cooler seasons, if they go hard during the hot months, whereas, it would be a difficult matter to push oxfords during the cooler weather.

While there are some freak styles being shown for spring and summer wear, there are but few marked changes in the regular standard lines. The high military heels, which have been pushed by manufacturers for the last three or four years, are not so popular as they were; the general run of men preferring the low common sense heel. Toes run from the fairly wide to the moderately narrow, and really one is as stylish as the other, each man buying according to his individual taste.

A new feature in some of the heavier shoes is the insertion of a very long counter which runs forward as far as the instep on the inside of the foot, and which, in connection with a broader steel shank, really makes a combination of arch supporter and shoe while adding but little to its weight. This shoe is one which will commend itself to men who are on their feet most of the time, and especially those who do more standing than walking. Many people are to-day wearing arch supporters inside their shoes, and this new shoe is designed as a substitute for the wearing of heavy, leather-covered metal arch supporters inside of the ordinary footwear. — Clothier and Furnisher.

#### The Scapegoat.

Now, when anything goes wrong,  
Blame your wife.  
If the butter is too strong,  
Blame your wife.  
If the coffee is too weak,  
If the bath tub springs a leak—  
Blame it on your patient, meek  
Little wife.

If the rain comes pouring down,  
Blame your wife.  
If the stock or chickens drown,  
Blame your wife.  
If by sharpers you're beguiled,  
If you are Misfortune's child—  
Blame your all-enduring, mild  
Little wife.

If you suffer from the gout,  
Blame your wife.  
If you're getting down and out,  
Blame your wife.  
Sure for anything that's bad,  
She's the one at fault, egad!  
Blame it all upon your sad  
Little wife.

#### Immune from Certain Diseases.

Employes in salt works never get cholera, scarlet fever, influenza or colds.

The rich man always goes to extremes. He either buys an automobile, or walks to save car fare.

# REEDER'S GRAND RAPIDS

Have a large stock  
for immediate  
delivery

# HOOD RUBBERS



The goods are right

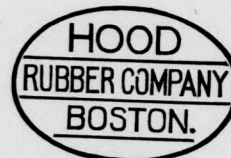
The price is right

They are

**NOT**

made by a

**TRUST**



**Geo. H. Reeder & Co.**

State Agents

Grand Rapids, Mich.



## STORIES OF HUMAN NATURE.

**What Happened When Jack Hartman Stood Firm.**

Written for the Tradesman.

This is a story about a man named Hartman, Jack Hartman. He had a small business and he was struggling to make a success of it. He also had a wife and in the main they were happy together. The times when they were not happy came when she couldn't have her own way.

On one occasion she set her heart upon having their house enlarged and refurnished. He knew they couldn't afford it and said so.

"The Hills have enlarged theirs and furnished it just lovely and his business is no better than yours," she argued.

"Can't help what the Hills are doing; I can't spare the money out of the business. The only way would be to borrow and mortgage back on the property, and there never has been a scratch against this home and there isn't going to be now."

"I will chattel-mortgage my piano to raise the money," she exclaimed with an air similar to the one used by Queen Isabella of Spain at the time she offered to pledge her jewels to provide funds for the expedition of Columbus.

Jack explained to her as kindly as possible that if the piano were to be sold out and out it wouldn't bring one-tenth enough money to make the repairs she was contemplating.

"Madge Luella, we just can't do it. I should like to ever so much, but we just can't."

The rest that was said she said. It was highly personal in character and delivered between sobs.

"Jack Hartman—you are just the closest man—with money—I ever saw—just—almost stingy. I wish I never had left—papa's—dear old home. I'm never going out to call on my friends any more, for I just—can't bear—to have people coming—to see me—in this shabby—old hole!"

Jack went to his store with a heavy heart. The tearful, reproaching face of Madge Luella rose before him many times while he was at his work during the day. He had always provided for his wife as liberally as his means would allow. The house she lived in had cost considerably more money than "papa's dear old home" which she wished she never had left. The improvements she wanted would be very desirable if they could afford them, but as they could not he saw he must remain firm.

Madge Luella was frigidly silent that evening and the matter was not referred to again.

What was Jack's surprise in a few days when he accidentally overheard his wife talking to a caller in this wise:

"Yes, the Hills have their house fixed up quite nice, still I should have had those parlors different. We thought some of building an addition to our house, but I haven't yet been able to make up my mind just how I want it. We wish to get our plans thoroughly formulated before we begin."

Several months afterward, when Fred Hill had gone "broke," Jack

chanced to overhear another conversation. A number of ladies were present and the talk was animated. He distinguished Madge Luella's clear voice:

"I am sure I should rather live in a shanty that was paid for than in a mansion with a mortgage on it. A business man needs to be careful of his expenditures. My husband is generous to a fault, but he has conservative judgment."

Then so many got to talking that he couldn't tell what anyone was saying. He happened to think that he had been listening to what was not intended for his ears and closed the door. But he was happy.

Quillo.

**A Sears-Roebuck Shoe.**

A Winfield shoe merchant recently caught a chance to show a mail order customer something in the way of outside compared with home sold shoes. The mail orderer was convinced and will probably not try it again on anything. The customer showed the local dealer a miserable shoe he had bought from a mail order house for which he had paid \$2.48 and express charges. The shoe had not worn well, had quickly lost its shape and was soon broken through in a number of places. Altogether it was a bum shoe. The local dealer could for \$2 have sold him one that would have lasted three or four times as long.

The dealer "opened" one of the mail order shoes and showed how it was built. The upper was a poor grade of sheep skin; the vamp was

better, but also sheep skin, and barely lapped under the toe cap, to which it was stitched. The counter was paper, with a layer of thin sheep skin over it. The insole was paper; the shank "spring" was bristol board, the "filling" between the insole and outer sole was paper. The outsole and the heel were leather; a narrow strip of leather around the filling and another around the insole formed the welt.

Beside this the dealer placed an honest made shoe cut in half. It was all leather, not sheep skin. The vamp went forward under the toe cap and was welted in under the sole all the way around. The counter was sole leather and the insole, outsole and filler were three solid pieces of good sole leather. He could sell a shoe of that make for \$2.50, and make a little money on it.

**Medical Yarn.**

A prominent Southern physician, on reaching his office one morning, found an old negro who had been a servant in his family standing in the waiting room. The old negro, after mentioning several painful symptoms, related his usual hard-luck story.

The physician filled a small bottle and said: "Take a teaspoonful of this, Mose, after each meal and come back in a day or two if you do not feel better."

"Mr. John, I can't take dat medicine," answered Mose.

"You will have to take it if you want to get well."

"How'm I gwine take it? Whar'm I gwine get de meals?"

# If Your Trade Demands Good Rubbers

## Sell Them Beacon Falls



They are a sterling, dependable article, not made to "sell at a price," and can be relied on to give satisfaction. They fit, look and wear well, and cost no more than many other lines much inferior in point of quality.

Drop us a card and we will be glad to send samples prepaid.

### The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

### New Things in Neckwear for Spring and Summer.

Attention is now directed toward spring and summer, the holiday trade in cravats having been of such proportions as to leave little opportunity for the manufacturers to consider aught else. Nothing radically different appears in the new lines on view. Indeed, so thoroughly has the field of patterns and color treatments been covered that it is almost impossible to produce anything notably and distinctively unordinary. Present conditions in the industry do not call for such precise calculations as were required some years ago. Merchants are gratifying their own sweet fancies in placing orders, with the obvious result that no one or two shades have a practical monopoly of it. Indeed, the manufacturers have not been disposed to confine their efforts principally to a few promising shades or weaves, but have presented a most comprehensive variety, sufficient, surely, to meet all requirements. It has been recalled of late how but a few years ago one color, brown, was so featured as to be "done to death," to use the expression of a custom maker of class. Nowadays shapes and widths are of more concern than hues. Retailers are not ignoring a patent tendency, as is demonstrated by invariable reports of larger demands for the shades endorsed by fashion. But their own insistence upon securing something unlike their neighbor's and the greater degree of individuality in dress now prevalent combine to militate strongly against a "run" on particular offerings. It's a case pretty generally of "anything goes."

Inspection of the new season's showings reveals a pronounced leaning toward check and plaid effects. Delicate tints are conspicuous, a welcome relief from the quite sombre effects characteristic of winter. There is less hesitancy about presenting vivid colors, and their abundance is based upon sound reason. During autumn the shops of class gave unwonted prominence to purples, scarlet and others equally noisome. The exclusive trade, always less conservative than the popular, was not slow to buy them and not backward about wearing them. Recently the trend has been toward more sober treatments. But only to a trifle less radical degree have the vivid hues moved among the shops that appeal to the generality of men. So from the standpoint of either class of custom the plenitude of sprightly numbers for the months when Nature dons her gayest raiment seems to be in line with the "to-be-expected." The current is favorable to the trade, too, as men tire of them more quickly.

French seam four-in-hands, temporarily side-tracked by the decided vogue of folded-in squares, are regarded with favor for spring. Two and a quarter inches will be the preferred width, while in the more expensive goods two inches will be the prevailing width. Ties will unquestionably figure importantly in the demand, the ends measuring 2½ inches and more and the cut permitting of a small knot.

The newest effects in designs in four-in-hands and ties include lengthwise scrolls and diagonal stripe and figure combinations. Runchundas will naturally come to the front for summer wear, and for this use there is much to commend them. Crepes and grenadines were in such hearty request during 1906 that they will be accorded a foremost place in the orders of the better class haberdashers. The same is true of knit cravats, to which young men are particularly partial.

Solid colors and self-effects are now making way for contrasts. With these more striking and beautiful treatments may be obtained, especially in the lustrous silks, and the change is therefore most welcome. Bias and vertical stripes and cords are shown in wide variety of color combinations. Browns and greens have been most in demand during the past month, principally in the darker shades, and both are looked upon as promising for spring.

Wash fabrics will assuredly be strong, despite the extent to which the market was flooded with them a year back. Recalling the necessity of disposing of these goods at material reductions last summer in order to clear shelves for the autumn stock, some have been disposed to question the advisability of putting much reliance on them. We are firm in the conviction that tubable cravattings will be even more conspicuous in orders than heretofore. There's something in their cool, cleanly look which pleases the multitude, and there's no indication of any desire to accord their place to another. So many beautiful self and contrasting patterns are produced that their popularity is not to be regarded as an evanescent fad. In the better grades small raised figures in bright colors appear in generous assortment. If these be hand-worked the cost is naturally above the machine made.—Haberdasher.

#### Explicit.

"Expert legal testimony," says a well-known member of the New York bar, "can easily be made a two-edged weapon in court."

"A clever and capable mining engineer was obliged to take the stand as an expert in a suit in Nevada a couple of years ago. The case involved large issues."

"The examination was conducted by a young and smart attorney, who patronized the expert with all the authority of half a dozen years of practice."

"One of his questions related to the form in which the ore was found, a form generally known as 'kidney lumps.'"

"Now, sir," said the attorney, "how large are these lumps? You say that they are oblong in shape. Are they as long as my head?"

"Yes," replied the expert, "but not nearly so thick."

He who never worked at religion is always sure it is worn out.

There is no service of the real without recognition of the ideal.

## HARD PAN SHOES

FOR MEN, BOYS & YOUTHS  
HONEST WEAR IN EVERY PAIR

## SOLD HERE

MADE BY  
**THE HEROLD-BERTSCH SHOE CO.**

---

THE SIGN OF GOOD BUSINESS.

### The Sign of Good Business

In nearly every town in the Middle West you'll find this sign and wherever you find it you'll find a live wide-awake fellow with about all the business that he can comfortably handle—and you'll find that he sells two-thirds of his come-again customers

## Hard-Pan Shoes

But one dealer in a town can get them. If your town isn't taken care of, get busy, fire a postal right away for a sample case. The opportunity is yours today—tomorrow may be too late.

**Our Name on the Strap of Every Pair**

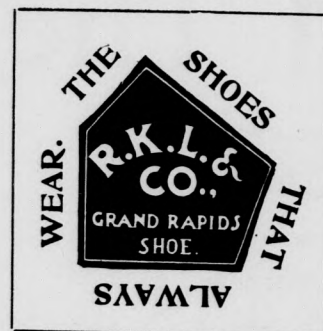
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**HEROLD-BERTSCH SHOE CO.**  
Makers of Shoes  
GRAND RAPIDS, MICH.

### The Shoes That Always Wear

We know your end of shoe selling, being just as familiar with it as you are, hence we know with what you have to contend.

With this knowledge before us we build our shoes to meet your customer's exact wants in service, style and comfort. Our shoes are so much better than the average that wearers who have tried them prefer them to any others.



A wear test of any of them will prove this statement to you.

We want a live customer in every locality. If our shoes are not sold in your town you cannot start the new year any better than by selecting a few numbers from our salesman's samples.

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



**Slick Scheme for Stimulating Demand for His Goods.**

"Speaking of smooth traveling men," said a drummer not long ago, "there used to be a fellow by the name of Brown who traveled in the West who beat anything I ever saw. I think he laid awake nights thinking up schemes. On one occasion he struck a Western town where there was a big revival going on and right there he saw a chance to get in his work. He was selling tobaccos and making a lead on one particular brand of chewing tobacco. He went to the revival and when the time came for giving in experiences he arose and spoke about as follows:

"My Dear Brethren—I, too, was a sinner until this day, but I came in to this meeting to-night and am saved. For nearly thirty years I never touched liquor or tobacco in any form. But one day I saw an advertisement, prepared, I have no doubt, by the devil himself, and in a weak moment I fell. I saw an advertisement of Bolivar's cut plug chewing tobacco and the name stuck in my mind and abided with me until I went into a cigar store and asked if they had any of Bolivar's cut plug chewing tobacco. Alas, they did, for I found that it had a wide sale and I purchased a package and opened it and drew forth a hundred dollar bill, for it was the custom of those godless manufacturers of Bolivar's cut plug chewing tobacco to put money in some of their packages of Bolivar's cut plug chewing tobacco in order to tempt men to sin. From that moment I became a different man. The bill was a genuine one. Alas, that it should have been so, and with it I bought rum and whisky and other packages of Bolivar's cut plug chewing tobacco. Sometimes I would find in one of these packages a ten dollar bill and sometimes a twenty dollar bill and this money I would spend in riotous living. This very morning I went into a liquor store right here in this very town and there saw a fresh case of this same Bolivar's cut plug chewing tobacco. I purchased it, opened it and what did I find?" At this point the preachers and lay members and newly saved sinners about the altar were all standing up and craning their necks toward the drummer. He went on: "I found this twenty dollar bill, which I cheerfully donate to this good cause in the hope that my hearers will be warned by my example and keep away from that invention of the devil, Bolivar's cut plug chewing tobacco."

The next morning there wasn't a package of this tobacco left in the town and all the dealers in the town were giving him orders for a fresh supply.

**Good Report from the Pure Food City.**

Battle Creek, Jan. 15—Work upon the new box factory of the Postum Cereal Co., at Postumville, was commenced Saturday morning by the breaking of ground for the foundation. There are now employed upon excavating thirty-eight teams and seventy-six men. The work is being done by the day by the Postum Cereal Co. under the supervision of

John McNearney, an experienced man in excavating and grading.

The building will occupy the lot just adjoining the present box factory, at the corner of Marshall and Academy streets. The building will be an immense one, 125x137 feet, two stories in height, built of solid brick.

The lot rises to quite an elevation in the rear, requiring excavating to the depth of seventeen feet. In front the excavating will be made only to a slight depth. Over 7,000 yards of dirt will be taken out. This earth is being hauled to Kingman avenue, on the Post addition, and utilized to fill in some lots that need grading. The building will be pushed rapidly to completion.

Two food factories formed during the famous "boom" year have started the new year in even heavier style than ever, the National Cereal Co. and the Hygienic Pure Food Co. having increased their forces and working night and day. A new oven, the third, will be put in operation shortly by the latter company.

The Brotherhood Glove Co., a new industry which started here on a small scale, is broadening out and now has commenced the addition of another story to its factory on Division street.

The American Cereal Co., which is building a mammoth branch plant, four to five stories high, here, has just changed its name to the Quaker Oats Co., by which the general business as well as the local end of it will hereafter be known.

**Beware of William C. Landreth.**

Kalamazoo, Jan. 15—The sheriff's office is looking for a clever swindler who operated here during the past week and successfully defrauded Geo. S. Pierson out of \$150; Mike O'Neill, of the Bismarck Hotel, out of \$5, and Fred Hotop, of the American House, out of \$5. His methods were by means of worthless checks and false representations.

The man gave his name here as William C. Landreth and he claimed to be a traveling representative of the American Patent Manufacturing Co., of Cleveland, Ohio. He has visited the city frequently during the past year as a promoter of various advertising schemes and he came here the last time shortly after Christmas. On former trips he had stopped at the Bismarck Hotel and Landlord O'Neill was acquainted with him. Last Saturday Landreth called at the Bismarck and asked to have cashed a check, drawn on the First National Bank of Cleveland for \$5, and signed by the American Patent Manufacturing Co., by Herbert E. Lewis, Treasurer. O'Neill advanced the cash and sent the check in with his cash the following Monday. Last Thursday it was returned to him unpaid with the words "no account" written across its face.

Landreth went to the American House on December 31 and remained there until last Tuesday. He presented a check for \$5, drawn on the same bank, and it has been returned.

Landreth's biggest swindle was with George Pierson, whose confidence the fellow won by a story that he was the son of a former schoolmate of

Mr. Pierson. Landreth is alleged to have introduced himself to Mr. Pierson as the son of a man who attended college with the former in the East and when Landreth asked to have a check cashed for \$50, there was no suspicion as to its value. Mr. Pierson is also said to have advanced Landreth sums in loans which will total \$100.

The story of Landreth's operations has been told to Sheriff Shean and a search is now being made for the fellow. There is, however, little to work on. Landreth has not been connected with the American Patent Manufacturing Co., of Cleveland, for some time and the checks and letters he received from that company are thought to be forgeries. There is also a suspicion that no such company exists.

**Shoes for the Baby.**

An infant's shoe seen in one factory was called "Walk Early," because it was made expressly to help a child to make his first start. There was one rubber lift on the heel of this shoe. The assumption is that a child, when it is able to stand, is almost, if not quite, able to walk, and if it has the courage and assurance it will start out for itself and on its own hook. When the baby makes his first start, however, it is important that he does not slip, for if that happens he will not try it again for some time, or until he recovers and gains new ambition. Now the lift of rub-

ber is supposed to work in at this stage, and it is claimed for it that it not only elevates the heel, so that the weight is pitched forward, but that it also takes any slight jar from the first attempt to walk. The single lift of rubber is said to enable a child to remain on his feet better, as it helps him to keep his poise. One who does not understand much of infants' shoes would naturally be surprised at some of the features embodied in them. There are as many new ideas in this class of work as in any, while the variety of styles is about as great. There are lace, button, bluchers, oxfords, sandals and booties in infants'.—American Shoe-making.

**A Little o' the Same.**

"You say you were in the saloon at the time of the assault referred to in the complaint?" questioned the lawyer.

"I was, sor," replied the witness.

"Did you take cognizance of the bar-keeper at the time?"

"I don't know what he called it, sor, but I took what the rest did."

**SELL**

## Mayer Shoes

And Watch

**Your Business Grow**

## Seals--Stamps--Stencils

WE MAKE THEM

**Volk Stamp and Stencil Co.**

H. J. VOLK.

J. P. SOLOWAN.

91 Griswold St  
Detroit

## "Red Seal Shoes"

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

**MICHIGAN SHOE CO., - - DETROIT**

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.**

## GOLD THIMBLES.

## Many Operations Needed to Make Them.

Out of whatever part of the earth it may originally have been dug, the gold from which thimbles are made in this city was bought at the United States subtreasury here in the form of snug little ingots, brick-shaped and about two and one-half inches long, an inch and a quarter wide and about an inch thick.

These little ingots would be of a convenient size for paper weights; but they would be rather heavy for such use and probably too expensive for most people; for each one contains, of pure gold, 24 karats fine, metal of the value of about \$600.

Gold of this fineness would be much too soft for thimbles and it is alloyed down to 14 karats, in which condition it is rolled into sheets of suitable thickness.

In the first process of manufacture a sheet of this gold is run into a machine which cuts out of it a disk sufficient to form a thimble, the same machine stamping this disk; also, into the form of a straight-sided capsule with irregular edges.

Then the thimble blank goes into another machine, in which a die stamps it into its conical shape. Out of this machine it goes into an annealing furnace for tempering, and from that into an acid bath for cleaning and the removal of the fire coating.

Then the thimble is put into a lathe to be turned down to its final shape and dimensions. It is dull colored when it goes into the lathe, but at the first touch of the cutting tool it shows a glistening narrow band of bright gold surface, which is widened in a moment to cover the whole length of the thimble, as the skillful worker shifts the tool along.

With repeated application of the tool the operator brings the crown of the thimble into its perfect form and cuts down along the thimble's side to bring the walls of the thimble to the requisite thickness, and he defines and finishes the smooth band that runs around the lower part of the thimble and brings into relief the rounded rim that encircles the thimble at its opening, at once to give it a finishing ornamental grace there and to stiffen it.

The glistening little gold shavings that he cuts off in these various operations all fall into a canvas trough suspended between him and the bench upon which stands the lathe.

With that last touch to its rim, in this stage of its making, the form has grown marvelously more thimblelike in appearance; but it still lacks the familiar indentations in its surface that serve to support the needle and to hold it in place. These the thimble maker now proceeds to make; and the making of these is nice work, indeed.

It is done with a tool called a knurle. There is an end knurle and a side knurle. An end knurle is simply a handle having set in it a tiny, thin, revolving wheel of steel upon whose periphery is a continuous encircling row of little bosses or knobs,

corresponding in size to the indentations to be made.

The side knurle has in place of such a wheel a little steel cylinder of a length sufficient to cover that section of the thimble that is to be indented on its sides, this cylinder having knobs all over its surface, as the end knurle wheel has around its edges, and turning, like the wheel, on its axis.

The thimble in the lathe is turning with 2,500 revolutions a minute, and it seems as though the application to its surface of any sort of tool with protuberances on it must leave there only a jangled and mixed up lot of irregular marks.

But now, with the end knurle, the thimble maker makes an indentation in the center of the top of the thimble and then he proceeds rapidly and with perfect certainty with the end knurle to describe around that center concentric rings of indentations, with the indentations all perfectly made and the rings all perfectly spaced, from the center to the circumference of the top.

And then with the side knurle he makes the indentations in the sides of the thimble, making there as well, as he deftly presses the tool against it, indentations that run absolutely uniform and true, and that end at their lower edge in a perfectly true encircling line.

Now there remains to be done to it only the polishing, inside and out, and you have the finished gold thimble.—New York Sun.

## Advantages of Bargain Sales.

Many druggists have little bargain sales in certain lines of their goods. They may not advertise them extensively, but they put a haphazard collection out on a table and make a low uniform price on the lot. The mistake they make is this: instead of trying to make those odds and ends look as well as possible, as much like fresh stock as they can, they dump them together promiscuously to make them look cheap. They succeed. The goods do look cheap. They sell some, but how much better they ought to go off if neatly arranged and cleaned up to look like fresh stock. The size of the bargain depends upon the wideness of the difference between the apparent value of the article and the price. It is better for the dealer to increase this difference by adding the apparent value than by lowering the price. Bargain sales are valuable in any business. Get the most you can out of them both in money and advertising.

## Used To It.

On a railroad train the other day a man slowly came to his senses after a long slumber.

"Conductor, why didn't you wake me up, as I asked you? Here I am miles beyond my station."

"I did try, sir, but the best I could do, all I could get from you was: 'All right, Maria; get the children their breakfast, and I'll be down in a minute.'"

Some men would not recognize their own religion if they met it alone.

## New Rules Promulgated by Department of Agriculture.

The Department of Agriculture is still at work straightening out tangles in the new meat inspection rules, and recently sent out Bulletin No. 13, of which the following is a copy:

## Marking Pieces of Meat.

The new law requires each piece of meat inspected and passed to be marked, and so far as possible this must be done. It is admitted that it is not practicable or even possible to mark all pieces, and small cuts and pieces which it is impossible to mark and which are to be shipped into inter-state commerce may have only the containers marked. Continuous effort is being made to find an effective and simple way of marking, in order that the objections raised to ink may be overcome. The public, who pay the cost of inspection, have a right to know what meats have been inspected and passed, as it is known that many persons are desirous of buying only such meats. The use of gelatine labels will largely overcome the objection which has been made to the smearing of the meats. In the case of pork these labels can be effectively used when applied to the hogs before they are chilled. A small label is being prepared for the sake of economy and in order that more pieces can be marked.

## Ante-Mortem Inspection.

The ante-mortem inspection must be confined to animals that have been purchased for slaughter, and when animals have been condemned upon such inspection they must proceed to the establishments that have bought them. The law and regulations providing that animals condemned on ante-mortem inspection shall be slaughtered separately may be construed to mean that such animals may be slaughtered either at the commencement or at the close of the killing, in the forenoon or the afternoon; or, in the case of cattle, a separate rail may be reserved upon which animals may be slaughtered at any time during the day. This is considered necessary in order to avoid unnecessary cruelty in the case of injured animals.

## Sanitation.

General practices about the establishment which are considered objectionable from a sanitary standpoint should be referred to the inspector in charge, and by him taken up with the management, and if not corrected then referred to this office. Inspectors on the floor may at once stop the use of soiled or contaminated or diseased meats and require employees of the establishment to observe sanitary rules. In case of the refusal of employees of the establishment to comply with the above, inspectors are authorized to condemn meats rendered unsanitary. Valid complaints against offensive or arrogant acts of government employees will be held confidential, but if investigation proves their truth such employees will be disciplined.

## Less Exemption.

So far as practicable all establishments doing an inter-state business shall have inspection. During the "rush" exemption was granted, to

avoid tying up trade, to establishments which should be required to have inspection. This matter is being continuously watched, and whenever the facts warrant inspection takes the place of exemption.

## Covered Wagons.

The use of covered wagons which can be sealed for deliveries between establishments is considered the simplest and safest method of making such transfers, and is also insisted upon for sanitary reasons.

## Sour Meats.

The use of sour meats is now covered by instructions in a general way, and a thorough and scientific investigation has been commenced in order to ascertain the wholesomeness of such products.

## Pure Food Law.

The pure food law does not cover domestic meats, and no guarantee other than the inspection legend is necessary.

## Tagging of Animals.

The tagging of animals before they are shipped to market centers, in order that in case of condemnation the disease may be traced to point of origin, is an excellent suggestion and one which the Department would be glad to enforce were it possible to do so. There is no law, however, under which the Department could enforce this measure. Federal and State legislation must be had before such a practice can be adopted.

## Sunday Killing.

Sunday slaughtering should only be performed in cases of great emergency.

## Hogs' Heads for Lard.

Hogs' heads when used for lard shall be cleaned of hair and dirt, split and thoroughly washed before they are tanned. Hogs' feet when used for lard shall not include the hoofs and the tissues of the interdigital spaces.

## Wiley on Preservatives.

Statements in an interview given by Dr. Wiley, of the Bureau of Chemistry of the Department of Agriculture while in Indianapolis, Ind., recently, are taken as indicating what will be recommended to the Secretary of Agriculture along the line of restriction of the use of artificial coloring matter and preservatives in manufactured foods, although he did not specify those that have not been prohibited. He said the Food Standards Committee decided against the use of borax, benzoate of soda, sulphurous acid, and in fact all preservatives except condimentary preservatives, such as spices, wood smoke, salt, sugar, etc. Saltpeter is still in the doubtful list, according to Dr. Wiley, with the chances that it will be outlawed. As to the coloring matter, Dr. Wiley stated that the Committee had decided against all artificial colors except certain vegetable colors and some coal tar dyes. He did not designate specifically the ones that have not been placed on the prohibited list, but said that the latter class of colorings will probably be excluded in future.

## Preservatives That Work Harm.

"The law provides," said Dr. Wiley, "that nothing injurious shall be added to food products. Under that clause we have the power of deciding



what is and what is not injurious, and by that is meant what might become injurious ultimately, in weeks, or months, or years. No matter if it can be shown that a small quantity of benzoate of soda will not harm a man to-day, if it can be maintained—and it can be maintained—that a small quantity taken now and then works harm in a long run of years, that is sufficient. Hence, all the so-called preservatives, outside of the ordinary condimentary ones, were barred.

Dr. Wiley expressed surprise that the efforts of the Indianapolis State Chemist to enforce the law with reference to the use of benzoate of soda had failed. "Our experience in other states has been more successful," said he. "In Pennsylvania conviction was obtained so easily that whenever an indictment is drawn up the dealer usually saves himself the formality of a trial and pleads guilty. These cases are maintained on the theory that even a little of these preservatives is injurious to the public health."

"I understand that the chemist of the State of Indiana is at work on a bill to be introduced in the next Legislature that is very clearly modeled after the Federal bill. I hope the Legislature will pass it. Two States, Georgia and Louisiana, have passed similar laws since the Federal food law was enacted, and we want as great uniformity as possible."

Word "Knowingly" a Block.

When informed that the Indiana law had been defeated several times because the word "knowingly" had rendered it ineffective, Dr. Wiley said: "That word 'knowingly' will vitiate any law on the statute books. A big fight was made to introduce it into the Federal bill, and this was partially successful with reference to some of the imported food products. As a general rule, you can never enforce any food law that contains that word."

#### Have Clerks Well Dressed.

Every retailer should see to it that his clerks are well dressed. If a clerk is a good salesman he should command a salary that will warrant the wearing of good clothes. In few places dress and personal appearance count for more than in the retail store, especially where groceries are on sale. The grocer and his employees are handling food stuffs all day. The merchant should set a good example by appearing neat himself, and he should not have clerks who have to be told to be clean in their habits and person. In many stores wearing apparel has been sadly neglected, and many merchants do not take the interest they should in reference to this feature or condition among employees. It pays a merchant to be neat. It pays him to see that his clerks are neat. In the grocery line a customer notices the cleanly qualities among clerks. A clean white coat and clean white apron gives patrons the impression that their food-stuffs are being cleanly handled.—Trade Exhibit.

If our enemy smite us on one cheek, our future action is governed largely by his size.

## 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	Per	
Powder	Shot	Shot	Gauge	100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
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. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN				
Common	7 c.	5 in.	1/2 in.	1/2 in.
BB.	8 1/2 c.	7 1/2 in.	3/4 in.	3/4 in.
BBB.	8 3/4 c.	7 3/4 in.	5/8 in.	5/8 in.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	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				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	90			
Double Strength, by box	90			
By the light	90			
HAMMERS				
Maydole & Co.'s new list	33 1/2			
Yerkes & Plumb's	40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	60 & 10			
HOLLOW WARE				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
HORSE NAILS				
Au Sable	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	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/4 @ 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
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 56

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.	36
1 gal. fireproof, ball per doz.	1 16

Jugs

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

SEALING WAX

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	60
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	3 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.25 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 30
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
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tiltling cans	7 00
5 gal. galv. iron Nacetas	9 00

LANTERNS

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

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. 0.1	25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll.	28
No. 1 1 in. wide, per gross or roll.	38
No. 2 1 1/4 in. wide, per gross or roll.	60
No. 3 1 1/2 in. wide, per gross or roll.	90

Coupon Books

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

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

Coupon Pass Books

Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

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

**VICTOR SEX.****Only Eight Occupations Not Having Women.**

Out of the 305 gainful occupations enumerated by the census of the United States there are only eight in which women do not appear. In all the other 297 there are accredited representatives of the coming sex to the number of 6,000,000.

The eight occupations in which women do not appear fall into two classes.

In the first of these classes the absence of women is due to the tyranny of man. There are no women soldiers in the United States Army. There are no women sailors in the United States Navy. There are no women marines in the Navy. And there are no women firemen in the municipal fire departments of American cities. All this is simply because women have been ruled out. With different regulations there might be different results. In Sweden there is a fire department in which women are frequently enrolled. And the fighting done by women at the siege of Saragossa in Spain during the Napoleonic wars has always stood as a spectacular and sufficient proof of feminine valor.

In the remaining four of the eight womanless occupations in this country the absence of women can not be so readily explained away. It must be simply due to feminine neglect that at the time of the last census there were no women apprentices and helpers to roofers and slaters, no women helpers to brassworkers, no women helpers to steam boiler makers, and no women street car drivers. The next census will probably repair this defect. There is no reason why women should not enter these four trades. Already they can be found in trades which are similar but more difficult. Already there are women roofers and slaters, women brass workers and women steam boiler makers. It is hard to see why they shouldn't be helpers in these trades if they can be full-fledged mechanics. And if, as is the case, there were two women motormen in 1900, there is no reason why there should not be women street car drivers in 1910 in cities where horses are still used for local transportation.

Only four occupations therefore, are to-day beyond the reach of women in the United States. They can not be federal soldiers, federal sailors, federal marines or municipal firemen. Everywhere else they have knocked and they have been admitted.

The total number of women engaged in gainful occupations in 1900 was 5,319,397. This was an enormous advance over the number of women similarly employed in 1890. If the same rate of progress has been maintained since 1900 there can not be the slightest doubt that at the present time there are fully 6,000,000 women at work in various trades and occupations in the United States of America.

What this means it is impossible to realize until the total number of women in the United States is taken

into consideration. In the year 1900 there were some 28,000,000 American females over 10 years of age. Many of these females were of course mere children. Many of them were so old as to be beyond the working age. Millions of them were engaged in the task of keeping house, of bringing up their children, of providing homes for the present generation and of laying the foundations of the character and of the culture of the future. In other words, they were discharging woman's historic mission. Yet, with all these deductions there were in the year 1900 more than 5,300,000 women who were engaged not only in spending money but in earning it; not only in managing the expenditure of wealth, which is the acknowledged function of women, but in creating it, which is supposed to be the duty of men.

In other words, in the year 1900 out of every five American women over 10 years of age there was one who was going outside of her family duties, and who was taking part in the gainful work of the working world.

Just about 1,000,000 of America's 5,300,000 gainful women in 1900 were engaged in what the census calls agricultural pursuits. Among these 1,000,000 women agriculturists there were 665,791 farm laborers and 307,788 farmers, planters and overseers. There were also 100 women lumbermen and raftsmen and 113 women woodchoppers.

In the professions women are accepted more as a matter of course than they are in agricultural pursuits. And among all the professions that of teaching is the most thoroughly feminized. It is not surprising, therefore, to learn that in the United States in 1900 there were more than 325,000 teachers. It is decidedly surprising, however, to wake up to the fact that there were only 6,418 actresses. It is clear that it takes about 1,000 teachers to make as much stir and get as much space in the newspapers as one stage lady. And who would suppose from the relative amounts of comment made upon actresses and women clergymen that the latter are more than half as numerous as the former? Yet there were 3,405 women clergymen in the United States in 1900 and they were actively engaged in the religious life of many different denominations.

Engineering is properly regarded as the most difficult profession for women. The engineer has to do rough work in educating himself and he has to do still rougher work when he begins to practice. Nevertheless, in 1900 there were forty women civil engineers, thirty women mechanical and electrical engineers and three women mining engineers.

Incidentally, there were fourteen women veterinary surgeons.

And women should not forget that modern library science, with its intricate technique, is providing them with a new and expanding field of professional effort. In 1900 there were 3,125 women librarians in the United States.

There were also 2,086 women saloon keepers and 440 women bartenders.

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

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

## Mother's Oats

### Profit Sharing Plan

will do it.

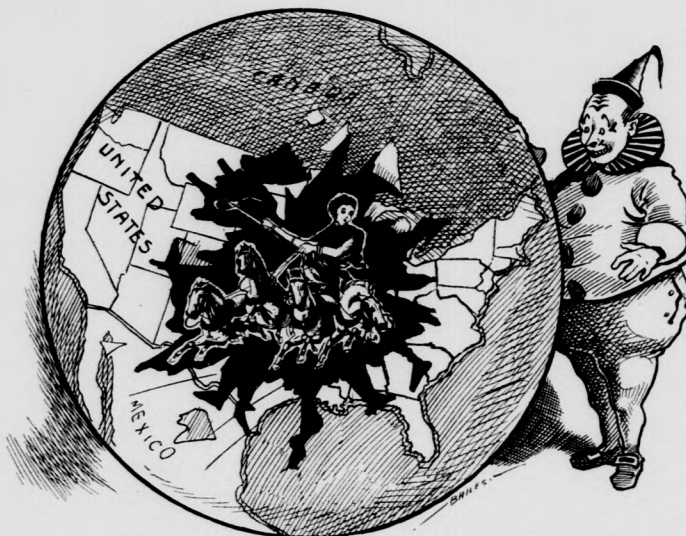
It will pay you to investigate it.

**The Great Western Cereal Co.**

Sole Manufacturers of Mother's Oats

Chicago

## There's Hardly a Hamlet, Town or City in Uncle Sam's Domain Unknown to the Ben-Hur Cigar



Its advent in any community is of more than ordinary significance. To every good judge of cigar excellence it is a quality revelation.

The fact that it offers the value which it does for only 5c stimulates a trade which is sure to be steady and lasting, and which often means the initial start to a dealer towards real business prosperity and independence.

Let a trial order from your jobber prove them out.

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



Coming down from the professions of cataloguing books and of mixing drinks, it is observable in a perusal of the census statistics that a man who wanted a new residence might conceivably have all the work done by the women who have gone into the mechanical trades. In 1901, besides the 100 women architects, who come more properly under the professions, there were 150 women builders and contractors in the United States, 167 women masons, 545 women carpenters, 45 women plasterers, 1,759 women painters, glaziers and varnishers, 126 women plumbers, 241 women paperhangers and two women slaters and roofers. A complete structure in honor of the sex might be erected by these representatives of its modern ingenuity and activity.

The most notable advance made by women in the decade from 1890 to 1900 was in stenography. In 1890 there were 21,270 stenographers and typewriters. In 1900 there were 86,118. This was an increase of more than 300 per cent.

The only occupations in which women are going backward compared with men are those in which they might be expected to go forward, namely, sewing, tailoring and dressmaking. There were fewer seamstresses, tailoresses and dressmakers in proportion to the number of men in these occupations in 1900 than there were in 1890. Work with the needle seems to be becoming too feminine for women.

On the whole, however, the increase in the number of women in the trade and industry of America is not only satisfactory, but more than satisfactory. It is alarming. While in 1900 there were 5,000,000 such women, in 1890 there were only about 4,000,000. The number of women at work increased 33 per cent. during the decade from 1890 to 1900. In that same period the total number of women in the United States increased only 22 per cent. In other words, the number of women at work increased half again as fast as the total number of all the women in the country. Roughly speaking, it may be said that while in 1890 one woman in every six went to work, in 1900 the proportion had increased to one in every five.—Technical World Magazine.

#### Owosso Furniture Factories Busy.

Owosso, Jan. 15.—The Woodward Furniture Co. is enjoying a season of prosperity that is the best in its history. The factory is running a full force of men full time, and there are enough orders on hand and coming in daily to insure work for all indefinitely.

Last week was spent in Grand Rapids by three members of the firm, and they came home with a bunch of orders that was gratifying to look upon. Before going to Grand Rapids the company had been receiving orders in large numbers, several of them amounting to \$6,000 and upwards each.

At the exposition the company this year takes additional floor space, amounting now to 6,000 square feet. The Woodward Co. now carries the

finest line of case goods of any company in this country outside of Grand Rapids. It is showing 500 samples in the following five woods: Circassian walnut, mahogany, quartered oak, bird's-eye maple and curly birch.

The slicing season of the Owosso Sugar Co. closed last week, over \$1,000,000 worth of sugar having been made. It is hinted that a pulp dryer will be erected this year by the company to care for the immense amount of pulp which now goes to waste. Where these plants have been put in a ready market has been found for the dried pulp, feeders considering it well worth the price for which it sells.

The work of dyking the 20,000 acre Prairie farm of the Owosso Sugar Co. has been pushed so that the entire farm is now surrounded. It will be some months yet, however, before the work is entirely completed. Danger from an overflow is now believed to be obviated.

A number of farmers north of this city still persist in refusing to grant rights of way for J. A. Thick's proposed electric railroad. The result is that he will probably abandon his plans on each of the two proposed routes out of the city north, and seek another route over the old State road from Chesaning, where he has been promised no opposition.

Fox & Mason, of Corunna, have a furniture exhibit in Chicago. The Corunna Furniture Co.'s exhibit is being made at the Grand Rapids show this year. The first named company received a \$25,000 order Friday for delivery in San Francisco.

#### Fears Loss of the Car Shops.

Ypsilanti, Jan. 15.—It is rumored that the Detroit United Railway will remove the repair shops and offices into Detroit as soon as it gets control of the Ypsi-Ann electric line. It will be for Ypsilanti's industrial world the straw that will break the camel's back, following so closely upon the announcement that the Michigan Pressed Steel Co.'s works is to go to some other place, yet to be decided.

While nothing definite is known about the intentions of the D. U. R. the fact that that company has finely equipped shops in Detroit leads the business people of this city to believe that the car shops will be moved. Whatever is done, the opinion is freely expressed that cars can be built and repaired just as cheaply in this city as in Detroit, if not a little cheaper, as labor is cheaper here than in Detroit.

While the Council and citizens refuse to give their support to the Michigan Pressed Steel Co., which is working night and day to keep up with its orders, and one which could eventually develop into the largest industry that the city had, they are making eyes at several smaller concerns.

Among the concerns that are flirting with this city are the Ann Arbor Hay Press Co., which manufactures an improved hay press, and a Fort Wayne, Ind., dress skirt factory.

You can tell a good deal about a man by the things that appeal to his sense of humor.

## HATS At Wholesale

For Ladies, Misses and Children  
**Corl, Knott & Co., Ltd.**

20, 22, 24, 26 N. Div. St., Grand Rapids.

We want competent  
**Apple and Potato Buyers**  
to correspond with us

**H. ELMER MOSELEY & CO.**  
504, 506, 508 Wm. Alden Smith Bldg.  
GRAND RAPIDS, MICH.

## Write us for prices on Feed, Flour and Grain

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

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

**Grand Rapids Grain & Milling Co.**

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan



## FOOTE & JENKS'

Pure Extract Vanilla and Genuine, Original  
Terpeneless Extract of Lemon

State and National Pure Food Standards

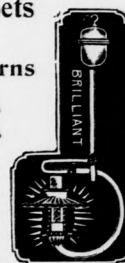
Sold only in bottles bearing our address. Under guarantee No. 2442 filed with Dept. of Agriculture.

FOOTE & JENKS, Jackson, Mich.



## The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light  
HALF SO GOOD OR CHEAP  
It's economy to use them—a  
ing 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 Street

Chicago, Ill.

## Our 1907 Line of Show Cases and Fixtures is Now Ready

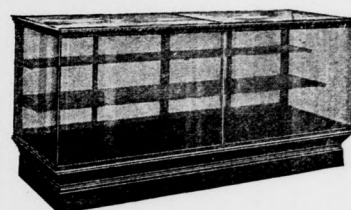
High Grades

Low Prices

Write for our New General Store  
Catalogue "A"

**Grand Rapids Show Case Company**  
Grand Rapids, Mich.

New York Office, same floors as Frankel Display  
Fixture Company  
The Largest Show Case Plant in the World



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



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.

#### Overcoming Restrictions Imposed by Nature of the Product.

Some lines of merchandise impose restrictions on the man who sells them. In selling certain classes of goods he is deprived of many selling helps and talking points commonly employed by other salesmen.

One of the surest tests of a man's ability is to find the greatest number of talking points in proportion to the number of restrictions which his line places upon him. Another equally sure test is the use he makes of such talking points when he has discovered them.

For instance, in our line, where the salesman handles screws, bolts and rivets exclusively, he is limited in two respects where the salesman for ordinary merchandise is not.

First, he can not very practically use samples. He enters the customer's place of business empty handed and closes the sale simply on the strength of the reasons which he advances.

Men who are accustomed to excite interest in the most callous and indifferent buyer by unloading before him sample cases filled with attractive wares—who count upon the sheen of the silks which they display or the appetizing labels of the canned goods they have to sell to waken desire where eloquence fails—should learn what it means to sell a prosaic article like screws or rivets without even a sample on which to demonstrate their merits.

The reason why samples are not used in a line like ours is that there is no possibility of showing a customer something with which he is not already familiar. Rivets, bolts and screws, adapted to all sorts of purposes and in varying styles and sizes, are such an accustomed sight that samples could not attract him by their novelty.

Second, the salesman who handles screws, bolts and rivets is deprived of one of the strongest talking points commonly used in other lines—that is, he can not argue his customer's need.

If you are selling a hardware customer stoves you can prove that he is in need of your stoves by showing him local enquiries which his own townspeople, from whom he expects to draw his trade, have sent in to your home office in response to an invitation extended in your firm's advertising.

If you are selling dress goods, stationery, furniture, tobacco, or any one of a hundred other lines, you have only to show your customer reasons why such goods are specially mer-

chantable in the community to which he caters in order to establish the fact that he needs your wares in his business.

In selling screws this question of the customer's need is practically eliminated, so far as the salesman is concerned.

The reason for this is that very largely the trade in this line is comprised of manufacturers and jobbers, and that in the case of the manufacturer the question of whether or not he needs screws, bolts and rivets is governed by the nature of his product; the size of the order is governed by the amount of his output. If screws do not enter into the construction of his product, the salesman can not very well urge the manufacturer's need of them. If the manufacturer is turning out wagons, farm implements or other articles for which screws are used, the size of his order, if he places any at all, will be exactly in proportion to the extent of his output as projected for that season. The salesman can not urge him to buy in excess of such a figure.

In selling to jobbers a salesman can not urge their need of his wares—or can not, at least, attempt to dictate the size of the order in proportion to their need—since the jobbers will seldom tell him the extent of the different stocks they are handling or give him any information on which he could figure such proportion. It is a question of whether or not the jobber prefers buying screws from that particular salesman or from another house, and depends upon the reputation as to the quality of the respective brands in that market.

About the same conditions govern the salesman's relations with the retailer, except that if there should be a building boom, influx of immigration or something of the sort in the territory supplied by the retailer, the salesman might, of course, urge the need of extra supplies in his line.

A screw salesman throws the weight of his argument into getting the permanent and exclusive trade of his customers, and his knowledge of the business in all its ramifications, his acquaintance, energy, personality, tact and careful attention to the wants of a customer must be depended upon to put him in the enviable position of getting the preference in the placing of orders, other considerations being equal.

He shows them that by placing their patronage in this way with a reliable house they receive their measure of protection—that it will be his lookout to see that they are not oversold on a falling market or undersold on a rising one. This may be effective in downing the occasional objection, "But a salesman from another house has offered me as good wares at a slightly lower figure."

Another argument to meet the same objection is the advantage in buying uniform stock—not only in having the material itself uniform in size and appearance, but in having the label on the boxes which contain it of the same color and general appearance. This at the first glance seems like a trivial point on which to base the argument, but when it is consid-

ered that the appearance either of a jobbing house or a retail store is a very important factor affecting trade, it will be seen that the buyer if he is wise will avoid giving his shelves the look of patchwork which a miscellaneous jumble of different colored labels gives. The labels are always conspicuous, and when they are all of the same pattern, arranged tier upon tier throughout the length of his store, there is an appeal in their very orderliness.

One strong leverage which the screw salesman has on the jobbers' trade is his ability to show the advantage they derive in dealing direct with the large consumer. As a rule the jobbers prefer to sell to the retail trade, for in doing so they can dispose of specialties on which there is a larger margin of profit to themselves. Their profits on corkscrews, cutlery, wringers, etc., etc., are naturally much greater than the profits accruing from such necessities as screws, bolts, rivets, and the like. Jobbers complain that articles of the latter class when supplied to manufacturing concerns have to be sold at too close a figure to make the trade worth while, and they are content to let the manufacturer buy from the screw factory direct. A salesman, if he wishes to increase his order from the jobbers, must show them that even if they make no profit in supplying these necessities to manufacturers it is still well worth while to cultivate this trade. Manufacturers who have been getting rivets, screws, etc., necessary for their output from a certain jobber will be likely to bear the same jobber in mind when requiring articles in the nature of specialties on which there is a profit. The manufacturers will rely upon him for emergency orders if they are used to depending upon him regularly for the less pretentious service that he can offer.

While a salesman meets with certain restrictions in a line like ours, he has, on the other hand, numerous advantages over the man who sells ordinary lines of merchandise.

There is less ground for discussion on the part of the customer—less opportunity for the rivalry of competitors as to style or finish.

A salesman of a staple line, such as screws, is not affected by a hairbreadth difference between his line and a competitor's, or by fickleness of taste and inclination on the part of his customers. Moreover, while it is not his part to persuade his customers that they do need his wares, he can always be sure that such a need does exist. There is no uncertainty about his finding a market.

We have found the card system very useful in keeping watch of the changing conditions of each territory, and in posting our men.

Our plan is to have a card for each customer, the cards being arranged alphabetically in the file for convenient reference, and to enter some remark about the local conditions affecting that customer each time that a call is made upon him by one of our salesmen.

This plan requires the salesman to be very particular in getting accurate information about each customer, and

it helps him on subsequent visits to the same customer to know just what sort of an approach he ought to make.

To the manager these statistics are invaluable in outlining a season's campaign—in showing him where to expect the greatest results or in what part of the country he will need to concentrate his forces in order to overcome adverse conditions that prevailed there the previous year.

It may be that one district has suffered last year from drought or from failure of crops, or from hog cholera, and that the result has been the tying up of the farmers' money, a decrease in the demand for machinery of various sorts, and a consequent falling off in the market for screws and accessories. It is important for the screw manufacturer to know the exact cause of such a falling off, the number of towns that are affected by the same cause, and the chances of an immediate revival of trade. It is not sufficient to get general statistics along this line. In order to derive the full value of the information entries should be made from the reports of the salesmen showing just to what extent the individual customers are affected.

Reports kept on the same plan but showing the causes for an increase in demand are equally useful.

These may relate to new industrial operations—to railroad or mining enterprises which stimulate immigration, or to any one of a hundred other things.—Henry A. Taylor in Salesmanship.

#### When To Stop.

The small merchant, particularly in country towns, faces a serious question here. If he has been extending credit to a customer liberally, it is only at the risk of losing all his future trade that he can dare to cut off that credit; and yet, to continue extending credit after a man's account becomes dangerous is often fatal to business.

The best way is to have a fixed and certain rule, at the opening of an account, as to exactly how far you are willing to extend credit. Then when the stipulated amount is reached, the customer has no right to feel aggrieved. Usually an agreement that an account is to be paid weekly, or monthly, will answer. In any event, be sure that the proper understanding exists before the account is opened at all—and there will be a much smaller probability of loss of business through the cutting off of the credit.—Method.

### 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.

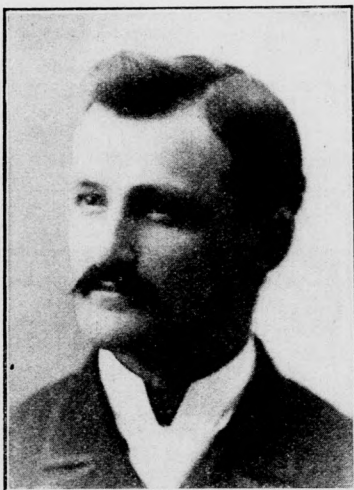
ERNEST McLEAN, Manager



## SUCCESSFUL SALESMEN.

**Walter Baker, Representing Hanselman Candy Co.**

Walter Baker was born in the Province of Zealand, Netherlands, Nov. 18, 1864, being the fourth child of a family of fifteen children. When he was 4 years old his parents emigrated to America and located in Grand Haven, where Walter attended the public school until he was 12 years of age, when he went to work in the shingle mill of Chas. Boyden. Three years later he secured a clerkship in the store of DeSpelder & Balkema, with whom he remained five years. He then formed a copartnership with his father and brother and engaged in the grocery business under the style of J. Baker & Sons, purchasing the stock of John Caulfield, who was then engaged in the wholesale grocery business in Grand Rapids. Eight years later he sold his interest in the business to his father and brother and entered the employ of the Hanselman Candy Co., of Kalamazoo, covering Western and Northern Michigan. He continued to re-



side in Grand Haven until about ten years ago, when he removed to Kalamazoo, which city he has since made his headquarters. He will retire from his present position on Feb. 1 to engage in the brokerage business with Samuel Hoekstra under the style of Baker & Hoekstra. During the seventeen years he has been identified with the Hanselman establishment he has never had a substitute on his route and has always been noted for the promptness with which he has been able to make his calls. His long connection with this house speaks well for his faithfulness, and it is a matter of common knowledge that Mr. Hanselman parts company with his long-time representative with sincere regret and would make any reasonable concession to retain him in his employ.

Mr. Baker was married some years ago to Miss Nellie Everts, of Kalamazoo. They have one son, Jonathan, and reside in their own home at 437 Park Place, which Mr. Baker erected about a year ago.

Mr. Baker is a member of the Second Reformed church and has always been faithful in his duties to the church. He is an ardent worker in the Christian Endeavor Society, of which he has long been a member.

Mr. Baker possesses the thrifty habits of the Holland people and has managed to accumulate between \$20,000 and \$30,000, which he has wisely and profitably invested. He is a stockholder and partner in several business enterprises and at the last meeting of the People's Ice & Fuel Co. he was elected President.

Mr. Baker attributes his success to hard work and to being honest with his trade. His greatest ambition has been to lead a correct life and to so conduct himself that his customers will never be able to say that he has misrepresented his goods or misstated any facts in connection with their transactions.

The copartnership relation above referred to will undoubtedly prove to be a pleasant and profitable one. Samuel Hoekstra has been engaged in the grocery business at 715 Portage street for twenty-three years. He has sold his stock to Miles Dawson, who will continue the business at the same location, so that Mr. Hoekstra will devote his entire time and attention to the new house. Baker & Hoekstra will handle dairy products and grocery supplies, including teas, coffees, soaps, baking powder and other staples in the grocery line. Both members of the firm will travel and both members of the firm will assist in office work. It goes without saying that the new house will prosper, if hard work and careful management play any part in the success of an establishment of this kind.

**Movements of Michigan Gideons.**

Detroit, Jan. 15—George M. Jaynes, this city, was in Battle Creek last week representing the Cincinnati Time Record Co., and said, "He who steals my time steals not trash but my money," and then he got out a "Eco Magneto" watchman's clock and "ticked the tick." Mr. Jaynes is General Manager of the Atlantic Time Record for Michigan, Indiana and Ohio and turns his times on Gideons in three States.

Jackson Camp at their last meeting elected Kirk S. Dean, President; H. W. Beal, Secretary; H. E. Morehouse, Treasurer; W. R. Smith, Chaplain, and E. J. Fogell, Counselor. The Gideon Mission at Jackson is doing good work. Souls are being saved and the interest is increasing. W. R. Smith was in Chicago last week.

W. Murch was in Ann Arbor, Jackson, Albion, Marshall and Battle Creek last week, representing the interests of Lambert & Lowman, of Detroit.

National Secretary Frank A. Garlick will give the address at the Y. M. C. A. Jan. 27. So successfully did the Gideons conduct the meeting one year ago, under the leadership of our dear departed brother, Chas. H. Palmer, that a day was given them annually to be known as Gideon Day. Our National Secretary has been chosen as our leader this year and we shall hope for great things. We earnestly desire a good representation of our membership throughout the State, and that all Christian traveling men will be with us on this date.

Kentucky will hold its State Gideon convention at Louisville Feb.

2 and 3, and it is expected that J. K. Hemphill, National Vice-President, Frank A. Garlick, National Secretary, Lee Wilson, Field Secretary for the South, and J. H. Nicholson, one of the founders of the organization and Field Secretary at Large, James Martin (Corn Starch Jim) and other strong talent will be present. A long-to-be-remembered meeting will be enjoyed.

Gordon Z. Gage has been watching his chickens and resting during the past thirty days. When he starts out next week there will be something doing.

Chas. M. Smith, Edw. A. Field, W. D. Van Schaak and Aaron B. Gates conducted Volunteer service Saturday evening in this city. Bro. Van Schaak delivered the main address and gave interesting and convincing arguments.

The National Cabinet will meet on Saturday, Jan. 26, for the third session for the current year. National President Chas. M. Smith reports things pertaining to Gideon interests very lively in the East and West, also in the South. In Texas matters are progressing finely.

Do you know D. W. Johns, 73 Ethel avenue, Grand Rapids? Did he ever get you up in a corner and get out that right hand forefinger and warm up on the Spiritual Charter of True Friendship by Henry Drummond? "All friendship, all love, human and Divine, is spiritual. So we may reflect the character of Christ even if we have never been in visible contact with Him. He does not appeal to the eye. He appeals to the soul and is reflected not from the body, but from the soul. The thing you love in a friend is not the thing you see. I knew a very beautiful character—one of the loveliest who has ever bloomed on this earth. It was the character of a young girl. She always wore about her neck a little locket, but nobody was allowed to open it. None of her companions ever knew what it contained until one day she was stricken with a dangerous illness and one of them was granted permission to look into the locket, and she saw written there: "Whom having not seen I love." That was the secret of her beautiful life. She had been changed into the same image. Let me say a word or two about the effects which necessarily must follow from this contact, or fellowship, with Christ. "He that abideth in Him sinneth not." You can not sin when you are standing in front of Christ. You simply can not do it. "Whosoever committeth sin hath not seen Him, neither known Him." Sin is abashed and disappears in the presence of Christ. Again: "If ye abide in Me, and My words abide in you, ye shall ask what you will, and it shall be done unto you." Think of that! That is another inevitable consequence. And there is yet another: "He that abideth in Me the same bringeth much fruit"—much fruit. For instance, the moment you assume that relation to Christ you begin to know what the child-spirit is. You stand before Christ, and He becomes your teacher, and you instinctively become docile. Then you learn also to become charitable and

tolerate because you are learning of Him, and He is "meek and lowly in heart" and you catch that spirit. That is a bit of His character being reflected in yours. Instead of being critical and self-asserting you become humble and have the mind of a little child. I think further to know what faith is is to know Christ and be in His company. You hear sermons about nine different kinds of faith—distinctions drawn between the right kind of faith and the wrong—sermons how to get faith. So far as I can see there is only one way in which faith is got, and it is the same in the religious world as in the world of men and women. I learn to trust you, my brother, just as I get to know you, and neither more nor less, and you get to trust me just as you get to know me. I do not trust you as a stranger; but as I come in contact with you and watch you and live with you I find out that you are trustworthy, and I lean upon you and trust myself to you; but I do not do this with a stranger. The way to trust Christ is to know Christ. By knowing Him faith is begotten in you. This is a sample of one of many things you will get if you stay around Brother Johns very long.

Aaron B. Gates.

**Friendly Relations Between Employer and Employees.**

Boston, Jan. 14—For the fifth time a distribution of profits was made to-day to the employees of the Walter M. Lowney Co. and the Lowney Chocolate Co. Nearly \$17,000 was the sum earned by last year's loyalty, order, cleanliness and enthusiasm—an incentive to more work of the same kind, or even better, and a mark of the management's feeling that all should share in a success which they help to make. It is by encouragement of this kind that the Lowney standards of excellence are maintained. The public gets the benefit of it in improved quality and society benefits by a higher standard of living and by increased commercial good-will between capital and labor. It is a good thing all round.

The fourth annual convention of the salesmen of the McCaskey Register Co., at the factory in Alliance, Ohio, convened on December 31, and closed Jan. 5. To say that it was a grand success is putting it mildly. There were 90 salesmen in attendance, representing every state in the Union. There were three sessions daily given to discussions and demonstrations. These discussions were participated in by the different members of the selling force and any points about the handling of accounts that the McCaskey salesmen do not know are hardly worth considering. A finer looking lot of salesmen would be hard to find and everyone of them is an expert in the line of accounting. In fact, they are Systematic Systematizers of System. The convention closed with a banquet at the Hotel Keplinger on Friday evening.

Marriage generally proves that two can live quite as expensively as one.

Fame often merely makes it harder for a man to dodge his creditors.





**Michigan Board of Pharmacy.**  
 President—Henry H. Helm, Saginaw.  
 Secretary—Sid. A. Erwin, Battle Creek.  
 Treasurer—W. E. Collins, Owosso; J. D. Mulr, Grand Rapids; Arthur H. Webber, Cadillac.

**Michigan State Pharmaceutical Association.**  
 President—John L. Wallace, Kalamazoo.  
 First Vice-President—G. W. Stevens, Detroit.  
 Second Vice-President—Frank L. Shilley, Reading.  
 Third Vice-President—Owen Raymo, Wayne.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

#### Using Windows To Attract the Public.

No question as to the ingredients therein need arise in the mind of any one using the cough mixture prepared by a Brooklyn druggist, for not only are all constituents displayed in his window, but also the method of preparation. Glass trays containing wild cherry bark, coltsfoot, horehound, blood root and other drugs, along with sugar and bottles of chloroform and water, are placed on the floor, with cartons of the syrup scattered in between. A glass percolator containing a quantity of the powdered drugs with the menstruum slowly passing through it and connected by rubber tubing with a syphon arrangement into a graduate, a short distance away, occupies the rear center of the window. Pithy signs such as "It touches the tickle," and discourses upon taking care of an early cough forcibly impress the value of the remedy. This is a good way to gain the confidence of the people and at the same time push an "own make" remedy.

Another window of this pharmacy was recently devoted to a display of a corn cure. In the center was a large crate full of corn husks, some very good specimens, others of poorer grade. Kernels of corn covered the floor of the window, and two cards each carrying a dozen of the corn cure were placed on each side of the crate. An arch covered with red material supported a large sign in the rear which read as follows: "You can not raise birds by planting bird seed. You can raise your corns, however, by using our corn cure." Above this sign the word "cure" was formed of corn-husks, and attached to the top of the arch. Both windows were well arranged and proved quite attractive.

#### Spice Trade in the Drug Store.

Most druggists sell spices. For all practical purposes all druggists sell spices. The trouble lies in the fact that they sell so few of them. Spices have to be sold close, and, as a rule, the druggist keeps a few of the most common and weighs them out as wanted. He takes no pains with the stock or with the prices, and the result is that, although he would say he was selling better spices than the grocer and at the same figure, the fact would be that he sold no better goods, asked a little more money, and

did not sell them nearly as well. What the druggist should do to make a hit with his spice business is, first, to find a line that he knows has purity and strength, especially strength, then keep the stock up always and keep it clean. Carry all the varieties put up in convenient sized tins and sell them as cheap as the grocer sells his best grade, guaranteeing every can absolutely. When the business is in this shape it has reached a point where it can be profitably advertised with a certainty of making good. There is little advantage in advertising any branch of a business when it is not being run in the proper way.

#### The Drug Market.

Opium—Is very firm in the primary markets and another advance is looked for.

Morphine—Is as yet unchanged.

Quinine—Is very firm at the last advance.

Cocoa Butter—Has been advanced here and in the primary markets and is tending higher.

Balsam Copaiba—Continues to advance.

Juniper Berries—Are advancing.

Oil Bergamot—Has again advanced and is tending higher.

Oil Lemon—Has declined on account of arrival of the new crop.

Oil Peppermint—Is dull and lower.

Oil Copaiba—Has advanced on account of higher price for balsam.

Oil Sassafras—Is scarce and advancing.

Roman Chamomile Flowers—Are scarce and higher.

#### Starch in Powdered Capsicum.

Powdered capsicum is often mixed with about 1 per cent. of fixed oil to improve its appearance, and such oiled powders often contain more or less maize starch, maize meal, etc. These are best detected by mixing a little of the powder on a slide or on a watch-glass with an alcoholic solution of iodine (1:15) and then adding solution of hydrated chloral. When now examined under the microscope many of the oil globules will appear dark blue, and remain so for half an hour. When the preparation has become quite clear a little more solution of hydrated chloral is added. In this way the various tissues are admirably shown, and the starch now appears pale blue. By this method the extraction of the fat by means of ether or ether-alcohol may be avoided.

#### Commissions To Physicians for Prescribing.

A St. Louis concern recently offered physicians of that city a commission of 50 cents on each bottle of their specialty for tubercular disease that they prescribed. Two prominent retail firms who were appointed distributors of the nostrum were placed in a most unfavorable light before the medical profession, but managed to clear their skirts somewhat by pleading that the concern had not fully informed them as to the dividend part of the scheme. In the meanwhile the agitation against non-ethical preparations has received an impetus that could hardly have been gained in any other way.

#### Try Out Your Good Ideas.

Have you an idea in your mind for improving your work? Have you an invention simmering in your gray matter? Do you think you have a special aptitude for some vocation? If you have, then remember that if you don't act you likely will see some other fellow with a little more nerve than you get ahead, and leave you wishing you had paid more attention to the promptings of your mind.

The head of a New York transportation company which does much business with Europe bemoans the fact that he didn't take a trip to the other side of the Atlantic ten years before he did. His own words were: "If I had known ten years ago what I know to-day after making the journey, I would have made many thousand dollars." Why didn't he go before? All the time he had it in his mind, but he hesitated and hesitated; put it off until some other fellow got ahead of him and secured the profits he could have taken.

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

Who has not heard some man in an office or store say, "Why, I had in my head that idea for which Willikens got promoted. What an idiot I was for not speaking up!" The world is full of such loiterers.

The writer knows from experience the folly of delay. Eight years ago he thought out a small mechanical device; but although he drew up the plan he never got a copyright of his invention or acted in any practical way. It was just a foolish delay through a misgiving that he would be ridiculed if he tried to sell his idea. But a year after he had thought out his scheme a device similar in every detail to the one he had drafted was placed on the market, and the inventor made quite a fair amount of money out of it. At the worst, if a man thinks he has a decided improvement to suggest in his work he can only get good naturedly turned down by his employer. Ability to suggest improvements shows initiative, and marks a worker out as possessing a progressive mind. In practical inventions there are fortunes.

Often laziness of mind prevents a man from acting. This fault is common with nearly every one in dealing with the untried and the unknown. Goethe said to a man who consulted him about an enterprise but mistrusted his own powers: "Ach! You need only blow on your hands!"

If you think you are a genius in any direction, either as a poet, inventor or "improver" in any way, get busy. The needs of the world are great, and if your ideas are valuable they are in demand. But see that you make a start. You can't make any journey if you don't take the first step.

Don't risk a good job trying your idea out. Montgomery Ward & Co.'s founder is said to have packed his first mail orders in his lunch hour until he got a fair business going. Another big mail order man sold watches after business hours through

the mail. Try out your scheme in a small way at first if possible; but don't delay too long. Don't put your enterprise off. Don't make the mistake of thinking that everybody but yourself has a little gray matter.

W. Brighton.

#### Clerk's Carelessness Kills a Customer.

A foreigner living in Washington, Pa., who wanted some castor oil asked a compatriot who had been studying English to write the name for him. The drug clerk to whom the paper was presented came to the conclusion after carefully scrutinizing the paper that carbolic acid was desired. So he asked the customer if that was it, and receiving an affirmative reply gave it to him with fatal results.

The sale to the public of carbolic acid in greater strength than 5 per cent. is now prohibited in many places, and where it is allowable the druggist can not exercise too great caution in seeing that the customer receives exactly what he wants and thoroughly understands its danger as well as uses.

The limitations which trades unions place upon the number of apprentices have always been condemned by people who live for longer than one day at a time. The policy is narrow and suicidal. Not only that but the fact that youthful crimes are mostly committed by boys who have no trades is bringing men to think that some drastic measures will have to be taken to right the evil.

## 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  
 MUSKOGON, MICH.

## Valentines

Write for Catalogue

Grand Rapids Stationery Co.

29 N. Ionia St.

Grand Rapids, Mich.

# PILES

## CURED

...without...

**Chloroform,  
Knife or Pain**

**Dr. Willard M. Burleson**  
 103 Monroe St., Grand Rapids

Booklet free on application



## WHOLESALE DRUG PRICE CURRENT

Advanced— Advanced—Citric Acid, Oil Peppermint, Camphor.					
<b>Acidum</b>					
Aceticum.....	6@	8	Copaiba.....	1 50@	1 60
Benzoicum, Ger.....	70@	75	Cubebae.....	1 35@	1 40
Boracic.....	17		Evechthitos.....	1 00@	1 10
Carbonicum.....	26@	29	Erigeron.....	1 00@	1 10
Citricum.....	52@	55	Gaultheria.....	2 25@	2 35
Hydrochlor.....	3@	5	Geranium.....	2 25@	2 35
Nitrosum.....	8@	10	Gossypii Sem gal.....	70@	75
Oxalicum.....	10@	12	Hedeoma.....	3 00@	3 10
Phosphoricum, dil.....	44@	47	Juniper.....	40@	20
Salicylicum.....	1 1/2@	5	Lavandula.....	90@	60
Sulphuricum.....	1 1/2@	5	Limons.....	1 30@	1 40
Tannicum.....	75@	85	Mentha Piper.....	3 00@	3 25
Tartaricum.....	38@	40	Mentha Verid.....	3 50@	3 60
<b>Ammonia</b>			Morruhuac gal.....	1 25@	1 50
Aqua, 18 deg.....	4@	6	Myrica.....	3 00@	3 50
Aqua, 20 deg.....	8@	8	Olive.....	75@	30
Carbonas.....	13@	15	Picls Liquida.....	10@	12
Chloridum.....	12@	14	Picls Liquida gal.....	1 06@	1 10
<b>Aniline</b>			Ricina.....	1 06@	1 10
Black.....	2 00@	2 25	Rosmarini.....	1 00@	1 00
Brown.....	80@	1 00	Rosae oz.....	5 00@	6 00
Red.....	45@	50	Succini.....	40@	45
Yellow.....	2 50@	3 00	Sabina.....	90@	1 00
<b>Baccae</b>			Santal.....	40@	50
Cubebae.....	22@	25	Sassafras.....	90@	95
Juniperus.....	8@	10	Sinapis.....	90@	95
Xanthoxylum.....	30@	35	Tigil.....	1 00@	1 20
<b>Balsamum</b>			Thyme.....	40@	40
Copaiba.....	65@	70	Thyme, opt.....	40@	60
Peru.....	60@	65	Theobromas.....	15@	20
Terabin, Canada.....	60@	65	<b>Potassium</b>		
Tolutan.....	35@	40	Bi-Carb.....	15@	18
<b>Cortex</b>			Bichromate.....	18@	15
Abies, Canadian.....	18		Bromide.....	25@	30
Cassia.....	18		Carb.....	12@	15
Cinchona Flava.....	20		Chlorate.....	12@	14
Buonymus atro.....	60		Cyanide.....	34@	38
Myrica Cerifera.....	20		Iodide.....	2 50@	2 60
Prunus Virginl.....	12		Potassa, Bitart pr.....	30@	32
Quillaja, gr'd.....	15		Potass Nitras opt.....	7@	10
Sassafras.....	25		Potass Nitras.....	6@	8
Ulmus.....	36		Prussiate.....	23@	26
<b>Extractum</b>			Sulphate po.....	15@	18
Glycyrrhiza Gla.....	24@	30	<b>Radix</b>		
Glycyrrhiza, po.....	28@	30	Aconitum.....	26@	25
Haematox.....	11@	12	Althae.....	30@	35
Haematox, 1s.....	13@	14	Anchusa.....	10@	12
Haematox, 1/2s.....	14@	15	Arum po.....	25@	25
Haematox, 1/4s.....	16@	17	Calamus.....	20@	40
<b>Ferru</b>			Gentiana po 15.....	12@	15
Carbonate Precip.....	15		Glycyrrhiza pv 15.....	16@	18
Citrate and Quina.....	2 00		Hydrastis, Canada.....	1 90	
Citrate Soluble.....	55		Hydrastis, Can. po.....	2 00	
Ferrocyanidum S.....	40		Hellebore, Alba.....	12@	15
Solut. Chloride.....	15		Inula, po.....	18@	22
Sulphate, com'l.....	2		Ipecac, po.....	2 50@	2 60
Sulphate, com'l, by.....	70		Iris plox.....	35@	40
Sulphate, pure.....	7		Jalapa, pr.....	25@	30
<b>Flora</b>			Maranta, 1/2s.....	35@	35
Amica.....	15@	18	Podophyllum po.....	15@	18
Anthemis.....	40@	50	Rhei.....	75@	100
Matricaria.....	30@	35	Rhei, cut.....	1 00@	1 25
<b>Folia</b>			Rhei, pv.....	75@	100
Barosma.....	35@	40	Spigella.....	1 45@	1 50
Cassia Acutifol.....	15@	20	Sanuginari, po 18.....	50@	55
Cassia, Acutifol.....	25@	30	Serpentaria.....	85@	90
Salvia officinalis.....	18@	20	Senega.....	85@	90
Uva Ursi.....	8@	10	Smilax, off's H.....	40@	48
<b>Gummi</b>			Smilax, M.....	25@	25
Acacia, 1st pkd.....	65		Scilla po 45.....	20@	25
Acacia, 2nd pkd.....	65		Symplocarpus.....	25@	25
Acacia, 3rd pkd.....	65		Valeriana Eng.....	15@	20
Acacia, sifted sts.....	65		Valeriana, Ger.....	12@	14
Acacia, po.....	45@	65	Zingiber a.....	22@	25
Aloe Barb.....	22@	25	Zingiber j.....	22@	25
Aloe, Cape.....	25		<b>Semen</b>		
Aloe, Socotri.....	25		Anisum po 20.....	12@	15
Ammoniac.....	55@	60	Apium (gravel's).....	12@	15
Asafoetida.....	85@	90	Bird, 1s.....	4@	6
Benzoinum.....	50@	55	Carul po 15.....	12@	14
Catechu, 1s.....	14@	15	Cardamom.....	70@	90
Catechu, 1/2s.....	14@	15	Coriandrum.....	12@	14
Catechu, 1/4s.....	14@	15	Cannabis Sativa.....	7@	8
Comphorae.....	30@	38	Cydonium.....	75@	100
Euphorbium.....	40		Chenopodium.....	25@	30
Galbanum.....	40		Dipterix Odorate.....	80@	100
Gamboge.....	35@	40	Foeniculum.....	18@	20
Guaiacum.....	35@	40	Foenugreek, po.....	7@	9
Kino.....	45@	50	Lini.....	4@	6
Mastic.....	45@	50	Lini, gr'd, bbl. 2 1/2.....	3@	6
Myrrh.....	45@	50	Lobelia.....	75@	80
Opium.....	75@	80	Pharlaris Cana'n.....	9@	10
Shellac.....	60@	70	Rapa.....	5@	6
Shellac, bleached.....	60@	65	Sinapis Alba.....	7@	9
Tragacanth.....	70@	100	Sinapis Nigra.....	9@	10
<b>Herba</b>			<b>Spiritus</b>		
Absinthium.....	50@	60	Frumentum W D 2.....	00@	2 50
Eupatorium oz pk.....	25		Frumentum.....	1 25@	1 50
Lobelia.....	25		Juniperis Co O T 1.....	65@	2 00
Majorum.....	25		Juniperis Co.....	1 75@	3 50
Mentra Pip. oz pk.....	25		Saccharum N E 1.....	90@	2 10
Mentra Ver. oz pk.....	25		Spt Vini Galli.....	1 75@	6 50
Rue.....	39		Vini Oporto.....	1 25@	2 00
Tanacetum.....	22		Vina Alba.....	1 25@	2 00
Thymus V. oz pk.....	25		<b>Sponges</b>		
<b>Magnesia</b>			Florida Sheeps' wool.....	3 00@	3 50
Calcined, Pat.....	55@	60	Nassau sheeps' wool.....	3 50@	3 75
Carbonate, Pat.....	18@	20	Velvet extra sheeps'.....	2 00	
Carbonate, K-M.....	18@	20	wool, carriage.....	2 00	
Carbonate.....	18@	20	Extra yellow sheeps'.....	1 25	
<b>Oleum</b>			wool carriage.....	1 25	
Absinthium.....	4 90@	5 00	Grass sheeps' wool.....	1 25	
Amygdalae, Dulc.....	40@	65	carriage.....	1 00	
Amygdalae, Ama.....	8 00@	8 25	Hard, slate use.....	1 40	
Anisi.....	1 85@	1 95	Yellow Reef, for.....	1 40	
Aurant Cortex.....	2 75@	3 85	<b>Syrups</b>		
Bergamini.....	25@	30	Acacia.....	50	
Caliputi.....	85@	90	Aurant Cortex.....	50	
Carvophilli.....	1 40@	1 50	Zingiber.....	50	
Cedar.....	50@	90	Ipecac.....	50	
Chenopadii.....	3 75@	4 00	Ferri Iod.....	50	
Cinnamoni.....	1 35@	1 40	Rhei Arom.....	50	
Citronella.....	65@	70	Smilax Off's.....	50@	60
Custum Msa.....	85@	90	Senega.....	50	

# Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

## 599

This number will appear on all packages and bottles from us on and after December 1st.

**Hazeltine & Perkins  
Drug Co.  
Grand Rapids, Mich.**



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
Col		Col	
A		1	
Ammonia		ARCTIC AMMONIA	
Axle Grease		Doz.	
B		12 oz. ovals 2 doz. box	
Baked Beans		3 1/2 lb. tin boxes, 2 doz.	
Bath Brick		10 lb. pails, per doz.	
Bluing		25 lb. pails, per doz.	
Brooms		25 lb. pails, per doz.	
Brushes		BATH BRICK	
Butter Color		American	
C		English	
Candles		BLUING	
Canned Goods		Arctic	
Carbon Oils		6 oz. ovals 3 doz. box	
Catsup		16 oz. round 2 doz. box	
Cereals		Sawyer's Pepper Box	
Cheese		No. 3, 3 doz. wood	
Chewing Gum		No. 5, 3 doz. wood	
Chicory		No. 1 Carpet	
Chocolate		No. 2 Carpet	
Clothes Lines		No. 3 Carpet	
Cocoa		No. 4 Carpet	
Cocoa Nut		Parlor Gem	
Cocoa Shells		Common Whisk	
Coffee		Fancy Whisk	
Confections		Warehouse	
Crackers		BRUSHES	
Cream Tartar		Solid Back 8 in.	
D		Solid Back, 11 in.	
Dried Fruits		Pointed Ends	
F		Stove	
Farinaceous Goods		No. 1	
Fish and Oysters		No. 2	
Fishing Tackle		No. 3	
Flavoring Extracts		No. 4	
Fresh Meats		No. 5	
G		No. 6	
Gelatin		No. 7	
Grain Bags		No. 8	
Grains and Flour		No. 9	
H		No. 10	
Herbs		No. 11	
Hides and Pelts		No. 12	
I		No. 13	
J		No. 14	
Jelly		No. 15	
L		No. 16	
Licorice		No. 17	
M		No. 18	
Matches		No. 19	
Meat Extracts		No. 20	
Mince Meat		No. 21	
Molasses		No. 22	
Mustard		No. 23	
N		No. 24	
Nuts		No. 25	
O		No. 26	
Olives		No. 27	
P		No. 28	
Pipes		No. 29	
Pickles		No. 30	
Playing Cards		No. 31	
Potash		No. 32	
Provisions		No. 33	
R		No. 34	
Rice		No. 35	
S		No. 36	
Salad Dressing		No. 37	
Saleratus		No. 38	
Salt Soda		No. 39	
Salt		No. 40	
Salt Fish		No. 41	
Seeds		No. 42	
Shoe Blacking		No. 43	
Snuff		No. 44	
Soap		No. 45	
Soda		No. 46	
Soups		No. 47	
Spices		No. 48	
Starch		No. 49	
Syrups		No. 50	
T		No. 51	
Tea		No. 52	
Tobacco		No. 53	
Twine		No. 54	
V		No. 55	
Vinegar		No. 56	
W		No. 57	
Wicking		No. 58	
Woodenware		No. 59	
Wrapping Paper		No. 60	
Y		No. 61	
Yeast Cake		No. 62	
		No. 63	
		No. 64	
		No. 65	
		No. 66	
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6	7	8	9	10	11
<b>Meal</b> 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'ng 24 50 Cow Feed ..... 23 50 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal ..... 29 00 Cottonseed Meal ..... 30 00 Gluten Feed ..... 27 00 Malt Sprouts ..... 20 00 Brewers Grains ..... 21 50 Molasses Feed ..... 21 50 Dried Beet Pulp ..... 16 50 <b>Oats</b> Michigan ..... 40 <b>Corn</b> Corn ..... 48 <b>Hay</b> No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 <b>HERBS</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25 <b>JELLY</b> 5 lb. pails, per ..... 12.1 85 15 lb. pails, per pail ..... 42 30 lb. pails, per pail ..... 75 <b>LICORICE</b> Pure ..... 30 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MATCHES</b> C. D. Crittenden Co. Saginaw Noiseless ..... 4 50@4 75 <b>MEAT EXTRACTS</b> 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 <b>MOLASSES</b> New Orleans Fancy Open Kettle ..... 40 Choice ..... 35 Fair ..... 26 Good ..... 22 Half barrels 2c extra. <b>MINCE MEAT</b> Columbia, per case ..... 2 75 <b>MUSTARD</b> Horse Radish, 1 dz. .... 1 75 Horse Radish, 2 dz. .... 3 50 <b>OLIVES</b> 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, 12 oz. .... 4 50 Queen, 28 oz. .... 7 00 Stuffed, 6 oz. .... 90 Stuffed, 8 oz. .... 1 45 Stuffed, 10 oz. .... 2 40 <b>PIPES</b> Clay, No. 216 ..... 1 70 Clay, T. D., full count 65 Cob, No. 3 ..... 85 <b>PICKLES</b> 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 <b>PLAYING CARDS</b> 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 Tourn't whist. 2 25 <b>POTASH</b> 48 cans in case ..... 4 00 Penna Salt Co.'s ..... 3 00 <b>PROVISIONS</b> Barreled Pork Mess ..... 18 00 Fat Black ..... 17 50 Short Cut ..... 17 50 Short Cut Clear ..... 17 50 Bean ..... 15 50 Pig ..... 20 00 Brisket, clear ..... 19 00 Clear Family ..... 15 50 <b>Dry Salt Meats</b> S P Bellies ..... 12 Bellies ..... 11 1/4 <b>Extra Shorts</b> ..... 9 <b>Smoked Meats</b> 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 Pimento Boiled Ham ..... 14 Boiled Ham ..... 13 Berlin Ham, pressed ..... 8 1/2 Mince Ham ..... 9 <b>Lard</b> Compound ..... 8 1/2 Pure ..... 10 1/4 80 lb. tubs, advance ..... 7 1/2 60 lb. tubs, advance ..... 7 1/2 50 lb. tubs, advance ..... 7 1/2 50 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	<b>Sausages</b> Bologna ..... 5 1/2 Liver ..... 6 1/2 Frankfort ..... 7 Pork ..... 7 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 9 75 Boneless ..... 11 25 Rump, new ..... 11 25 <b>Pig's Feet</b> 1/4 bbls. .... 1 10 1/2 bbls., 40 lbs. .... 1 85 1/2 bbls. .... 3 25 1 bbl. .... 7 75 <b>Tripe</b> Kits, 15 lbs. .... 70 1/4 bbls., 40 lbs. .... 1 50 1/2 bbls., 80 lbs. .... 3 00 <b>Casings</b> Hogs, per lb. .... 28 Beef, rounds, set ..... 16 Beef middles, set ..... 45 Sheep, per bundle ..... 70 <b>Uncolored Butterline</b> Solid dairy ..... @10 Rolls, dairy ..... 10 1/2@11 1/2 <b>Canned Meats</b> Corned beef, 2 ..... 2 50 Corned beef, 14 ..... 17 50 Roast beef ..... 2 20@2 50 Potted ham, 1/4 ..... 45 Potted ham, 1/2 ..... 85 Deviled ham, 1/4 ..... 45 Deviled ham, 1/2 ..... 85 Potted tongue, 1/4 ..... 45 Potted tongue, 1/2 ..... 85 <b>RICE</b> 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@7 Carolina, ex. fancy ..... 7 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint ..... 2 25 Columbia, 1 pint ..... 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer ..... 3 15 Dela's ..... 3 00 Wyandotte's Cow ..... 3 15 Emblem ..... 2 10 L. P. .... 3 00 Wyandotte, 100 3/4 ..... 3 00 <b>SAL SODA</b> Granulated, bbls. .... 85 Granulated, 100lb. cs. 1 00 Lump, bbls. .... 80 Lump, 150lb. kegs ..... 95 <b>SALT</b> Common Grades ..... 2 10 60 5 lb. sacks ..... 2 00 60 10 1/2 lb. sacks ..... 1 90 28 10 1/2 lb. sacks ..... 30 28 lb. sacks ..... 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56lb. sacks ..... 20 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> Cod Large whole ..... @ 7 Small whole ..... @ 6 1/2 Strips or bricks ..... 7 1/2@10 1/2 Pellack ..... @ 4 1/2 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 1/2 <b>Herring</b> Holland White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65@ 75 White Hoop mchs. 80 Norwegian ..... Round, 100lbs. .... 3 75 Round, 40lbs. .... 1 75 Sealed ..... 13 <b>Trout</b> No. 1, 100lbs. .... 7 50 No. 1, 40lbs. .... 3 25 No. 1, 10lbs. .... 90 No. 1, 8lbs. .... 75 <b>Mackerel</b> Mess, 100lbs. .... 4 00 Mess, 40lbs. .... 3 25 Mess, 10lbs. .... 25 Mess, 8lbs. .... 14 00 No. 1, 100lbs. .... 14 00 No. 1, 4 lbs. .... 5 60 No. 1, 10 lbs. .... 1 65 No. 1, 8 lbs. .... 1 36 <b>Whitefish</b> No. 1, No. 2 Fam ..... 100lb. .... 9 75 4 50 50lb. .... 5 25 2 40 10lb. .... 1 12 60 8lb. .... 92 50 <b>SEEDS</b> Anise ..... 10 Canary, Smyrna ..... 4 1/4 Caraway ..... 9 Cardamom, Malabar 1 00 Celery ..... 15 Hemp, Russian ..... 4 1/4 Mixed Bird ..... 4 Mustard, white ..... 9 Poppy ..... 9 Rape ..... 5 1/2 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 2 50 Handy Box, small ..... 1 90 Bixby's Royal Polish ..... 85 Miller's Crown Polish ..... 85	<b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rappie in jars. 43 <b>SOAP</b> J. S. Kirk & Co. American Family ..... 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky Diamond, 100 6 oz. 3 80 Jap Rose, 50 bars ..... 3 75 Savon Imperial ..... 3 10 White Russian ..... 3 00 Dome, oval bars ..... 3 00 Satinet, oval ..... 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox ..... 3 00 Ivory, 6 oz. .... 4 00 Vory, 10 oz. .... 6 75 Star ..... 3 25 <b>LAUTZ BROS. &amp; CO.</b> 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 Marcellis, 100 cakes ..... 5 80 Marcellis, 100 cakes 5c 4 00 Marcellis, 100 ck toilet 4 00 <b>A. B. Wisley</b> Good Cheese ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 100-5c ..... 4 50 Kirkline, 24 1lb. .... 3 80 Pearline ..... 3 75 Soapine ..... 3 75 Babbitt's 1776 ..... 3 75 Roseine ..... 3 50 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Pine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 35 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ..... 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand ..... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes ..... 80 Scourine, 100 cakes ..... 3 50 <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> Whole Spices Allspice ..... 12 Cassia, China in mats. 12 Cassia, Canton ..... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 55 Cassia, Amoyna in rolls. 25 Cloves, Zanzibar ..... 25 Cloves, 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 <b>Pure Ground in Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 28 Cassia, Saigon ..... 48 Cloves, Zanzibar ..... 18 Ginger, African ..... 18 Ginger, Cochinch ..... 18 Ginger, Jamaica ..... 25 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne ..... 20 Sage ..... 30 <b>STARCH</b> Common Gloss 1lb. packages ..... 4@5 3lb. packages ..... 4 1/2@5 1/2 6lb. packages ..... 5 1/2@6 1/2 40 and 50lb. boxes 3 1/2@3 1/2 Barrels ..... @3 <b>Common Corn</b> 20lb. packages ..... 5 40lb. packages ..... 4 1/2@7 <b>SYRUPS</b> Corn Barrels ..... 25 Half Barrels ..... 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Japan Sundried, medium ..... 24 Sundried, choice ..... 32 Sundried, large ..... 36 Regular, medium ..... 24 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice ..... 38 Basket-fired, fancy ..... 48 Nibs ..... 22@24 Siftings ..... 9@11 Fannings ..... 12@14	<b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 30 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> Fine Cut Cadillac ..... 54 Sweet Loma ..... 55 Hiawatha, 5lb. pails. 55 Telegram ..... 30 Pay Car ..... 33 Prairie Rose ..... 49 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> Red Cross ..... 31 Palo ..... 35 Hiawatha ..... 41 Kilo ..... 35 Battle Ax ..... 37 American Eagle ..... 33 Standard Navy ..... 47 Spear Head, 7 oz. .... 47 Spear Head, 14 1/2 oz. 44 Nobby Twist ..... 55 Jolly Tar ..... 39 Old Honesty ..... 43 Toddy ..... 34 J. T. .... 38 Piper Heidsieck ..... 66 Boot Jack ..... 80 Honey Dip Twist ..... 40 Black Standard ..... 40 Cadillac ..... 40 Forge ..... 34 Nickel Twist ..... 52 Mill ..... 36 Great Navy ..... 32 <b>Smoking</b> 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 Duke's Cameo ..... 43 Myrtle Navy ..... 44 Yum Yum, 1 1/2 oz. .... 43 Yum Yum, 1lb. pails. 40 Cream ..... 38 Corn Cake, 2 1/2 oz. .... 25 Corn Cake, 1lb. .... 22 Plover Boy, 1 1/2 oz. .... 39 Plover Boy, 3 1/2 oz. .... 39 Peerless, 3 1/2 oz. .... 35 Peerless, 1 1/2 oz. .... 38 Air Brake ..... 38 Cant Hook ..... 30 Country Club ..... 32 3/4 Forex-XXXX ..... 30 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 22 Cotton, 4 ply ..... 22 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium ..... 20 Wool, 1lb balls ..... 6 <b>VINEGAR</b> 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 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> Baskets Bushels ..... 1 10 Bushels, wide band ..... 1 60 Market ..... 40 Splint, large ..... 3 50 Splint, medium ..... 3 25 Splint, small ..... 2 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 <b>Butter Plates</b> 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 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each ..... 2 55 Barrel, 15 gal., each ..... 2 70	<b>Clothes Pins</b> Round head, 5 gross bx 50 Round head, cartons. 70 <b>Egg Crates</b> Humpty Dumpty ..... 2 40 No. 1, complete ..... 32 No. 2, complete ..... 18 <b>Faucets</b> Cork lined, 8 in. .... 65 Cork lined, 9 in. .... 75 Cork lined, 10 in. .... 85 Cedar, 8 in. .... 55 <b>Mop Sticks</b> Trojan spring ..... 90 Eclipse patent spring. 85 No. 1 common ..... 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 ..... 90 <b>Pails</b> 2-hoop Standard ..... 1 60 3-hoop Standard ..... 1 75 2-wire, Cable ..... 1 70 3-wire, Cable ..... 1 90 Cedar, an red, brass ..... 1 25 Paper, Eureka ..... 2 25 Fibre ..... 2 70 <b>Toothpicks</b> Hardwood ..... 2 50 Softwood ..... 2 75 Banquet ..... 1 50 Ideal ..... 1 50 <b>Traps</b> 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 <b>Tubs</b> 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 <b>Wash Boards</b> 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 <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30 <b>Wood Bowls</b> 11 in. Butter ..... 75 13 in. Butter ..... 1 25 15 in. Butter ..... 2 10 17 in. Butter ..... 3 50 19 in. Butter ..... 4 30 Assorted, 13-15-17 ..... 2 30 Assorted, 15-17-19 ..... 3 25 <b>WRAPPING PAPER</b> 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 <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 10 Sunlight, 1 1/2 doz. .... 1 50 Yeast Foam, 3 doz. .... 1 15 Yeast Cream, 3 doz. .... 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> 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 Haddock ..... @12 Pickered ..... @12 1/2 Pike ..... @ 9 Perch, dressed ..... @10 Smoked, White ..... @12 1/2 Red Snapper ..... @10 Col. River Salmon ..... @16 Mackerel ..... @20 <b>HIDES AND PELTS</b> <b>Hides</b> 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, cured No. 1 14 Calfskins, cured No. 2 12 1/2 <b>Pelts</b> Old Wool ..... 30 Lambs ..... 75@1 25 Shearlings ..... 50@1 25 <b>Tallow</b> No. 1 ..... @ 5 1/4 No. 2 ..... @ 4 1/4 <b>Wool</b> Unwashed, med. .... 23@25 Unwashed, fine ..... 20	<b>CONFECTIONS</b> <b>Stick Candy</b> Pails Standard ..... 7 1/2 Standard H H ..... 7 1/2 Standard Twist ..... 8 1/2 <b>Cases</b> Jumbo, 32 lb. .... 7 1/2 Extra H H ..... 10 Boston Cream ..... 10 Ode Time Sugar stick 80 lb. case ..... 13 <b>Mixed Candy</b> Grocers ..... 6 Competition ..... 6 1/2 Special ..... 7 1/2 Conserve ..... 8 Royal ..... 8 1/2 Ribbon ..... 10 Broken ..... 7 1/2 Cut Loaf ..... 8 1/2 Leader ..... 8 Kindergarten ..... 10 Bon Ton Cream ..... 9 French Cream ..... 9 1/2 Star ..... 11 Hand Made Cream ..... 15 Premio Cream mixed 13 O F Horehound Drop 10 <b>Fancy-in Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 12 Fudge Squares ..... 13 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 <b>Fancy-in 5lb. Boxes</b> Lemon Sours ..... 55 Old Fashioned Hor- soud drops ..... 10 Peppermint Drops ..... 60 Chocolate Drops ..... 60 H. M. Choc. Drops ..... 85 H. M. Choc. LT. and Dark No. 12 ..... 1 00 Butter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain ..... 65 Lozenges, printed ..... 65 Imperial ..... 60 Mottos ..... 60 Cream Bar ..... 55 G. M. Peanut Bar ..... 55 Hand Made Crms. 80@90 Cream Buttons ..... 65 String Rock ..... 60 Wintergreen Berries ..... 60 Old Time Assorted ..... 2 75 Butter Brown Goodies 3 50 Up-to-date Assnt. .... 3 75 Ten Strike No. 1 ..... 6 50 Ten Strike No. 2 ..... 6 50 Ten Strike, Summer ..... 6 50 sortment ..... 6 75 Scientific Ass't. .... 18 00 <b>Pop Corn</b> Dandy Smack, 24s ..... 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack ..... 3 25 Checkers, 50 pkg. case 3 50 Pop Corn Balls, 200s ..... 1 20 Cicero Corn Cakes ..... 5 per box ..... 60 Azulikit 100s ..... 3 00 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. .... 1 25 <b>NUTS—Whole</b> Almonds, Tarragona ..... 17 Almonds, Avica ..... 17 Almonds, California sft. shell ..... Brazil ..... 15@17 Filberts ..... @13 Cal. No. 1 ..... @13 Walnuts, soft shelled @16 Walnuts, Grenoble. @15 Table nuts, fancy. @15 Pecans, Med. .... @16 Pecans, ex. large. @18 Pecans, Jumbos ..... @20 Hickory Nuts per bu. Ohio new ..... Cocanuts ..... @ 5 Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts 8 1/2@ 9 Peanut Halves ..... @75 Walnut Halves ..... @38 Filbert Meats ..... @27 Alicante Almonds @38 Jordan Almonds ..... @47 <b>Peanuts</b> Fancy, H. P. Suns. @7 1/4 Fancy, H. P. Suns, Roasted ..... @8 1/2 Choice, H. P. Jumbo @8 1/2 Choice, H. P. Jumbo Roasted ..... @9 1/4



## Special Price Current

### AXLE GREASE



Mica, tin boxes... 75 9 00  
Paragon ..... 55 6 00

### BAKING POWDER

#### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

### BLUING



#### C. P. Blueing

Doz.  
Small size, 1 doz. box.. 40  
Large size, 1 doz. box.. 75

### CIGARS

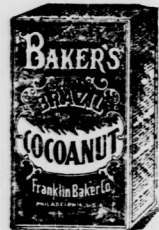


GJ Johnson Cigar Co.'s bd.  
Less than 500 ..... 33  
500 or more ..... 32  
1,000 or more ..... 31  
Worden Grocer Co. brand  
Ben Hur

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 1/4 lb. pkg. per case 2 60  
85 1/4 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
18 1/4 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass ..... 4 1/2 @ 8 3/4  
Hindquarters ..... 6 1/2 @ 10  
Loins ..... 8 @ 14  
Loins ..... 7 @ 14  
Rounds ..... 5 @ 7  
Chucks ..... 5 @ 6 1/2  
Plates ..... 4 @ 5  
Livers ..... 4 @ 8

#### Pork

Loins ..... @ 11  
Dressed ..... @ 7 1/2  
Boston Butts ..... @ 9 1/2  
Shoulders ..... @ 9  
Leaf Lard ..... @ 9 1/2  
Trimnings ..... @ 8

### 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.. 1 50

#### Jute

60ft. .... 75  
72ft. .... 90  
90ft. .... 1 05  
120ft. .... 1 50

#### Cotton Victor

50ft. .... 1 10  
60ft. .... 1 35  
70ft. .... 1 60

#### Cotton Windsor

50ft. .... 1 30  
60ft. .... 1 44  
70ft. .... 1 80  
80ft. .... 2 00

#### Cotton Braided

40ft. .... 95  
50ft. .... 1 35  
60ft. .... 1 45

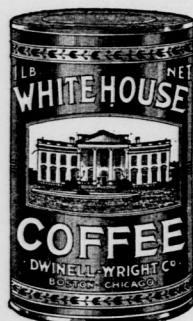
#### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb. ....  
White House, 2 lb. ....  
Excelsior, M & J, 1 lb. ....  
Excelsior, M & J, 2 lb. ....  
Tip Top, M & J, 1 lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....  
Distributed by Judson  
Grocer Co. Grand Rapids;  
Lee & Cady, Detroit; Sym-  
ons Bros. & Co., Saginaw;  
Brown, Davis & Warner,  
Jackson; Godsmark, Du-  
rand & Co., Battle Creek;  
Helmreich Co., Toledo.

### Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/4 to 1 in. .... 6  
1 1/4 to 2 in. .... 7  
1 1/4 to 2 in. .... 9  
1 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 ..... 26  
Large ..... 34

### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size ..... 1 10  
Cox's 2 qt. size ..... 1 61  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Knox's Acidu'd. doz. 1 20  
Knox's Acidu'd. gro. 14 00  
Nelson's ..... 1 50  
Oxford ..... 75  
Plymouth Rock ..... 1 25

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Twenty differ-  
ent sizes on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50  
50 cakes, large size.. 3 25  
100 cakes, small size.. 3 85  
50 cakes, small size.. 1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large ..... 3 75  
Halford, small ..... 2 25

We sell more 5 and 10  
Cent Goods Than Any  
Other Twenty Whole-  
sale Houses in the  
Country.

## WHY?

Because our houses are the recog-  
nized headquarters for these  
goods.

Because our prices are the lowest.  
Because our service is the best.

Because our goods are always  
exactly as we tell you they are.

Because we carry the largest  
assortment in this line in the  
world.

Because our assortment is always  
kept up-to-date and free from  
stickers.

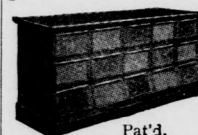
Because we aim to make this one  
of our chief lines and give to  
it our best thought and atten-  
tion.

Our current catalogue lists the most com-  
plete offerings in this line in the world.  
We shall be glad to send it to any merchant  
who will ask for it. Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis

## A Clean Store Helps



## Scherer Counters FOR GROCERS

Improve Display,  
Increase Sales,  
Protect Goods,  
Save Space and Time  
Beauty Store.

Pat'd.  
Catalog N free on request  
SHERER-GILLET CO., M'frs., - Chicago.

## Scherer Counters Help Make a Clean Store

## Information Is Protection

## Protection Is Profit

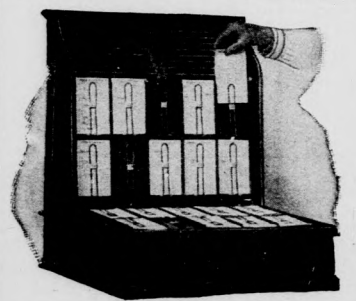
You have NO protection if you do not know at ALL times  
how ALL your ACCOUNTS stand.

Most systems of handling accounts require too much valu-  
able time and expense to furnish the information.

If you can SAVE this time and expense you are SAVING  
profit.

THE McCASKEY ACCOUNT Register System protects  
YOU from ERRORS, LEAKS and FORGOTTEN CHARGES,  
gives you COMPLETE INFORMATION about your business  
and SAVES you TIME, LABOR and EXPENSE—Profit.

Let us tell you HOW.



The  
McCaskey Register Co.  
Alliance, O.

Mrs. of the Celebrated Multiplex  
Duplicating Carbon Back Sales  
Pads; also Side Carbon, End Car-  
bon and Folded Pads.

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

Use

Tradesman

Coupon

Books

Made by

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.

Grocery store at Port Huron, Mich., inventories \$2,500. Doing a business of \$20,000 a year. Too much other business, reason for selling. Edward F. Percival, Port Huron, Mich. 475

Investment Not Speculation. Buy a Peerless Cement Brick machine. Profit enormous; active demand for cement brick; one man makes 3,000 bricks per day. Peerless Brick Machine Co., 21 North 6th St., Minneapolis, Minn. 474

Jewelry and optical store for sale in best town in Thumb of Michigan; 1,000 population, good location; good reason for selling. Address Chas. Walker, Marquette, Mich. 473

For Sale—Up-to-date stock general merchandise. Leading store. Cash business. Last year's business \$30,000. Stock reduced about \$5,000. No fixtures to buy. Will sell reasonable. B. Cohen, Northville, Mich. 471

For Sale—Bazaar stock. Will sell at a bargain if taken at once. Other business affairs require my attention is the reason for selling. Good opportunity for the right party. Address Lock Box 168, Lyons, Mich. 470

For Sale—Clean staple stock of dry goods, shoes and groceries. Invoices about \$12,000. For quick sale will take 55 cents on the dollar or will lump for \$5,000. Other business pressing compels this sale at once. Stock is just as advertised. Don't answer unless you mean business. Address Box 13, Monmouth, Iowa. 469

For Exchange—50% to 75% equities in new and modern apartment buildings and stores and flats. All well rented with incomes of 10% to 15% on price. Will exchange for clear property, farms, ranches, timber lands and other large properties. For attention, state fully what you have, giving location and fair cash value. Will consider deals from \$10,000 to \$300,000. J. Almon Austin, 111 La Salle St., Chicago, Ill. 468

Will exchange stock of general merchandise for good Michigan grazing land. Address No. 467, care Michigan Tradesman. 467

For sale or exchange for a good 80 acre farm, my clean hardware business in one of the best little villages in Central Michigan. Situated on the M. C. R. R. between Jackson and Saginaw. Only hardware stock in town. Reason for selling, have other business. M. A. M., care Michigan Tradesman. 465

Drug Fixtures And Show Cases—At a very low price my entire lot of drug fixtures and show cases. For particulars address H. L. Wagner, San Antonio, Texas. 466

For Sale or Trade—We are willing to give you a bargain of \$3,000 house; could not be built for less than \$7,000; good barn, three lots; one of the best residence locations in Grand Rapids; will take \$5,500. Would consider outside income property or drug stock to the amount of \$1,500. Yes, will give long time on \$1,500. Must change climate. Address Climate, care Michigan Tradesman. 482

For Sale—Good saloon business. Best town north Grand Rapids. Bargain if taken before May 1st. Reason for selling, sickness. Lock Box 252, Boyne City, Mich. 484

Annual Clearing Sale—When does your "Sale" open? Have you a practical advertiser? All depends on prices and publicity. You fix prices; let us handle the advertising. Modern methods bring results. We want your business. Try us now; next year you'll know how. Address Press Publicity, care Michigan Tradesman. 481

For Sale—Strictly modern up-to-date clothing store with high-class clothing and furnishings stock, less than two years old. Has been clothing stand for thirty years. Cheap rent. Situated in one of the best towns in Lower Michigan. Stock and fixtures will invoice \$8,000. Sell with or without lease. Address No. 480, care Michigan Tradesman. 480

For Sale—My half interest in a general merchandise store, whole stock will invoice about \$9,000. Frank J. Goblirsch, Lafayette, Minn. 479

For Sale—Five shares of The Oaxaca Association stock; tropical planters; incorporated. F. L. Lee, Union City, Mich. 478

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

For Sale—The Star Shoe Store, Port Huron, Mich. Stock and good will. The leading shoe store, best located, best established. Paid over 35 per cent. net last year. Will sell for cash and cash only. Immediate possession given. Reason for selling, owner desires to retire from business. No trades considered. Address W. H. Appenzeller, Port Huron, Mich. 477

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

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—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, 21 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 208, 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

For Sale—First-class grocery and crockery stock in Ithaca. One of the best towns in Michigan. A moneymaking 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 24x70 feet. Good living rooms. A bargain. Must be sold at once. Sickness. Address E. E. Steffey, Crystal, Mich. 456

For Sale—\$2,250 drug stock and newsstand, doing an excellent business in town of 2,000. 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, 43 Bank of Commerce Bldg., Minneapolis, Minn. 430

Who will give money to build real auto airship, all improvements made? Address No. 418, care Michigan Tradesman, 418

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—The oldest established meat market and grocery in Petoskey, including meat and grocery fixtures, stock and good will. Average cash yearly sales, \$25,000. Can be bought at a great bargain. Other business requires my attention. C. C. Hamill, 318 Mitchell St., Petoskey, Mich. 406

Wanted—Doctor and druggist. Good location, no competition. Population village 650, also good farming, Northern Michigan. Address Liniment, care Tradesman. 408

Pecos Valley of New Mexico, the land of sunshine, health and opportunity. Special inducements in irrigated lands. William Dooley, Secretary Farmers' Land League, Artesia, New Mexico. 410

For Sale or Rent—Two brick stores. Rent reasonable. For particulars address E. I. Pickhaver, c-o M. O. Farnham, Mancelona, Mich. 338

For Sale—Clean stock of drugs and sundries in town of 2,000. Good farming community. Annual sales between \$4,500 and \$5,000. Expenses light. A fine chance for a good man. Reasons for selling, have other business which requires all my attention. Address No. 389, care Michigan Tradesman. 389

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

Merchants—I have buyers for all kinds of merchandise stocks. If you want to buy, sell or exchange or close out, write me at once. G. B. Johns, Grand Ledge, Mich. 382

For Sale—My buggy and implement business in the heart of a first-class farming country. Very little competition. A big chance for someone. I must quit on account of my eyesight failing. Volney Strong, Clarksville, Mich. 376

For Sale—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-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

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

For Sale—Fine large, clean stock of furniture, carpets and rugs. A successful 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

Drug and grocery for sale. Good Michigan town 600. 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 Bee Hive Shoe Store, Calumet, Mich. 438

## POSITIONS WANTED

Wanted—Position as clerk in a grocery store. Can furnish very best of references. Address No. 483, care Michigan Tradesman. 483

Advertisement writer and designer, age 32, experienced, desires position with department store or general advertiser. Highest references. Address L. P. H., 84 North St., Portland, Maine. 476

Wanted—By man 34, hustler, position as traveling salesman, staple line. Experienced. Satisfactory reference. Address No. 436, care Michigan Tradesman. 436

## HELP WANTED.

Wanted—One lady stenographer and book-keeper; one lady dry goods clerk, one clothing and men's furnishing goods salesman. Will pay good salary to competent help. Please send references. O. O. Skalet, St. Anthony, Idaho. 472

Wanted—Salesman of good address, understanding the nature of gasoline, to work in unoccupied territory selling latest improved lighting systems. Address Allen-Sparks Gas Light Co., Department B, Lansing, Mich. 449

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. 434, care Michigan Tradesman. 434

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

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.



## MUTUAL RELATIONS.

## Strong Ties Which Unite Certain Local Banks.

The recent bank elections disclose the interesting fact that while there may be strong ties uniting certain banks there is nothing like a general recognition of the "community of interests" principle by the election of directors in common. The banks are reasonably friendly among themselves and move together in certain important matters, but the harmony is rather of good business policy than the product of anything like trust methods.

The Old, National City, Grand Rapids and the Fourth National have not a single director in common. Among the State Bank directorates there is but one duplication, this being William Alden Smith, who holds place on both the Grand Rapids and the Peoples Savings. Between the State and the National banks more connecting links will be found. L. H. Withey, Henry Idema and Edward Lowe are on both the Old National and the Kent directorates. Clay H. Hollister, of the Old National, is also a director in the Commercial Savings. The National City, besides controlling the City Savings and Trust, with the same directors serving both, has affiliations with the Grand Rapids Savings through Lester J. Rindge and Thomas M. Peck, and with the Kent through T. Stewart White. The only connection the Grand Rapids National has with any other bank is J. Boyd Pantlind, who is also on the Peoples Savings Bank board. The State Bank is even more independent than the Grand Rapids National, having not a single director in common with the other banks. Between the Fourth and Fifth Nationals and Peoples Savings there is a strong community of interests, Wm. H. Anderson, Wm. H. Gay, S. M. Lemon, John W. Blodgett, Christian Bertsch and Amos S. Musselman having place on the board of each. The relations between these banks is so close as to make them a group, and the only connections between this group and the other banks are J. Boyd Pantlind and Wm. Alden Smith.

The Michigan Trust Company is strong in its affiliations with some of the banks and has no connections with others. Of its twenty directors eight are also members of the Old National directorate, three also members of the Grand Rapids National, one of the National City, three of the Kent, two of the Grand Rapids Savings, two of the Peoples and one of the State. Only five of the Trust Company directors but hold other bank directorates and two of these live out of town.

The total number of bank directors is 152 and eighty-four men hold these places, leaving sixty-eight duplications.

The banks, especially those with savings bank attachments, which applies equally to the State and Nationals, are constantly on the lookout for new attractions for deposits. They issue banks which depositors may take home with them, advertise in diverse ways and do other things to

encourage the savings habit. There is one phase of the savings deposit account that has not been touched upon, and which upon investigation might develop some possibilities. This is the life insurance feature, and especially industrial life insurance. Industrial life insurance calling for payments in small amounts but often is expensive, and the statistics show that a large proportion of the insurance taken out is lost through lapsed payments. If the same money was deposited in the savings bank it would in a very few years amount to a comfortable provision for the family in bereavement. There might be lacking that element of getting something for nothing which attaches to insurance proper, but then neither would there be danger of losing all through inability to keep up the payments in seasons of misfortune or when work is slack. The savings bank insurance can be increased or diminished at any time, and in case of necessity the amount saved up, with interest, is immediately available. There would be no need of a medical examination and other formalities would also be dispensed with.

To give the savings deposit an insurance aspect it would probably have to be a little different from the ordinary savings deposit, and this difference could be made in the interest rate. Give the life insurance depositors, for instance, 4 per cent., this rate to be paid only upon the presentation of the proofs of death. The deposit might have a withdrawal value equivalent to 3 per cent. on the amounts deposited, which is the ordinary savings rate. How this would work out, approximately, in the case of a man who deposited 50 cents a week may be seen from the following:

	Actual deposit	Withdrawal value	Insurance value
		3%	4%
5 years..	\$130	\$139 09	\$142 24
10 years..	260	299 51	315 64
15 years..	390	486 79	527 00
20 years..	520	703 98	784 66

In both instances the interest is compounded semi-annually, and the actual value in both instances would be greater than given because the interest would be reckoned from the time the deposits were made instead of in semi-annual amounts. As a further attraction it might be provided that after twenty or twenty-five years the deposit in the bank at that time should have the 4 per cent. rate. The young man who at 20 years of age started in on a 50 cents a week life insurance deposit would at 40 have a nice little endowment available, and if he persisted in it four years longer it would be in excess of \$1,000, and growing at the rate of \$40 a year from interest alone.

In Massachusetts the banks are seriously thinking of taking on life insurance as a branch of this regular business. Exactly what the plan is has not fully developed, but it seems to be on the line of regular insurance, and to carry it into effect some changes will have to be made in the State banking law. In the plan outlined above no legislation would be needed for the insurance deposit

would be straight savings business, with the rate of interest paid as the only difference. It is possible some difficulty might be raised on account of the clearing house agreement as to interest rates, but the bank desiring to take it up could probably find that there is more than one way to skin a cat.

## Recent Trade Changes in the Hoosier State.

Marion—The drug store formerly conducted by Frank Rigdon, has been purchased by C. E. Overman.

Elkhart—Calvin K. Clauer has purchased the interest of his partner in the jewelry stock of Gleis & Clauer. The wholesale department will be known as the Calvin Clauer Co.

Terre Haute—A. Arnold, for forty-nine years engaged in the clothing business, is closing out his stock preparatory to retiring from active business.

Marion—Chas. Levy's Sons, meat dealers, have purchased the stock of T. H. Hamilton. Bert Tucker, employed as meat cutter at the Levy store, will take the management of the Hamilton store.

Elkhart—Melvin Ulrich has arranged to sell his grocery to I. J. Crowe, of Goshen.

## The Boys Behind the Counter.

Kalamazoo—Cleveland Smith, who has gone to Battle Creek to become manager of the carpet department of the Schroder & Curtis store, was presented with a handsome suit case by the employes of Gilmore Brothers' store. The presentation speech was made by Madame Doyle. Mr. Smith, who has managed the carpet and shade department at Gilmore's, will be succeeded by Burl A. Slosser, who has come from Laotto, Ind., to take the position.

Battle Creek—Chas. Fleming, who formerly resided in this city, and was connected with Peter Hoffmaster in his ready-to-wear department, but of late years has been engaged in the shoe business at Vermontville, has returned to this city and associated himself with the L. W. Robinson Co. as buyer and manager for its ready-to-wear department.

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

Buffalo, Jan. 16—Creamery, fresh 25@29c; dairy, fresh, 20@24c; poor to common, 17@20c; roll, 20@23c.

Eggs—Fancy candled, 27@28c; choice, 25@26c; cold storage, 22c.

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

Dressed Poultry—Fowls, 11@12½c; chickens, 12@13c; old cox, 9c; turkeys, 16@18c; ducks, 14@16c; geese, 10@12c.

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.

The glory of the cross does not depend on your being cross.

Power in life is simply putting our passions into harness.

## Increased Its Sales Over Previous Year.

Ionia, Jan. 11—The annual meeting of the stockholders of the Ionia Pottery Co. was held here to-day. Transfers of stock during past two years have resulted in making it a close corporation, in which all the stock except 40 shares is owned by four persons. A result of this change of interests is that the company is receiving closer attention, and is under more thorough business management than ever before. A result of this is that the past year has been one of the most prosperous in its history. The total output was \$23,000, about \$4,000 more than in 1905. This is the limit of the present capacity of the plant, which was increased during the year by the addition of another moulding machine and some other betterments. The company could sell 50 per cent. more goods, and the Secretary was authorized to ascertain the cost of a new modern kiln. It is the policy of the company to make no dividends, but put all earnings into betterments, until the plant reaches the capacity demanded by the business.

## Appointment of Food Law Employees.

Washington, Jan. 15—Examinations will be held throughout the country on February 5 for positions in the Agricultural Department under the pure food and drugs act. The examinations will be for one chief food and drug inspection chemist at \$3,000 a year, several food and drug inspection chemists at \$2,000 a year, and a large number of food and drug inspectors at \$2,000 a year. In all, about seventy-five appointments are to be made. The list of eligibles will be certified to the Department as soon as the papers of the applicants can be rated after the examinations.

## Not Particular.

"Doctor, how can I ever repay you for your kindness to me?"  
"Doesn't matter, old man. Check, money order or cash."

Some girls marry well and others happily.

## BUSINESS CHANCES.

Wanted—An A1 stove and hardware clerk. Must be a good salesman and stockkeeper. Good on sporting goods, window trimming and sewing machines. State wages wanted. Address No. 492, care Michigan Tradesman.

For Sale—Stock of men's, boys' and children's clothing at a bargain. Address Owner, 353 Parker Ave., East Toledo, Ohio. 491

Want party to invest and take charge renting mechanical window attractions in West; big returns assured; investigate. Jandorf Window Attraction Co., 679 Broadway, New York. 493

For Sale—Pork packing house, capacity 150 hogs per day. Reason for selling, wish to retire. J. H. Copas, Sr., Owosso, Mich. 485

Position Wanted—Clerk, experienced in shoe and general store. Single. Have references. Position of trust desired. Address No. 486, care Tradesman. 486

Drug clerk. Ph. G. with 1½ years' experience retail drug store. Single. Can furnish No. 1 references. Address No. 487, care Tradesman. 487

For Sale—A drug store in one of best towns in the state. Poor health, reason for selling. Address "Doctor," care Michigan Tradesman. 490

Who wants to buy, for cash, a good paying, well-established gum business? Small capital required. Address S. S., care Michigan Tradesman. 489

For Sale—\$1,000 stock shoes and men's furnishings in fine town. Address No. 488, care Michigan Tradesman. 488

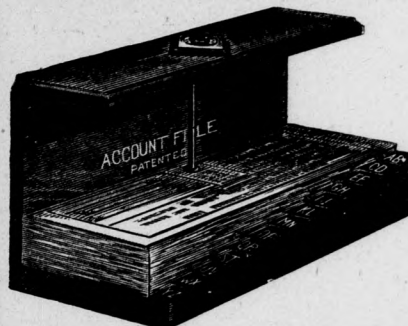




The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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.*

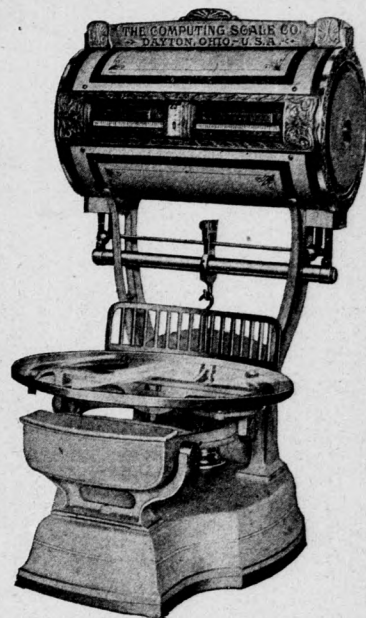
### SEND IN THE COUPON!

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.....



## Tin Pails

At Present Factory Prices

Mail us your orders NOW.



10 quart heavy tin flaring pails. Full standard size and heavy weight.

Per Dozen **\$1.05**

### Heavy Tin Dairy Pails

These pails have extra heavy IX bottoms and are called IX tin by some.

10 Quarts. Per dozen..... \$1 50  
12 Quarts. Per dozen..... 1 70  
14 Quarts. Per dozen..... 1 90

## Galvanized Iron Oil Cans



Heavy galvanized bodies; bright tin tops. The best made.

per doz.  
1 Gallon Spout..... \$1 60  
2 Gallon Spout..... 2 50  
3 Gallon Spout..... 3 50  
5 Gallon Spout..... 4 50

### Nickel Faucet Cans

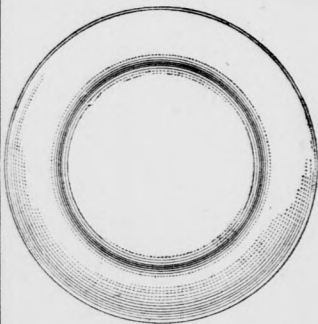
3 Gallon Faucet..... 4 50  
5 Gallon Faucet..... 5 25

## Homer Laughlin's Best White Ironstone China

Shipped From Grand Rapids

Absolutely the very best Ironstone China or White Granite ware obtainable and not to be confused with the common ware with which the market is flooded. **Warranted "Run of the Kiln firsts"** and guaranteed not to craze

No Charge for Package



### Large St. Denis Teas

Unhandled.....	doz.	\$0 67
Handled.....	72	
Cups only, unhandled.....	34	
Cups only, handled.....	42	

### Extra St. Denis Coffees

Unhandled.....	80
Handled.....	84
Cups only, unhandled.....	40
Cups only, handled.....	48

### Bakers and Scallops

3 inch, actual size 5 1/2 in.....	70
4 inch, actual size 6 in.....	70
7 inch, actual size 9 in.....	1 20
8 inch, actual size 9 1/2 in.....	1 80
9 inch, actual size 10 1/2 in.....	2 40
10 inch, actual size 11 1/2 in.....	3 00

### Bowls

No. 36 St. Denis, 1 pint.....	67
No. 30 St. Denis, 1 1/2 pints.....	80
No. 24 St. Denis, 2 pints.....	1 00
No. 36 Oyster Bowls, 1 pint.....	67
No. 30 Oyster Bowls, 1 1/2 pint.....	80
No. 24 Oyster Bowls, 2 pints.....	1 00
No. 36 Oyster Nappies.....	63
No. 30 Oyster Nappies.....	75

### Dishes or Platters

8 inch, actual size 11 1/2 in.....	1 00
10 inch, actual size 13 1/2 in.....	1 80
12 inch, actual size 15 1/2 in.....	3 00
14 inch, actual size 17 1/2 in.....	4 20
16 inch, actual size 20 in.....	6 60



### Plates, Etc.

5 inch, (Pie) actual size 7 in.....	doz.	\$0 45
6 inch, (Tea) actual size 8 in.....	55	
7 inch, (Breakfast) actual size 9 in.....	65	
8 inch, (Dinner) actual size 10 in.....	75	
7 inch, deep or soup, actual size 9 in.....	65	
4 inch Sauce Dishes, size 4 1/2 in.....	30	
4 inch Ice Cream Dishes, size 4 1/2 in.....	27	
Individual Butters.....	20	

### Cable Pitchers, Etc.

No. 42, holds 1 pint.....	86
No. 36, holds 1 1/4 pints.....	1 00
No. 30, holds 2 1/4 pints.....	1 20
No. 24, holds 4 pints.....	1 80
No. 12, holds 5 1/2 pints.....	2 40
No. 6, holds 7 1/2 pints.....	3 60
No. 4, holds 9 pints.....	5 40
No. 24 Bell Boy, holds 4 pints.....	1 80
No. 6, Roccaille Ice Jug, holds 7 1/4 pints.....	6 00

### Ewers and Basins

No. 9 Cable.....	doz. prs.	\$8 60
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### Chambers

No. 12 Covered, 7 1/2 in.....	doz.	3 60
No. 9 Covered, 8 1/2 in.....	4 80	
No. 12 Open, 7 1/2 in.....	2 40	
No. 9 Open, 8 1/2 in.....	3 20	

### Combinets

Combinets with cover and bail.....	10 00
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### Soap Dishes

Soap Slabs.....	60
Fast Drainer Soap.....	1 25

## Bargains

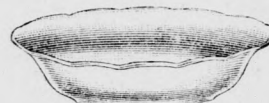
### In White Granite

Staple articles that are in demand every day and can be sold at a big profit.



5 inch Fancy Oatmeal Saucer in white granite thirds, neatly embossed and actually measuring 6 inches.

**24c** Per Dozen



### Holland Nappies or Scallops

The celebrated plain white Maas-tricht ware, very highly glazed and ornamented with fancy embossed border. Our own importation.

7 inch. Actual size 7 1/4 in.....	per doz.	\$0 90
8 inch. Actual size 9 in.....	1 20	
9 inch. Actual size 10 in.....	1 50	

## Toilet Sets

### In White Granite Thirds



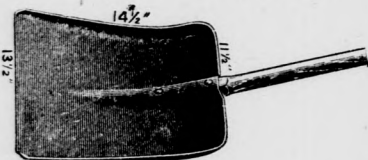
Fancy shape and prettily embossed. Very smooth and even and very hard to distinguish from top of the kiln.

12 piece sets. Per set..... \$2 50  
In cask lots of 12 sets..... 2 10

No Charge for Package

## All Steel Snow Shovels

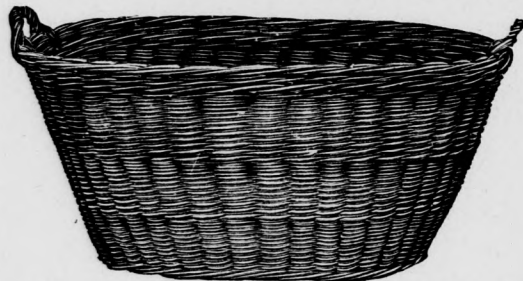
Best on the Market



No. 91. Made of 1 piece high-grade steel, size 11 x 14 inches, with 42 inch long handle passing into the back of steel plate.

Per dozen..... **\$2.75**

## High Grade Wilson Clothes Baskets

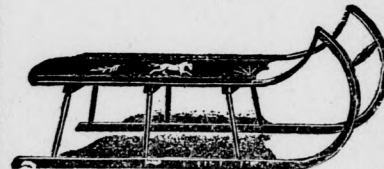


Extra heavy white whole willow stock (not split), well shaped, flaring sides, strong handles.

Length..... 27 inches	29 inches	31 inches
Per dozen..... \$6.50	\$7.25	\$7.95

## Sleighs and Coasters

We can furnish any number shown in catalogue No. 189.



### No. 85 Round Knee Frame Sleigh

Has two round knees securely framed and set at two angles. Varnished frame, painted and decorated top, length 30 inches, width 11 inches. 1/2 dozen in crate.

In crate lots, per dozen..... **\$2.25**  
Less than crate lots, per dozen... 2.45

## Leonard Crockery Co.

Grand Rapids, Mich.

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**NO CHARGE**  
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