

Worthy of the Grocers' Attention

It complies with all Pure Food Laws both STATE and NATIONAL

The materials used in the manufacture of Calumet Baking Powder are the finest possible to select. These materials are so carefully treated and correctly proportioned and put together that perfect neutralization occurs, leaving the bread, biscuits or cake you eat free from any chemicals, such as tartaric acid, rochelle salts, alum, lime or ammonia. In handling Calumet Baking Powder you get a baking powder that is chemically correct, is always the same and keeps well, the last can of your shipment being as good as the first.

Further, in handling Calumet Baking Powder, the retailer handles a high grade baking powder that he can sell to his trade at a moderate price and at the same time make as good if not a better profit than on any other piece of goods he has on his shelves that can be classed as baking powder; and in handling these goods the retailer has protection.

Calumet Baking Powder is guaranteed to the retailer to comply in every respect with all pure food laws, both STATE and NATIONAL. Ask your customers to try Calumet Baking Powder. If they do not like it their money is refunded. We pay the retailer the full retail price for every can returned as being unsatisfactory.

CALUMET BAKING POWDER CO., CHICAGO, ILLINOIS

You Are Invited

to attend the Ninth Annual Convention of the Michigan Retail Grocers' and General Merchants' Association, to be held in **Grand Rapids**, February 12, 13 and 14, 1907.

Are You Coming?

Matters of personal interest to every dealer in the State will be taken up, as well as special attention to the box car merchants and the catalogue houses. **If you have not enjoyed any of the benefits of this Association in the past, come to Grand Rapids—investigate for yourself.** Rates on all roads and at all principal hotels. Business sessions will be held in the new Press Building Auditorium.

We extend a **heartly invitation** to every retail grocer and general merchant in the State to visit our store at this time.

Judson Grocer Co.
Grand Rapids, Mich.

Coupon Books

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.

DO IT NOW

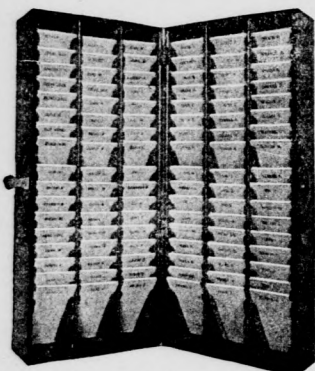
Investigate the

Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.
105 Ottawa St., Grand Rapids, Mich.
Bell Phone 387 Citizens Phone 5087

Pat. March 5, 1898, June 17, 1898, March 19, 1901.



Every Cake

of **FLEISCHMANN'S** YELLOW LABEL YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.



The Fleischmann Co.,
of Michigan

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

Makes Clothes Whiter—Work Easier—Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 23, 1907

Number 1218

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

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

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

PEOPLE AGAIN IN POWER.

At last!

It has been a long while coming, but the time has arrived.

The People rule in Michigan.

A fortnight ago a large, compact and heavy chunk of public opinion hit the machine, breaking the drive-wheel into fragments.

And the People of Michigan hailed the Farmington Cheesemaker as a Man with Backbone.

And Tip Atwood speedily hied himself to the Caro country to study up on How to Retire from Politics.

He is still studying, while the People's Choice, Senator William Alden Smith, is in Washington teaching a little of Geography to Senator Julius Caesar Burrows.

But there was more coming, and so Governor Warner renneted the debris of the Machine by appointing Hon. Cassius L. Glasgow, of Nashville, to be State Railroad Commissioner.

The coagulation of the Machine was complete and for the first time in many years Huntley Russell and Homer Warren have sufficient reason for singing "The Sword of Bunker Hill."

Also, for the first time in many years, the authority, responsibility and duties of the office of State Railroad Commissioner will be carried evenly. There will be no more "heads I win and tails you lose" about the relation of the People of Michigan to the railways in Michigan. It will be "a fair field and no favor and may the best man win" with Railroad Commissioner Glasgow. He is that kind of a man and, as the railways may readily learn, if practices conventional with them are attempted with Mr. Glasgow, he is just the kind of a man to stay that kind, under all circumstances.

Cassius L. Glasgow is a dealer in hardware and agricultural implements in the village of Nashville. According to those who know him best, he is more than that—a man of wide information, splendid business ability, active, energetic and fairly alive with plain, everyday common sense, is quick to appreciate conditions and comprehend situations and with sure judgment his convictions are morally certain to be correct. Because of these qualities and because he is an upright and fearless man, he has the courage of his convictions and to the best of his fine ability stands for them to a finish.

Is Mr. Glasgow open to argument?

Sure thing. He loves it and is no novice at the game. He delights in being convinced that he is mistaken and, like the man he is, does not hesitate to acknowledge his error when his error is demonstrated beyond question. In brief, he is an ideal People's representative in a very im-

portant position, because his jealousy of the welfare of the People will not permit him to allow the People to make any ill-advised, unfortunate exhibition of themselves through the operations of his office. And getting down to individual factors among the People, he will do all in his power to obtain for township, village and city authorities, for manufacturers and merchants, everything which, under the statutes, is coming to them from the railroads. There will be no evasions, no temporizing, no political fears of any nature which will interfere with the performance of his duties. By the same token he will make the People toe the mark every time, when the legal rights and privileges of railway companies are under discussion.

Meanwhile, the Machine, pitched helter skelter upon the dump, lies harmless, noiseless and helpless as the People rejoice in their actual restoration to real power in Michigan.

COMING LEGISLATION.

Bills galore relating to the railway business in Michigan will be, it is expected, placed before the present Legislature and any quantity of theory and practice will be set loose when the solons get real busy.

There are some much-needed reforms and one of them is the creation of a Railway Commission which, in every possible particular, shall be absolutely, permanently and irrevocably away from the influence of the railway companies.

The Grand Rapids Board of Trade Transportation Committee has had this matter in hand, studiously and thoroughly, for a year past and has practically formulated a bill which, it is believed, will come nearest to meeting the needs of the State, without in any way trenching upon the advantages made available by the interstate commerce law, of any measure yet proposed.

There is no organization which will more readily consider amendments and accept them, if they are demonstrated to be of value, than will our Board of Trade committee. There is one feature, however, which our organization has omitted from its bill, in the belief that by so doing it is holding up the hands of the Interstate Commerce Commission. That is a clause providing for the establishment of reciprocal demurrage regulations. In the judgment of the Grand Rapids organization, the Legislature of Michigan has power only to provide reciprocal demurrage ordinances for freight shipments and car service where the point from which freight is shipped and that shipment's destination point are both within the limits of the State. Any effort to enlarge those limits, so that interstate shipments will be affected,

will prove an interference with the authority of the Interstate Commerce Commission and one, too, which the railroads will be prompt to realize and which would work immeasurable injury to interstate commerce, as represented by the industries of Michigan.

For example, as to the workings of the reciprocal demurrage rule. The Pennsylvania Co. recently discovered that over 50 per cent. of its rolling stock equipment was on foreign roads, sent to those roads with goods and products of the various industries of Pennsylvania. Under the laws of that State the company in question was not required to furnish through cars to the respective foreign destinations. Commissioner Lane, of the Interstate Commerce Commission, in a report to the President, after a careful investigation of the case had been made by the Commission, expresses the opinion that any attempt at reciprocal demurrage would not be of the slightest value in furnishing cars more promptly, moving them more quickly or increasing the car supply.

The problem of car supply is being unravelled day and night in every carshop in the land. Many contracts, closed six or eight months ago, can not be filled inside of from six months to a year. It is purely a question of capacity and bears no relation to legislation. A very considerable relief might be acquired if the thousands of curbstone brokers and merchants who do business on the sidings and have no stores or warehouses other than cars could be provided with such facilities. Again, however, that is not a legislative matter.

The chief duties of a Michigan State Railway Commission are with the industries, the commercial enterprises, the county, township, village and city organizations and with individuals in Michigan in regard to conditions relating exclusively to Michigan; and when the Commission is created, if ever, it should be a resource readily reached and certain to grant every right, privilege and accommodation possible, under the laws, to bestow.

Opportunity knocks once—and often a dozen times—at every door, but you have no kick against the fates if Opportunity knocks, finds you lost in a pipe dream, and turns away never to return.

Every man should know himself, but in doing so he is apt to waste a lot of time that might be spent in making more agreeable acquaintances.

The law that brings good fruit from good seed must bring pain and loss from evil sowing.

JOHN TROMSOE

Saved Half a Million Dollars by Masquerading.

John Tromsøe, head of the firm of Tromsøe & Co., investment bankers, with offices in the sixth floor of the Ravenoke building, Chicago, had disappeared mysteriously.

Monday forenoon, four days before the detectives were called in, Tromsøe was at his desk as usual. He received the managers of his several departments, approved the contract for the purchase of the Frogmore county bonds, and signed a check for the \$125,000 necessary to complete the transaction. He referred the Stillwell county refunding proposition back to the legal department for further examination. He cleaned up several odds and ends of business, dictated some letters, dismissed the stenographer—and disappeared.

There was no clew. His hat was in its accustomed place in his private locker, with his walking stick hanging by it. His desk had not been closed. The letters the stenographer had written at his dictation remained on his desk unsigned. His checkbook was open, as if he had been about to sign a check.

No one had seen Tromsøe leave his room. To do so he would have to pass through the little room off the hall occupied by his secretary. The secretary was positive the old man had not passed through the room. All of the elevator men were certain that he had not gone up or down since he arrived at the building.

The fact of the old man's disappearance was kept from the press and from the police, and a private detective agency of high repute was called in. The agency detailed three of its most experienced men upon the case. They examined the old man's room, looked carefully into his correspondence, traced the different men who had been at the office to dispose of bonds, questioned everybody. The detectives gained not the slightest clew.

Then the old man's financial affairs were investigated by the manager and an expert accountant. The bank of which he was a director was called into conference. Everything was as true as a die. It was even ascertained that the old man had only a few dollars in his pocket at the moment of his disappearance.

A week went by and the mystery was as deep as ever. The firm continued to do business as usual. The business of the company consisted of buying county and municipal bonds in all parts of the country and in reselling them to private investors and trust companies.

The biggest plum in the bond way for years was the Stillwell county refunding five, payable in gold and to run twenty years. The twenty year clause made them gilt edged, for long time bonds were hard to find and were snapped up eagerly whenever they appeared on the market. Stillwell was one of the famous counties in a Western State. It was good for ten times the amount of the bonds.

Yet Tromsøe had warned Wan-

ner, the manager of the county bond department, to go into the history of the Stillwell bonds before closing the deal. What did he mean?

One morning, a week after the old man had disappeared, Wanner opened his office. On the floor lay a soiled envelope, bearing neither stamp nor postmark. Tearing it open Wanner was startled to read:

"I see you have neglected to go into the history of those Stillwell bonds. Do as I told you. J. T."

The writing was unmistakably John Tromsøe's. The old man, then, wasn't dead. That was evident, for here was a note written in his own familiar hand. Neither was he ill nor mentally incapacitated, for the note proved that he was still the firm, inexorable manager of every detail of his own business.

Wanner called in the detectives, but they could make nothing of the note. They decided that it must have been brought to the office by a messenger and thrown in over the transom.

The manager of the county bond department got out the history of the Stillwell bonds and began to read it more carefully than he had the first time. Again he received a shock, for there, in Tromsøe's firm, blunt penmanship was a marginal note:

"Vote of Supervisors authorizing issue of bonds not properly attested by County Clerk. His attest absolutely necessary. See that you secure it before you close the deal."

J. T."

Wanner and the whole office and detective force were more puzzled than ever by the discovery of this marginal note in Tromsøe's handwriting. Wanner was positive that the old man had not had the bond history in his possession and had not even read it. Yet here was proof that he had not only read it but, with the keen prescience which had enabled him to build up a reputation for financial shrewdness, detected the one vital flaw in the Stillwell county bond proposition.

Succeeding days brought new sensations. Wanner was about to close the Stillwell county bond deal, the Clerk's attest to the vote of the Supervisors having been obtained. He signed the contract and drew the check for \$523,067.34—the amount of principal, accrued interest and bonus agreed upon—when it flashed through his mind that John Tromsøe was not there to sign the check. Wanner was in despair. The deal was too good to lose, and yet it had to be closed by 3 o'clock that afternoon, or the firm of Tromsøe & Co. would lose the best investment it had made in five years.

The manager of the county bond department went out to luncheon, leaving the unsigned check for \$523,067.34 in his desk, which he carefully locked. When he returned he was astonished to see his desk torn open, the woodwork splintered, the lock smashed. Wanner with a shiver of apprehension looked for the check for more than half a million dollars, fully expecting to discover that it had been stolen. But there it lay—signed by John Tromsøe. A note had been pinned to the check:

"Get this over to the Trust Company vaults before 3 o'clock. Have Simpson break the seals of the bond envelopes and verify every one carefully. If he finds everything all right deliver the check, take Simpson's receipt for it, give him a receipt for the bonds, put them in the safety deposit box, return the key to Simpson, and be sure to take his receipt for the key. Tell him also to place a new lock on the deposit box and guard it with a new password. He is to keep the new key and the new password for me. No other man in the office must have access to it."

J. T."

Cold beads of perspiration covered the face of Wanner, the manager of the county bond department. The sharp concise note in John Tromsøe's handwriting was the death warrant to a daring plot of his own to convert the check for more than half a million dollars into cash on his own account. The old man's positive order to turn the check over to Simpson, the Vice-President of the Trust Company and the silent partner in the firm of John Tromsøe & Co., was the end of all his nefarious plans.

Wanner sat as a man utterly crushed for the space of three minutes. Then he sprang to his feet as if impelled by a sudden desperate resolve. Looking at his watch he saw that it still lacked twenty minutes of bank closing time. Tearing the note written by old John Tromsøe into bits and flinging them into the waste basket, he grabbed his hat and hurriedly left the office.

Going to the Trust Company he

was ushered into the presence of Simpson, the Vice-President. Producing the check he said with as calm a voice as he could command:

"Well, Simpson, heard the news? The old man's back."

"Back?" cried Simpson, with astonishment and delight. "When? Where is he? Where has he been?"

"Fishing," answered Wanner. "But I'll tell you about it after awhile. It lacks only ten minutes to bank closing. The old man has got to close up that Stillwell county deal before the First National closes. Here's his check. Countersign it and I'll come back and tell you about Tromsøe as soon as I get the check registered and the bonds in the safety deposit box."

Simpson, suspecting nothing, countersigned the check and Wanner hurried over to the bank. The bank knew him for years as the trusted manager for Tromsøe. The bank had paid Wanner bewildering sums so many times that it thought nothing of cashing the check, giving him fifty-two \$10,000 bills, three \$1,000 bills, and the \$67.34 in small change. Simpson placed the money in the double handled bag, and with the uniformed bank messenger, who as everybody knows also is a special policeman, heavily armed, left the bank. Reaching the offices of Tromsøe & Co., the bag with its more than half a million in currency was placed in the safe and the bank messenger departed.

Four o'clock came and the office force departed. Wanner was alone in the offices with the safe and its

ANNOUNCEMENT

MAPL-FLAKE Is Guaranteed To Comply With the National Pure Food Law

A Guarantee has been filed with the Secretary of Agriculture at Washington.

Serial No. 2688

IN ADDITION—the salableness of MAPL-FLAKE is guaranteed to the trade in the following announcement to Wholesale Grocers:

Battle Creek, Mich., Jan. 2, 1907

WHOLESALE GROCERS:—

Every package of MAPL-FLAKE is strictly guaranteed to be salable, whether in your hands or the retail grocers'.

We ask you to notify your salesmen to report any unsalable MAPL-FLAKE they may find; we will then take the matter up direct with the grocer, making the exchange with fresh goods without cost to him.

The greatest possible care is exercised in packing MAPL-FLAKE in an air tight package with an inner paraffined sack, but for all that, if kept in a damp place, it is liable to deteriorate and in time may become unsalable.

Yours very truly,

HYGIENIC FOOD COMPANY

hoard of greenbacks at his mercy. He busied himself about his desk, emptying pigeonholes and drawers of papers and burning them in the iron cuspidors on the floor of the ante-room. Dusky shadows crept into the rooms and finally Wanner, with a last careful scrutiny around the rooms and the corridor, unlocked the safe, took out the small bundles of bank bills, and placed them in his own traveling bag. Then, as he bent over the fastenings, a burly figure seemed to swing in through the window and pounce upon him like a great bird of evil. Wanner looked up in fright and at that instant found his throat in the grasp of steel like fingers. As his throat contracted under the merciless grasp of his assailant and his eyes started from their sockets in the terror of strangulation he saw the glowering, angry face of John Tromsøe.

Shaking Wanner as a dog would a rat the old man threw him into a corner. Wanner, dazed as he was, saw that the old man was clad in the rough garments of a common laborer, that his coarse trousers and blue woolen shirt were covered with damp clay and whitened mortar and reddish brick dust. His hands were grimy. His face was black with dirt, but through the blackness Wanner could see the healthy sunburn of a man accustomed to outdoor life. John Tromsøe had come back—but transformed.

* * *

On the day that John Tromsøe disappeared he stood at the window of his private office and gazed moodily out into the street. He realized that he was "out of tune" with his business. Something was going wrong, and yet he could not put his finger on it. The glare of the forenoon sun scarcely penetrated the deep, canonlike street, walled as it was by massive, skyreaching structures of stone and steel on either side. Up from the pavement came the endless roar of the city's traffic—the rattling of heavy trucks over granite blocks, the discordant clangor of street car gongs, the thundering reverberation of the elevated railroad trains crashing at minute intervals over interlocking switches.

The scowl on John Tromsøe's face deepened as he realized that there had been a time when all this Wagnerian accompaniment to the chorus of commerce constantly sounding in the city had been sweet music to him. Now every note was discordant.

John Tromsøe walked to another window. It faced upon the alley. Across the alley workmen in grimy clothing were engaged in tearing down a six story building to make room for a modern steel structure of sixteen stories. Negroes and white men, Irish and Bohemian, Italian and Greek, were swarming over the partly demolished walls. One big, hairy man caught Tromsøe's eye in particular. He was wielding a pickax with which at long intervals he would loosen a brick from its incrustation of mortar which had held it in a cementlike grasp since the year of the great fire. The big, hairy man clearly was a shirker. Tromsøe could see that, for when a young

man Tromsøe had wielded a pickax himself. Yet he reflected that the big hairy man could eat prodigiously and sleep like a log. Tromsøe could do neither. It had been years since he had had a real refreshing night's sleep, and as to eating, why, he could not eat anything. His stomach was as refractory as an invalid's and yet he was a big strong man who looked anything but an invalid.

The whistles in the factories across the river sounded the noon hour, and the workmen stopped to eat their dinners from tin pails. One of their number had bought a huge can of beer from a nearby saloon. All of Tromsøe's assistants and clerks had gone out to luncheon.

"Luncheon!" sneered old John Tromsøe, as he curled his lip in scorn. "I wonder," he thought, "if that big hairy man calls it 'luncheon.'"

The big hairy man was seated in a shady nook opposite John Tromsøe's window. He was eating great hunks of cold boiled beef and coarse bread, washing down his food with deep drafts from the can of beer. As he set down the pail of beer and wiped the froth from his lips with the back of his hand his eyes caught those of John Tromsøe.

"Tastes pretty good, eh?" called out Tromsøe to the big hairy man through the open window.

"You bet, boss," answered the big hairy man, taking another big mouthful of boiled meat and another long pull at the beer can.

"I'd give something to be able to eat like that," said John Tromsøe, wistfully. "Sleep pretty well?" he asked again.

"Never wake up until the old woman throws cold water on me," said the hairy man, with a grin.

"My! I haven't had a good night's sleep since—I don't know when," said Tromsøe.

The big hairy man grinned again. "You swing the pickax eight hours a day 'nd you'll eat, 'nd sleep, too, I'll bet."

John Tromsøe was struck with an inspiration that comes to a man but once in a lifetime. It startled him. "Yet, why not?" he asked of himself.

He approached the window again. "What will you take for your job?" he asked the big hairy man.

The man gazed at him in astonishment. "Do you want to know?" he asked.

"Sure," said John Tromsøe. Then he added: "I'll give you \$100 if you will trade clothes with me, give me your job without saying anything to your boss, and let me work in your place for two weeks."

"I'm your oyster, if you mean it," said the big hairy man. "The boss'll never know the difference. I just went to work this morning 'nd he don't know my face. Nor does any of these other hobos."

The rope from a huge derrick swung idly close to John Tromsøe's window. Taking a quick look around he grasped the rope and swung across the alley to a place on the wall beside the big hairy man.

"Here's your \$100," he said, handing the astonished workman a small

roll of bills. "Now hustle out of your clothes and put on mine."

The other workmen were down on the floor below, and none saw the strange metamorphosis by which John Tromsøe became a big hairy workman and the big hairy workman became John Tromsøe.

"Now, you get away quick," said Tromsøe, and the big hairy man, with a parting grin, disappeared down a ladder.

"Come back in two weeks, mind," called out Tromsøe to the departing workman.

The whistle sounded for 1 o'clock, and Tromsøe, in faded overalls and coarse woolen shirt, attacked the wall vigorously with his pickax. He glowered in the unaccustomed toil. It seemed to him that he was free—that he had liberty as wide as the sky was broad. All afternoon he labored, occasionally glancing across the alley into his own office with a chuckle of satisfaction over the mystery which he knew his disappearance inevitably must cause.

When the 5 o'clock whistle sounded Tromsøe went down the ladder, stiff and sore but elated. He had kept out a few dollars when he had exchanged clothes with the big hairy man, and with them he paid for a cheap lodging room for a week. Then he washed his face and hands, and after resting awhile ate a supper of corned beef and cabbage, which tasted better than anything he ever had eaten at his club grill room. That night he slept like a log through sheer exhaustion.

The next day and the three days following Tromsøe worked with pick and crowbars on the walls across the alley from his own suite of offices. He could see into every room.

When he noted this fact Tromsøe chuckled again. Then he stopped chuckling, for he made a discovery. Wanner, the manager of the county bond department, was receiving queer visitors. Wanner was holding secret consultations with men whom Tromsøe knew to be curb brokers in the grain trade. That looked suspicious, and Tromsøe decided to watch Wanner.

He saw, too, that Wanner was neglecting the Stillwell county bond deal, for the big bulky roll of manuscript containing the history of the bonds still reposed in the upper right hand pigeonhole of Wanner's desk, where the old man had seen him put it. So Tromsøe wrote the note which first startled Wanner and threw it into Wanner's room through the open window.

It was an easy matter for Tromsøe to swing across the alley by the derrick rope, enter the window, and make the notation on the margin of the bond history. It was easy to do the same thing when he signed the check. But on that occasion he had to force open Wanner's desk with the light hand crowbar which he carried with him for the purpose. To guard against any temptation which might enter Wanner's mind Tromsøe also left the note giving explicit directions for the deposit of the check and the bonds with Simpson. Having given these explicit directions, Tromsøe watched Wanner

through the open window all the rest of the afternoon. When Wanner and the bank messenger entered the room with the bag of greenbacks and Wanner put the money in the safe, Tromsøe knew that Wanner was ignoring his orders from some personal and sinister motive. He watched like the hawk that he was, and swung through the window just in time to prevent Wanner from becoming an embezzler and an absconder.

* * *

"And to think that you were right across the alley from us when we had detectives looking all over the city for you," cried Simpson in amazement. "Anyway, you saved half a million dollars by your masquerade party."

"I saved more than that," said Tromsøe.

"How's that?" asked Simpson.

"I saved my health and my nerves. I can sleep like a log, now," said the old man, "and eat!—say, you ought to see me eat!" Frederick Royce.

Plans To Make Its Own Casks.

Midland, Jan. 22—The Dow Chemical Co. will install a stave mill which will circulate thousands of dollars in this county for wood products. The company uses a large number of casks for the shipment of bleaching powder, its manufacturing all being done here in its own cooper shop. Heretofore the company has been able to secure the staves from mills in Clare and other nearby points, but this source of supply has failed. The new plant will utilize a class of timber for which there has been no great demand in this county. The casks require a forty-inch stave and thirty-inch heading, the timber used being beech, birch, hard and soft maple and poplar and pine. At least 1,500,000 staves and 700,000 feet of lumber will be needed yearly, for which about \$19,000 must be expended.

A Windfall.

Wig—Jimmy's uncle has just died and left him a couple of million. He always said his ship would come in some day.

Wagg—Yes, but he didn't expect an heirship.

In the Crowded Aisle.

Biggs—This strap is not long enough.

Griggs—Another car shortage.

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.

AROUND THE STATE

Port Huron—Oliver Hand will soon open a meat market.

Port Huron—Capt. Luderick will soon open a grocery store.

Marshall—William Bosley has purchased the bankrupt hardware stock of O'Leary Bros.

Beulah—F. L. Orcutt, dealer in general merchandise, has sold his stock to I. J. Speelman, of Honor.

Manistique—Duncan McMillan has sold his interest in the firm of Stewart & McMillan to Mr. Stewart and will leave the city.

Sault Ste. Marie—Geo. W. Bailey and Thomas McBride are about to open a clothing store under the style of McBride & Bailey.

St. Johns—Geo. Karcher has taken Ernest Botsford as a partner in the meat business, Mr. Botsford having purchased a half interest.

Wyandotte—David Craig has taken charge of the McCleery grocery stock and it is expected that the stock will be disposed of in a short time.

Dexter—The Phelps Hardware Co. is closing out its stock at wholesale, preparatory to going out of business within the next ninety days.

Riga—Herman Heiser and Geo. Nachtreib have formed a copartnership and purchased the grocery stock of W. P. Corbett with the intention of starting in active business Feb. 1.

Battle Creek—J. A. Jones, of New York City, and Geo. P. Dunlap, of Ypsilanti, have formed a copartnership and will conduct a tea and coffee house, making Battle Creek their home.

Pinckney—L. L. Holmes, who is engaged in the clothing business at Belding, will soon open a branch store here. J. T. Prestley, of Belding, will take the management of the new store.

Lenox—Mrs. A. Williams has sold her dry goods and millinery stock to Merriman & Bishop. Mrs. Williams, who has been engaged in trade here for the past twenty-two years, will take up her residence in Detroit.

Niles—Lalinger Bros., of South Bend, have purchased the Perry Flandermeier stock of boots and shoes from C. E. Smith, the assignee, for about \$6,500 and will remove same to South Bend.

Adrian—Frank Boyd, junior member of the meat and grocery firm of R. W. Boyd's Sons, has sold his interest to his father and will go to Zanesville, Ohio, to accept a position as manager of the Zanesville Provision Co.

Ithaca—A corporation has been formed under the style of the Ithaca Lumber & Coal Co., which has an authorized capital stock of \$10,000, all of which has been subscribed, \$2,500 being paid in in cash and \$1,100 in property.

Ludington—Thos. Black, formerly of Riverton, has purchased a half interest in the hardware stock of H. S. Hansen. Mr. Black will engage actively in the business, which will

now be conducted under the style of Hansen & Black.

Charlotte—H. S. Fuller has sold his interest in the grocery and crockery stock of Geo. H. Tubbs & Co. to Mr. Tubbs, who will continue the business under the style of Geo. H. Tubbs. Mr. Fuller has not yet announced his plans for the future.

Flint—Smith, Bridgeman & Co., dealers in general merchandise, have merged their business into a stock company under the same style, with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash and merchandise.

Eaton Rapids—Hall & Darling have sold their implement stock to P. H. Egan and Clyde Boatman, who will continue the business under the name of Egan & Boatman. Hugh Hall will devote his time to the Bradley Incubator Co. in future and L. B. Darling will move to his farm.

Portland—Inventory is being taken in Churchill & Woodbury's general store and when completed, Herbert Schaffer, for several years a popular clerk employed by John A. McClelland, will purchase a third interest, when the business will be continued under the style of Churchill, Woodbury & Co.

Petoskey—A. F. Hart and M. S. Plank have formed a copartnership under the style of the Petoskey Kitchen Cabinet Manufacturing Co. to engage in the manufacture of kitchen cabinets. The machinery is new being installed and the power will be furnished by gasoline engines, but the owners have a steam plant ready to install should the gasoline prove insufficient to meet their requirements.

Zeeland—The general merchandise business formerly conducted by J. Van Den Bosch & Co. has been merged into a stock company under the style of the J. Van Den Bosch Co., which has an authorized capital stock of \$10,000, of which amount \$8,200 has been subscribed and paid in in cash. The stockholders are Jacob Van Den Bosch, John Van Der Sluis, of Holland, and John Snitseler, of Grand Rapids.

Tustin—W. M. Holmes & Co., dealers in hardware, agricultural implements, furniture and groceries, have sold their stock to G. A. Swanson & Sons, who will continue the business at the same location. The business was established Oct. 25, 1885, by W. M. Holmes and Jarrad D. DeGoit, who formed a copartnership under the style of Holmes & DeGoit. Hardware and implements were handled solely until 1887, when a grocery stock was added. The copartnership continued until March, 1903, when Mr. DeGoit retired from the firm on account of ill health, dying on June 13 of the same year. Mr. Holmes is a director in the Bank of Tustin and will devote his time in the future to this and other institutions with which he is connected.

Manufacturing Matters.

Lansing—The Rikerd Lumber Co. has increased its capital stock from \$25,000 to \$50,000.

Detroit—The H. W. Harding Lumber Co. has increased its capital stock from \$20,000 to \$45,000.

Lansing—Hugh Lyons & Co., manufacturers of showcases and display fixtures, have increased their capital stock from \$100,000 to \$150,000.

Bomanville—The shingle mill of the Boman Lumber Co. is cutting 60,000 shingles a day. The saw mill of the company is also in full operation.

Alpena—The business formerly conducted under the style of the Kimball Lumber Co. will be continued in the future by the Island Mill Lumber Co.

Wayland—The planing mill connected with the Moline Lumber Co. has been purchased by L. F. Wallbrecht, who will move same and install it near his elevator.

Coleman—The Coleman Creamery Co. has been incorporated to manufacture butter with an authorized capital stock of \$10,870, of which amount \$3,870 has been subscribed and paid in in property.

Berville—The Berville Creamery Co. has been incorporated to conduct a creamery business with an authorized capital stock of \$5,000, of which amount \$3,500 has been subscribed and \$1,200 paid in in cash.

Kalamazoo—Messrs. Teller and Bennett have sold their interest in the Kalamazoo Manufacturing Co., which manufactures kitchen cabinets, to Fred W. Ulm and Harry White, both of whom are Kalamazoo men.

Detroit—A corporation has been formed under the style of the Star Chemical Co. to manufacture Star remedies, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Coldwater—H. E. and W. E. Hunt have purchased the stock of H. H. Buckout in the Coldwater Specialty Co. Mr. Buckout, who was Secretary of the company, will return to Kalamazoo. His successor has not yet been chosen.

Detroit—A corporation has been formed to manufacture steam boilers under the style of the United States Boiler Supply Co., which has an authorized capital stock of \$50,000, all of which has been subscribed, \$1,000 being paid in in cash and \$49,000 in property.

Monroe—The lumbering business formerly conducted under the style of the W. C. Sterling & Son Co. has been merged into a stock company under the style of the Monroe Lumber Co., with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Bay City—The Kneeland, Buell & Bigelow Co. has purchased 6,000,000 feet of standing mixed timber near Wolverine. The consideration is not stated, but that class of timber ranges from \$4.50 to \$5.50 stumpage. This timber will be cut and brought to this city to be manufactured.

Benton Harbor—Frederick P. Rosback, manufacturer of printing and bookbinding machinery, has merged his business into a stock company under the style of the F. P. Rosback Co., with an authorized capital stock of \$75,000, of which amount \$40,000 has been subscribed and paid in in property.

Detroit—The foundry business formerly conducted by Nicholas Hardoin has been merged into a stock

company under the style of the N. Hardoin Brass Co., which has an authorized capital stock of \$12,000, all of which has been subscribed, \$3,000 being paid in in cash and \$6,610 in property.

Detroit—A corporation has been formed under the style of the Rochester Sandstone Brick Co. to manufacture brick and concrete blocks, operations to be carried on at Shelby. The company has an authorized capital stock of \$100,000, all of which has been subscribed and \$10,000 paid in in cash.

Manistee—The business formerly conducted under the style of the Brown-Bouton Shoe Co., which did a manufacturing business, has been merged into a stock company under the style of the Brown Glove Co., with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Midland—The Dow Chemical Co. is erecting a plant for the manufacture of staves and heading required by the company in its business. The timber used is beech, birch, hard and soft maple, poplar, basswood and pine. The plant will use 2,000,000 pieces of staves and several hundred thousand feet of lumber, besides heading.

Escanaba—The method of drying butter dishes at the big plant of the Escanaba Woodenware Co. has undergone a radical change recently. The old method of drying the dishes, by carrying them on a belt through steam heated drying rooms and dropping them down a chute to the packer, resulted in considerable loss in broken dishes. Superintendent Judson is now having dry kilns built, each of which has a capacity of 30,000 dishes. In this way the dishes are dried quicker, cheaper and with no loss by breakage. This concern makes a very large percentage of the butter dishes turned out in the entire country.

Cadillac—The Mitchell Bros. Company has issued a little booklet entitled "The Nu Speller," containing the official list of three hundred words approved by President Roosevelt August 27 last. Side by side are given the old and the new form of orthography. On the front page is a portrait of the President, and beneath are expressed the compliments of the Mitchell Bros. Company. Each alternate page sets forth some attractive or utility feature of the Mitchell's make of Rockland beech and maple flooring, or of the red oak and kindred manufactures of this company which have attained wide recognition all over the world.

Most Prosperous Winter Season Ever Experienced.

Flint, Jan. 22—Industrial conditions in this city continue along in the even tenor of their way. Nothing out of the ordinary marks the situation, aside from the prosecution of work at the new Buick & Weston-Mott plants.

All the factories are running well up to the limit of their capacity, and the general report is that a more prosperous winter season has never been experienced by the manufacturers of this city.



The Grocery Market.

Sugar—Refined sugar is unchanged and should be lower. The trust is supposed to be holding up the market by buying in its competitors' surplus. The demand for refined sugar is light. The Cuban situation is watched in Europe with special interest. Our special reports from Cuba are quite reassuring regarding the safety of the present crop of 1906-1907, whatever may be the outcome of the 1907-08 crop should American protection be withdrawn. It is not well to give full credence to current so-called information in the newspapers, much of which is written to force public opinion in favor of annexation or permanent protectorate. The trend at present is toward establishment of a Cuban independent government, but with an American advisory committee remaining in the island. It is scarcely likely that any important change in the status of the island will take place during the making of the present sugar crop. The length of the grinding season depends largely upon the weather, the present conditions of which are favorable.

Tea—The outlook for an active market during the coming week appears to be bright and values are ruling steady to firm, with the lower grades of Congous, Indias and Ceylons showing particular strength. These styles are in good demand and are not freely offered. Basket-fired Japans of the lower grades are well held under limited supplies.

Coffee—The receipts of Rio and Santos up to date are over 13,000,000 bags, which is nearly 3,000,000 bags more than last year's total crop. Over five months of the current crop year still remains to be heard from. Everything points to the prospect that February 1 will bring the announcement of the largest visible supply of coffee in the history of the trade. The current crop is enormous, and a conservative estimate places it at 16 to 17 millions—the largest crop on record. The next largest crop was in 1901-2 and aggregated 15,400,000 bags. At that time the price of Rio 7s went to 5.06 cents per pound. The present price is 6 3/4c, from which the value of Brazil's buying support can be easily seen. Mocha and Java are firm, in light supply and unchanged. Mild coffees are inclined to be a trifle soft in sympathy with the past course of Brazils.

Canned Goods—The Wisconsin pea packers have practically withdrawn from the market on futures, and New York state canners, as a rule, are disposed to wait until the question of cost has been more clearly defined before offering to contract their 1907 packs. In the market for spot peas trade is slow owing to the paucity of offerings at prices within buyers' views. Business in future tomatoes is still practically held up by the reluctance of buyers to pay the prices demanded by packers. In spot to-

matos the movement is light for the same reason. The spot market is reported to be virtually bare of gallons, as far as first hands are concerned, and apparently jobbers have none to spare. Brokers who are empowered to book orders for future asparagus, subject to approval of prices when made, find buyers more than ready to contract for their probable necessities. Spot corn remains dull and easy, and little or no interest is shown in the few offerings of futures that have been made so far. It is expected that the Maine packers will be in the market with futures early next month. There is as yet little increase in the demand for either table or pie fruits on the spot, but with supplies of all kinds light in first hands and assortments badly broken, the tone of the market is firm, and a general advance is looked for when spring trade opens. The intimations coming from packing quarters that a substantial advance in the price of spot red Alaska salmon will be made in the near future is causing some inquiry from jobbers, which, however, has resulted in little new business. American sardines are held firmly at the advanced prices which became effective at the beginning of the month, as little stock remains in packers' hands, but the liberal purchases made in December on the basis of the old quotations seem to have given jobbers a sufficient working stock and they are placing few additional orders.

Dried Fruits—Apples have advanced another 1/4c and are now quotable in a large way at 9c in 25-pound boxes. This is an advance of nearly 50 per cent. in three months. Seeded raisins are in fair demand at about unchanged prices. The market on both loose and seeded is firm. Currants are unchanged and in ordinary demand. Prunes are quiet. On spot there is a fair supply, as jobbers have been getting deliveries. The market, both spot and coast, is about unchanged, large sizes being in light supply. Peaches are unchanged and quiet. Apricots are dull, scarce and high.

Syrup and Molasses—Glucose is unchanged for the week. Compound syrup is unchanged and in light demand. Sugar syrup is unchanged and quiet. Molasses is still high and scarce. The demand, as with all liquid sweets, is small.

Fish—Cod, hake and haddock are steady and quiet. Domestic sardines are unchanged at the recent advance. Packers give out that the stock on hand is the lowest for years. Imported sardines are unchanged and firm. Salmon is steady and quiet. Norway mackerel have declined from 50c@52c per barrel, according to size, on account of lack of demand. In other markets the situation is unchanged. Everywhere the demand is very dull.

The Produce Market.

Apples—The market maintains a steady tone, with fancy stock in good demand. Michigan stock in barrels ranges as follows: Spys, \$3; Wagners, \$3; Baldwins, \$2.50; Greenings, \$2.50; Tallman Sweets, \$2.25; Kings,

\$3. Colorado stock in bushel boxes fetches \$2.50 for Jonathans and \$2.25 for Kings.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The market declined 1c per pound during the week, due chiefly to increased productions of fresh butter. The market is very firm at the decline, and if the weather continues wintry there will be a decrease in the make and prices will probably show a slight advance. The quality of the current receipts is fair for the season. Creamery is held at 29c for No. 1 and 30c for extras. Dairy grades are held at 22c for No. 1 and 17c for packing stock. Renovated is weak at 24c.

Cabbage—75c per doz.

Celery—28c per bunch for Jumbo.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—Interest is now confined almost entirely to fresh receipts, which are coming in increasing quantities almost every day. It is estimated that there are no less than 100,000 cases of eggs in storage in Chicago and holders are becoming apprehensive. Very little interest has been shown in storage eggs since January 1. The speculation this season has been in the main successful. Fresh commands 22c for case count and 25c for candled. Storage stock is fairly steady at 23c.

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—16@17c 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. Florida oranges are about done now. The season has been rather unsatisfactory, as it has been hard to get a considerable supply of good, sound Florida fruit, the receipts showing much waste. The supply of California oranges is increasing, but is still moderate. Prices are unchanged.

Parsley—40c per doz. bunches.

Potatoes—35@40c per bu.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$3.75 per bbl. for kiln dried Jerseys.

The Grain Market.

Wheat prices have made a steady gain the past week of about 2c per bushel, Chicago May selling from 76c one week ago to 78c to-day. There has been no particular change in the general news, but offerings have been comparatively light, with more tendency on the part of the trade to buy. Foreign markets have not followed our advance in full, owing to the favorable condition of their crops, with free offerings from the Argentine country. The winter wheat crop is reported in a very satisfac-

tory condition, the plant having a strong healthy root and should stand zero weather without any bad effects.

The visible supply for the week shows the following changes: Decreases of 830,000 bushels of wheat, 326,000 bushels of oats, 29,000 bushels of rye, 2,000 bushels of barley, and an increase of 773,000 bushels of corn.

The corn market has been active and strong, gaining in price 2c per bushel. Offerings have not been so free the past few days, and the demand for both corn and feed is quite active. The corn market has been affected largely by the unfavorable conditions reported on this grain from foreign countries and the steady heavy demand for spot goods both for domestic and export shipment. The movement has been light for this time of the year, owing to bad roads and scarcity of cars.

Oats have also been strong, and are now quoted at from 1@2c per bushel for spot shipments. The movement of oats is not large, while the demand is very good.

L. Fred Peabody.

State Inspectors To Do Double Duty.

Lansing, Jan. 22—Dr. Wylie of the Bureau of Chemistry, Department of Agriculture, has asked State Dairy and Food Commissioner Bird to designate certain of his force of inspectors and chemists who may be employed at certain times by the Federal department. In this way co-operation between the Federal and State authorities will be established. Commissioner Bird will designate one inspector and two chemists, who will take a civil service examination for this purpose. This work for the Federal Government will be in charge of Analyst F. W. Robison.

A corporation has been formed under the style of the Continental Automobile Co., which will handle the Dolson automobiles, which are manufactured in Charlotte, in this city. The company has an authorized capital stock of \$4,500, all of which has been subscribed and paid in in cash. It has not yet been decided just where the company will conduct its business. The officers are A. L. Dennis, President; J. Keegan, Vice-President, and C. U. Clark, Secretary and Treasurer. The directors are the officers of the company and Geo. Eason. Mr. Eason will assume the management of the business and will be assisted by Harley Helmie. These gentlemen formerly occupied similar positions with W. D. Vandecar, local agent for the Reo cars.

The clothing business formerly conducted by the late I. C. Levi, under the style of the Star Clothing House, on Canal street, has been merged into a stock company under the style of the Star Clothing Co., with an authorized capital stock of \$45,000, all of which has been subscribed and paid in in cash. The stockholders in the new company are Arthur C. Levi, of New York, and J. A. Solomons and Julia A. Clancy, of Grand Rapids.

JAP AND WESTERNER.

Both Made Happy by Exchange of Property.

Written for the Tradesman.

No. 453 paused for a moment, leaning on his pick, to give his sturdy short little back a rest. No. 453 had a name. It was Katunka; but, for the sake of system and a greater convenience in accounting in the road-master's office, Katunka, like hundreds of his countrymen, was represented by a number on the payroll of the Union Pacific Railroad.

From flowery Japan and the poppy fields to the arid weird river waste of the State of Wyoming is a far cry, but Katunka had made it, with a horde of his fellows, under the mercenary eyes of a labor contractor. He stepped off the ship a very sick little Jap, but with all the glamor of novelty and promise which a new country brings upon one. So Katunka, with his fellows, labored daily on the red gravel of the road-bed, keeping it in the spick and span condition in which only a Jap crew would keep it.

But at night in the bunk car Katunka was learning things and getting ideas and ambitions and dreaming.

The timekeeper with the crew was a young American of fair education, unbounded energy and a weather-eye always open for stray coin of the realm. Therefore, he opened a school for the teaching of English to the Japs. When the checks came at the end of the month each Jap would cheerfully give one dollar from his wages to the teacher as recompense for his knowledge.

To Katunka this school was a joy. He bent over his book and studied with his queer funny little brown face in a maze of wrinkles. He learned more rapidly than the rest and soon was able to converse with comparative ease in English. Writing and elementary arithmetic were next absorbed and then Katunka had very ambitious dreams, indeed. But still he toiled painstakingly on the red roadbed, and waited.

"Wrang" Jacobs, ex-cowboy, ex-rancher and ex-leader in his section of the country, leaned his great frame back in his creaking chair and yawned with gusto. He tilted the chair back on two legs and viewed with evident disgust and dissatisfaction the rows of dusty cans, the pile of time-worn fish, the molasses barrel, with its swarm of attendant flies, and the strips of pendant bacon, with the grease dripping from them in the heat of a Wyoming summer's day. Then he began to swear in a tired sort of way—cursed his luck, his general store and the State of Wyoming, stopping only out of pure laziness.

"Wrang" Jacobs was a character. He had come to Wyoming when that State was a territory inhabited by Redskins and jackrabbits and when sagebrush dominated the scenery. He joined a cowboy outfit and his first job was taking care of—or, in the vernacular of the range, "wrangling" the horses. Thus he was dubbed "Wrang" and the nickname had stuck through his life as cowpuncher,

ranchowner and all-around prominent man in his section.

But of late things had begun to go wrong with the grizzled old cattleman. The free range was gone. Cruel barbed wire fences intersected the Laramie plains over which he had ridden at will for years as cowboy and ranchman. The sheep had come and left the range barren of grass with their close-cropping teeth and sharp little hoofs.

But this was not all.

Never in his life had "Wrang" Jacobs had aught to do with women except the painted playthings in the Cheyenne dance-halls. But one day there had come a woman—"Such a woman!" thought "Wrang" Jacobs. She was not especially beautiful; in fact, she was 40, but her comfortable, motherly-looking figure suggested home and a fireside and lots of good cooking and, as "Wrang" expressed it, with a grin under his grey mustachios, "He was no yearling himself." But "Wrang," having had little experience in such matters, and being of faint heart in affairs feminine, allowed the good-looking woman to ride away in the dusty spring wagon, after a two weeks' stay at the ranch, without saying aught of his thoughts.

Generally dissatisfied with "back yard" ranching, as he termed it, and tired of punishing his system with the soda biscuits and "mulligan" of the always inefficient camp cook, "Wrang" had left his ranch in charge of a majordomo and come to town. And because he had to do something to keep from going insane he bought a very decrepit and very much run-down-at-the-heel general store. Here he sat through the long summer gazing alternately down the dusty street and over his untidy place of business. The fact that the store cat wandered at will over the dried apples and that bales of dried fish lay on the floor soaking up the kerosene that had been spilled there worried him not at all, and was proof enough that "Wrang" was out of his element. He longed for the old days of the round-up and the annual trip with cattle to Omaha or Kansas City or, in especially good years, to Chicago.

One day late in August "Wrang" was more than usually disgusted. His dinner, taken at the restaurant next door, sat ill on a stomach that had for years been a helpless but protesting victim of the camp cook's soda biscuit and "slumgullion," "slum" being in the repertoire of every outfit cook.

As he sat mournfully gazing about the door was suddenly blocked by the portly figure of Mrs. Henderson, the lady who had made such an impression on the old cattleman.

She was invited in, and the only chair in the house forced upon her, while the cattleman seated himself on a soap box. They talked common-places for a time, and grew friendly in a review of Mrs. Henderson's trip to the cattleman's ranch. Then the same spirit that made "Wrang" Jacobs a success in the cattle country prompted the grizzled old cowboy to suddenly explode this bomb:

"Let's get married, Mrs. Henderson," said this extemporaneous woo-

er without preamble. "I'm 60 but a good man yet. I'm not guessin' women folks' ages, but I reckon you have been on the range long enough to know, from looking at me, that I'm a legitimate outfit with a wagon and a registered brand and plenty of range to graze over, with the water rights cinched for an alfalfa farm if I want to start one. What do you say?"

Mrs. Henderson gazed at this hair-trigger lover, this gay sweetheart of 60, and she saw with a woman's eye and felt with a woman's intuition the pitiable condition of the lonely old man, out of his element, heart hungry and restless, and she thought of her own life, made wretched by an all-around scoundrel who made a dramatic exit from this world at the end of a Mexican lariat down in the Texas panhandle where people who are found taking care of other people's horses are among the undertaker's most frequent subjects.

Mrs. Henderson thought of these things quickly, as thought comes in the tense moments of life, and she said quietly: "All right, 'Wrang,' let's get married."

"Wrang" did not fold her in his arms. When people are 60 they don't try to make love as advertised in "The violets grow o'er her grave" and other popular works by the author of "Lovingmaking in Easy Lessons;" or, "No Breakfast Bell for Him." And, too, a demonstration of this character would have been out of place as No. 453 stood in the doorway smiling happily at the couple. When they looked at him he made his way in among the codfish and brooms and soap boxes.

"How much?" he asked, briefly, waving a small brown hand around the room.

"Huh?" said "Wrang," uncertain as to whether his brown visitor wanted canvas overalls or matches.

"Store—how much want for him?" again asked Katunka.

The Jap labored under the impression that he could buy anything in America provided only he had money enough.

"Oh!" said "Wrang," "you want to buy the store!"

"Yes," said Katunka, simply.

"Wrang" looked out over the dusty prospect.

"Why not?" he exclaimed suddenly, turning to Mrs. Henderson and speaking with a great yearning in his voice. "Leave it all, back to the ranch and the open range, with the haze of the mountains on one side and the sky on the other, where God lets the grass grow and the water run and people live and where there's room, room, room!"

"Wrang" swept his long arm out and a can of California peaches fell to the floor with a crash.

"I've been talking like a Bertha M. Clay novel," said "Wrang," looking foolish.

"Anyhow," said the future Mrs. "Wrang," "we'll just sell this place and go up in South Dakota where there is a little country left as God made it and we'll live once more."

"That's how!" said "Wrang."

"How much?" repeated Katunka, imperturbable and patient still.

"How much you got?" asked "Wrang." "If you've got \$500 she's yours—range, water rights and ranch house."

"Me got," said Katunka laconically, displaying a heterogeneous mass of coins and bills, the result of years of hard labor.

"Got a girl?" asked "Wrang" suddenly.

The idea percolated through the Jap's active brain and his eyes rolled heavenward.

Across his brain flitted a picture of a certain flowery garden in Japan, with a dainty little woman in a flowered kimono sitting in a rose-embowered corner.

"Yes, me got," said he.

"Take it for a wedding present," said "Wrang." "Fix up the joint, buy the girl some civilized clothes, be happy. Here's the key. Come on, Martha," and, as one divesting himself of a heavy pack after a forced march through the hills, "Wrang" strode from the store, followed by his future wife.

Next day the couple were bound for Dakota, where, as "Wrang" expressed it, "a man could change his shirt without tearing the sleeve on his neighbor's barbed wire fence."

But No. 453? In a month the store had blossomed into a different place. The little Jap's inherent love of cleanliness and neatness held full sway and soon not a better ordered nor a neater place could be found west of the Mississippi, and it even put to shame many east of that beautiful stream.

Business picked up at once, and when arrived the little lady from Japan joy reigned supreme. As he sat in the spick-and-span store with his wife beside him and watched the sign painter inscribe in gilt letters on the front:

A. Katunka

General Merchandise

there was, perhaps, not a happier man in Wyoming.

And, as "Wrang" Jacobs stood on a butte with his wife by his side and drank in with greedy eyes the great stretch of country unbroken by fences and his lungs drank in the clear air, there was, perhaps, not a happier man in South Dakota.

Glenn A. Sovacool.

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WINDOW TRIMMING

Guest Room Goods Given Prominent Place in Displays.

Following on the heels of the January clearance sales come hints of spring in the new silks and the mercerized gingham which are so like the silks in the colorings and the texture as to be hardly distinguishable from them. Most of these come in the combination of black and white, although some of the Nouveautés en Rajah (with the accent on the "te," 27 inches wide and sold at a dollar and half a yard) show blues and biscuit color, the designs running to plaids and stripes both in bold and subdued effects, which will make up into stylish shirt-waist suits (which haven't yet gone out, they are so serviceable and withal so neat) and separate skirts, than which for these last there is nothing prettier than the accordion plaits, especially for slender, graceful figures. One of the mercerized gingham I observed was of cream white studded at regular intervals with polka dots as black as sloes—so black they fairly stared you out of countenance. These dots were about the size of a quarter of a dollar. A whole dress of this would be very fetching worn by a stunning girl. Trimmings would spoil such a frock—the less applied to it the better. A black or cream white or pale blue Knox or Lichtenstein hat should go with this, with gloves and belt to match the hat. Such a dress requires exquisite taste in the selection of the accessories.

Not a spring hat has dared to show itself in the windows as yet, either in the millinery or the department stores. With a foot of snow on the ground, gauzy things in headwear windows would look too shivery.

* * *

In contrast to such merchandise are the very seasonable comforters and blankets to be seen on exhibition in all the dry goods store fronts. I never of late see that word "comforter" without recollection of that little story going the rounds about the small child who had been to church and on her return home was questioned by her mother regarding the text, to which she replied as follows:

"It was this, mamma: 'Don't you be afraid, for I will send you a bed-quilt!'"

"Bedquilt" is an old-fashioned word that we seldom see nowadays, but I don't know but it is just as good a one as "comforter."

The all-silk ones are luxurious in the extreme, for which almost any sum may be paid. Just now reductions are going on in these bedroom goods. A handsome quilted one in white silk, with sprawly pink roses all over the center and a border of shell-pink silk, with which latter it is also lined, is now marked \$8.50, with the "was" price given as \$12.50. One similarly put together, but having a brocaded white center,

with big blue airy-looking flowers, and pale blue for the trimming, matching the general tones of the blue flowers, is ticketed at \$15.50, down from \$25.

One window card was worded like this:

Warm
Durable
Blankets
At Especially Low Prices
The Best Selection
We Have Ever Shown
Is Ready for Your Inspection
on
4th Floor

The addition of the location in the store saves time of the floorwalker—providing patrons bring their memory along.

Linen sheets, soft fluffy blankets, down coverlid and pillows—nothing lovelier for a guest chamber. A peep at such tends to make the ordinary window-gazer dissatisfied with common cotton sheets, sateen comforters (or, worse, calico) and the customary hen-feather pillows!

* * *

Berand Schrouder shows what may be done by a druggist or grocer with such prosaic stuff as white castile soap against a purple background of crinkly paper, which has a border at the top of irregular shapes, each shape covered with white crinkly paper. Hundreds of the white cakes are built up as children pile their kindergarten blocks, and are easily discernible a square or so off. The placard with this simple yet good display reads like this:

Hard Water
Castile Soap
Sweet and Pure
3c the cake
35 the dozen
Makes a Rich Lather

The omission of the c after the "35" may have been intentional—maybe not. The "sweet and pure" and "makes a rich lather" rather appeal to everybody but a Weary Willie, in these days of soap sophistication.

In the opposite window one sees just pasteboard boxes, to advertise a medicine for the prevalent coughs and colds, the card accompanying same lettered thus:

15c
Buys a Bottle
of
Dr. Hull's
Balsam Tar Compound and Honey
A Dead Shot
for
Coughs
and
Colds

* * *

Furs are all marked down at prices to make the lady who got hers before Christmas sick of her bargain. Here's a sample of the cost-to-consumer prices seen in a Monroe street window: \$19.75, was \$29.75; \$39.75, was \$55; \$39.75, was \$90.00! Now, how do those few strike you? The general placard with these read "thisaway:"

Important
Sale
Of Fur Coats
A Manufacturer's Stock
At Nearly 1/2 Regular Price.

Lots of odds and ends are going very cheap. I looked at a sidewalk case, one section of which was devoted to pretty calendar pads that before New Year's were selling over the counter at 10, 15 and 20c. Now they are begging sale at 1c!

Has Captured Two More Factories.

Lansing, Jan. 22—Within the last few days the local Business Men's Association has made another killing, and has located two fine factories for the Capital City. Up to the present time, however, the Association refuses to divulge the names of the concerns for excellent reasons. One of them is a well-established cigar manufacturing establishment and the other is a plant for the manufacture of a cement mixing machine. The latter will be a corporation with \$50,000 capital, and of the total amount about \$15,000 will be taken by local capitalists.

The Hugh Lyons Co., in amended articles of incorporation, filed last week, increased its capital stock for a period of thirty years from January 16, 1894, instead of fifteen years, as formerly incorporated. The company has had a career of phenomenal prosperity, and it is still extending its trade.

The King Plaster Co. was organized a few days ago with John Bohnet President, E. C. Ewer Vice-President, Leonard Seeley Secretary, and H. M. Rogers Treasurer. The company will manufacture hard wall plaster and is assured of a large business. The factory location has not been decided upon.

The annual meeting and banquet of the Business Men's Association will be held at the Masonic Temple February 1. One thousand invitations have been sent out and the occasion is certain to be both merry and profitable. Every citizen of Lansing holds the Business Men's Association in grateful consideration because through it the city has prospered.

Reform must be well heeled to stamp out an evil.

Will Undertake To Secure One Thousand Members.

Battle Creek, Jan. 22—Although the Battle Creek Business Men's Association voted down a movement to change its name, recently, the phrase "the thousand club," is quite generally applied. This is due to the fact that the Association is anxious to make its membership 1,000, taking in laboring men on an equality with business men, and figuring that everything connected with the city's interests is "business."

Meanwhile the factories continue to work overtime, which fact will have more to do toward getting workmen into the "thousand club" than any other one thing. Their dues will be 25 cents a year, or any higher sum they care to pay.

One industry has so developed of late, the Duplex Printing Press Co., that the force has gone up from 100 men to 250, with prospects of doubling this number very soon. The manufacture of the new Duplex rotary press, invented by Henry F. Bochman and doing away with the many-decked machines found in metropolitan press rooms, is the occasion of this increase.

At the Battle Creek Brewing plant, over \$5,000 is being spent in new machinery, including a Goldman and a Twentieth Century bottler and a Rouff Pasteurizer.

Faith in the development of Lyon & Healy's organ factory, west of the city, has become so strong that twenty acres have been platted for residence purposes and several homes have been started. This company, in buying the Compensating Pipe Organ plant through the Business Men's Association, is moving dozens of skilled workmen here from Chicago. One pipe organ is shipped every week.

The brick work on the five-story factory building of the Quaker Oats Co. has just been completed.

The American Bridge Co. will do the structural steel work on the Grand Trunk locomotive and car shops. The figures run above the million mark.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



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OF BUSINESS MEN.

Published Weekly by
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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 23, 1907

TEMPORARILY INSANE.

There are various methods for acquiring universal notoriety, most of them being unfortunate, disagreeable and lasting in the development of discomfort to those who adopt them. Sir Alexander Swettenham, Governor of Jamaica, is able by this time, probably, to explain how it happens that he finds himself notorious the world over. Like the hero in the comic opera, "The Mascot," the earthquake was the only thing that ever happened in Jamaica and "he got it." It is no small matter to be the chief representative and executive officer of the English government in an English colony about fifty miles wide by 150 miles long. And no person can fill that office who is not a bred-in-the-bone Englishman.

Mr. Swettenham, until within the past few days, was very generally unknown by the masses. To-day the name and the man are more widely known, perhaps, than are Mr. Dooley and his friend Hennessy, but the heroes of Archey Road are more highly esteemed.

As it happened, and fortunately for Mr. Swettenham, there was, at the time of the dreadful earthquake disaster, an imperial conference in session at Kingston, the participants being men of very high repute—members of the British Parliament, ex-mayors, newspaper writers, merchants and cotton spinners from England. Fortunately, also, none of these eminent delegates to the conference were injured, so that after the hubbub of hasty and voluminous press reports, when the matter is sifted down to deliberate governmental investigation, it will be possible to obtain the testimony of actual eye witnesses of the scenes attending the awful calamity, witnesses who, by virtue of their standing, politically and commercially, will be able to testify as to Mr. Swettenham's mental condition before, during and after the excitement.

For the sake of English speaking people all over the world it is sincerely to be hoped that the unquestioned text of his note to Rear Admiral Davis, of the U. S. Navy, and the "between the lines" flavor of his correspondence, may be clearly proven to be the results of a mind disordered by the terrible experiences through which he was compelled to pass.

Already the serene, dignified re-

port of the affair to his government by Rear Admiral Davis is abundantly confirmed from both English and American sources—notably by Ralph Hall Caine, an able English newspaper writer and author and brother to the novelist, Hall Caine.

The thought has been repeatedly voiced that British politics were at the bottom of Mr. Swettenham's action; that the seeming indifference of the home government to the needs of its dependency in the Caribbean waters, shown through the utter absence of British warships in those waters, had irritated him and the party he represents, and that the opportunity afforded to hold the government up to ridicule and condemnation was too large and too important to allow it to escape without an effort to make out of it all the political capital possible.

Again and for the sake of English speaking people everywhere, this theory must be proven groundless beyond all question. And so, in all kindness to Mr. Swettenham, it is only fair to assume, until it is proven otherwise, that the unfortunate man, dazed beyond endurance by the magnitude of the catastrophe that confronted him, was mentally irresponsible and has perpetrated a series of errors which, under normal conditions, would have been impossible.

THE FREE PRESS WAKES UP.

Since Republican headquarters for Michigan has been hauled bodily from out the cheaply classical precincts of the Yondotega Club at Detroit and transferred safely to the city of Grand Rapids, the Free Press has been despondent. The dear old thing, grasping blindly in all directions for an opportunity to take on the real cute air for which it was sometime somewhat noted, seemed hopeless until some writer in Washington took up the Rivers and Harbors Appropriation bill as a resource—a time-honored resort for Washington correspondents who fail to cover current events continuously.

And the Free Press funny man saw the announcement that Chairman Burton, of the House Committee on Rivers and Harbors, proposed to eliminate the "pork" from that bill in future. That was sufficient for the funny man, even although Chairman Burton is guiltless of any such buncombe. Double leaded and wide measure, the Free Press says: "An appropriation of \$30,000 for widening, deepening and making navigable Wayback Creek has been the one certificate the member of that district had to offer as a guaranty that he had been in Washington. The result of the system was the loading of the appropriation bill with enough scandals to last over into the next session."

"More than once a rivers and harbors appropriation bill has become so raw that it died for sheer lack of defense, no indorser of it having the temerity to support it publicly. It is the system that Mr. Burton and his colleagues have, according to report, condemned to oblivion. Members whose sole claim to home recognition rested on the nature of the bill will have to take care of their own fences. The needs of commerce

are alone to be considered and never again will there be occasion to recount the efforts of Senator-elect William Alden Smith to secure an appropriation to lay the dust in Grand River between floods."

For the edification of the funny man in Lafayette street the Tradesman is pleased to announce that, simultaneously with his ignorant sling at Grand Rapids and her River, came the official announcement that the pending Rivers and Harbors bill contained an appropriation for the improvement of Grand River. And it is also a fact that Senator-elect William Alden Smith had to do with the securing of that appropriation.

In case the Free Press cares to go farther into the Rivers and Harbors matter, we would suggest an essay on the "pork" that has gone into the dredging off Grosse Pointe farms; on the "pork" that for forty years or more has been distributed in and about the Lime Kilns Crossing. And another charming tale might be compounded in relation to the River Rouge improvement.

Grand River has been improved and its successful navigation, on a commercially profitable basis, has been demonstrated and will be further proven; because, unlike Detroit, the boats on our river do something more than merely pass us by. Grand Rapids is not required to pose helplessly as a picturesque feature rather pretty to view from the deck of a steamboat but otherwise uninteresting. Grand Rapids is alive and the steamboats on Grand River are in operation solely because she is alive.

As to the Congressional delegate from this district whose "one certificate guaranteeing that he had been in Washington" has so turned the funny man's spleen, it is quite generally believed in all parts of Michigan that in ability, force and widespread fame as a very able statesman his record is spelled large by the side of the exhibits which mark the careers of any of the statesmen in recent years who have labored in vain for the River Rouge and an appropriation.

THE MILK IN THE COCOANUT.

Somehow and unaccountably the Central Passenger Association possesses the unhappy faculty of remaining eternally on the wrong side of whatever railway problem confronts it. The latest exhibition consists of an agreement, on the part of the C. P. A. members, not to exchange business or courtesies with the interurban electric lines.

Something more than salt will be required to save the C. P. A. people this time, because their action can not hurt the electric lines and must work continually increasing injury to themselves if persisted in. There is an abundance of business for both steam and electric roads, and in the natural order of things this business must be divided. And, as both steam and electric railway companies are common carriers, the effort on the part of the C. P. A. to play the hog will necessarily come before the Interstate Commerce Commission.

Meanwhile, there isn't any question in the minds of men who inform themselves, and differentiate as

to proceedings, opinions and conditions, that the steam railway corporations are quietly, assiduously and successfully getting things in shape to ultimately control the electric lines. One feature of this surreptitious campaign all over the country is the persistence with which the steam railways insist that electric railways are not common carriers.

With this claim supported by the courts of our land it will not require thirty days for the acquirement of the electric roads by the steam railway corporations to materialize.

And if this is accomplished the Interstate Railway Commission and the law creating it will be "up against it" completely.

EARNED HIS PROMOTION.

Just why there should ever have been so much hullabaloo raised against the confirmation of Mr. Cortelyou as Secretary of the Treasury is, perhaps, more easily appreciated by a practical politician than by a plain citizen. It is undoubtedly true that Mr. Cortelyou coming up from the ranks by dint of deserving each successive promotion is without the backing of any state or section, any faction or coterie of prominent politicians. He has gained and held every place thus far because the sort of service he could and did render was the sort wanted. He had no political acquaintance to speak of until he acquired them through the prominence his positions provided. He is a product of the civil service and owed his original appointment to his digital dexterity and level headedness as a stenographer. He went to Washington in that capacity, just as hundreds of others have done, and when from a subordinate position the best man was to be promoted, Cortelyou was always that man.

When, after successful service as chairman of the National Committee, Mr. Cortelyou was given a chance to enter the Cabinet, the position of Postmaster General attracted him more than any other, because it was in that department years ago he found his first federal employment as a shorthand writer at the very bottom of the ladder. By successive advancement, secured without the exercise of any political pull, this young man was transferred to the White House under a Democratic administration, and before long became private and personal stenographer to Grover Cleveland when he was President. When Mr. McKinley came to the White House he approved Mr. Cleveland's judgment and kept Mr. Cortelyou and made him his private secretary. Such ability did he evidence and demonstrate that Roosevelt made him Secretary of Commerce and Labor. It is customary for the presidential nominee to name the chairman of his party's National Committee, and Mr. Roosevelt named Cortelyou, not because the latter was ambitious or wanted it, but because it was thought he could do the work better than any one else, and he did. He is a very good example of the hard working, diligent American, who gets ahead by deserving it, rather than by any political pull.

THE PANIC BUSINESS.

An alarmist is sometimes right and valuable, and when two personages as prominent as are John D. Rockefeller and Stuyvesant Fish sound notes of alarm it is at least worth while to read what they say and seriously consider their argument.

Phenomenal is the only term adequately fitting to express the situation in the United States as to industries, commercial operations, transportation matters, financial transactions, crop conditions, real estate, politics and, in fact, all other departments of human intercourse. Mr. Rockefeller, broad brained and of great experience in analyzing problems of tremendous extent and wondrously successful in working out to his own great advantage such puzzles, ought surely to know whereof he speaks when in a mild, fatherly way he suggests the coming of a season of business depression and consequent loss of money for all hands; and so, too, Mr. Fish should feel approximately correct when he voices a faith that a halt in our present strenuousness of business must come at a not very late date.

On the other hand, Government officials whose duties require them to keep accurately informed have not, as yet, issued any note of alarm, while the banking interests all over the country, maintaining their typical and necessary attitude of conservatism, appear to be serene in their confidence that whatever comes and whenever it comes they will be ready to meet the emergency—if it proves to be of such a character.

Tradition has an old seven-year limit on a lot of things. A man's exterior covering changes once every seven years; locusts watch the calendar with equal precision, and so on, even to financial panics. Another tradition has it that real estate is the last value affected by a business boom and the first to yield to a panic.

Tradition is barred out under business methods of to-day. The man who does business to-day as he did it twenty-five years ago, yes, even fifteen years ago, has a right to expect a panic so far as his interests are concerned. To-day every business has to advance daily, and this means also that eternal vigilance is a prime factor. Mistakes are made more frequently, perhaps, but they are corrected more promptly and more emphatically than was the case during the early eighties. Business education is more strenuous, thorough and exacting to-day than it was formerly. The retail merchant ten or fifteen miles from a railway has—or, if he hasn't, it is his own fault—a broader, clearer knowledge of business conditions in his own district and a more accurate knowledge of general business conditions than was possessed by the city retailer twenty-five years ago. Country bankers, so called, are on a par with their city brethren as to "the market," and means of communication are so widespread, so voluminous and so reliable that the world's business pulse is under every business man's finger. The theory and practice of "first aid to the injured" are so well understood and so surely and so securely avail-

able that only through recklessness, deliberate carelessness, idiotic bravado, positive laziness or its counterpart, actual criminality, can a business panic of old time dimensions and seriousness be developed in this country. The things to avoid are as plainly placarded as are the factors that are essential in the present phenomenal business activities, and woe to the man who goes about with his eyes and ears closed, whether a panic comes or remains inoperative.

A New York minister is making efforts to establish in the business section of the city restaurants and sitting rooms, all to be united as a guild for stenographers. The promoter of the scheme claims that these girls are brought into undue intimacy with employers and business associates and that the practice of eating in the office or going to a restaurant with a gentleman is a bad one, therefore this rather pretentious scheme for helping out so large a portion of humanity. It is entirely possible that it may be successful, the Martha Washington to the contrary notwithstanding. Anyway it will be a good thing for the girls, as it will for any busy person, to get out and away from office and office talk for a while, no matter how short.

While the farmers who produce the milk supply of the country are trying to get more for what they have to sell, they will be interested in the discovery of Dr. Kalayama, a Japanese scientist. This distinguished chemist has discovered a way of making milk from soy beans. The liquid thus extracted resembles and tastes like cow's milk and can be produced at very much less cost. The plan followed is to boil, then press the beans and to the juice are added a little sugar and potassium phosphate. Chemistry is a great science.

The latest electrical device is the tel-harmonium by which music similar, but in some respects superior to the tones of the pipe organ, the French horn and the clarinet is produced without reeds, pipes, strings or any of the elements hitherto employed in the formation of musical sounds. Sousa's warning about the evils of canned music seems to have been rather timely.

Plans will soon be completed for the formation of the American Silk Company, in which stock to the value of \$22,500,000 will be taken out, and the merger of interests will control a large percentage of the domestic output of dress silk. A more interesting question is whether it will make an attempt to foster the spread of silk worm farms in this country.

An English doctor has been studying the comparative sensitiveness of men and women to odors. The average man, it was found, could easily detect the presence of lemon essence diluted with 200,000 times its own bulk of water. Women could only recognize it in a mixture of one part in 40,000. Adam must have had a cold that day Eve proffered him one.

ONLY RELIEF AT HAND.

It has been charged that the railroad car famine which has helped to paralyze the transportation business to so great an extent during the present season had resulted from a general failure by the railroads to replenish their supplies of rolling stock.

In response to this accusation, the New York Railroad Gazette states that the railroads began giving large orders for equipment fifteen months ago, and that the record-breaking output of last year was largely due to the greatly increased production during the last three months of the year. The demand eased off late last spring, chiefly because of high prices and the fact that all the works were booked to their full capacity for six or eight months ahead, making it impossible to give deliveries for immediate needs. Since the end of the summer, however, it has increased again, and orders are being given for delivery nine months or a year hence. Official returns from the thirty-eight car building companies on the North American continent—estimating two small plants not heard from—give the total number of railroad cars built during 1906 as 243,670. This includes subway and elevated cars, but does not include electric street and inter-urban cars.

In addition to this total, the railroads have built in their own shops a large number of cars, both freight and passenger, but no estimate has been made of these. Of the manufacturers' output, 240,503 cars were for freight service, and 3,167 for passenger service; 236,451 were for domestic use, and 7,219 for export. This is an increase of 45 per cent. over the record-breaking output of 1905, and of 250 per cent. over the output of 1904. All of the builders have reported this year the number of unfilled orders on their books. Most of them have more cars on order than they have built during the entire year with their plants working at their maximum capacity. This is the best indication of the enormous demand for rolling stock and the utter inability of the railroads to get the cars they need.

The locomotive output is quite as phenomenal. The twelve builders in the United States and Canada turned out 6,952 locomotives during the year, of which 6,232 were for domestic use

and 720 for export. This is an increase of 27.3 per cent. over last year's total of 5,491. These figures do not include locomotives built in railroad shops, or locomotives rebuilt or repaired. There were built 237 electric locomotives and 292 compounds, as against 140 and 177, respectively, last year.

The cost of cars and locomotives has increased considerably during the year. Estimating the average cost of freight cars at \$1,050, the total spent for freight cars amounts to \$252,525,000. For passenger cars at \$8,000, the cost was \$25,336,000, and for locomotives at \$14,500, the cost was \$101,384,000. The total amount spent by the railroads for new rolling stock and motive power thus approximates \$380,000,000, an increase over last year of about 45 per cent. This is a fact that should be noted in the appraisal of railroad equipment.

The most important lesson to be drawn from the condition of affairs shown above is that the railroads are not competent to carry the transportation of the country. It has grown to such enormous proportions that the railways are overwhelmed with business and the only relief is in the use and development of the interior waterways to the utmost. There is nothing so plain as this fact.

A curious story is now being told of the late Shah of Persia. His bed-chamber was adorned with magnificent works of art, studded with jewels and in every way was lavishly furnished, but in the midst of all this grandeur there was conspicuously displayed in a magnificent gold frame a cheap print copy of a grotesque picture used in advertising a certain brand of English soap. It is said that the Shah was as fond of that picture as of anything else in the room.

One Honor Hedge has a very ambitious plan for adding to the sum of human knowledge. He has formed a new society which has as its object the furthering, throughout the entire world, of research on astronomical, astrological and seismic subjects. The headquarters will be in New York, but the society will have branches in all the countries of Europe and in Japan. The fact that Hedge is a balloonist may account for the flightiness of this dream of knowledge.

Regular trade is what we seek.

Every customer must be pleased who trades with us.

You may rely on our roofing under all conditions.

No trouble to send samples.

Only a postal card needed for prices and particulars.

Long experience insures good roofing.

Don't delay writing and

Send us a trial order.

H. M. REYNOLDS ROOFING CO.

Grand Rapids, Mich.

SHOULD WORK TOGETHER.

Mutual Relations of Wholesale and Retail Grocery Trade.*

I am pleased to have this opportunity to visit this beautiful city of Dallas in this great Lone Star State and meet with the retail grocers of this great country, of which we are justly proud.

I greatly enjoy such occasions for social intercourse. I highly appreciate the business instruction which may be gained by this meeting. It is a big work to get this grocery crowd together. I believe we may say some things to each other which will create a feeling of personal friendship and cement more closely our business relations. At home we are keen competitors. In a National meeting we are upon the basis of good fellowship. At home, as we go our busy way, we drift apart and possibly forget the better side, which is always underneath. If you were called upon to give a justification for your existence it could be found here and now.

I am very much impressed with this great meeting and with the possibilities of the Association. In its organization, in the creation of the necessary machinery for its control, your officers have shown strong executive ability. Evidently men of genius for the work have been up and doing. President Green and his official staff, and others who have worked before them, are worthy of the highest consideration—I believe I may say affection. It is a high privilege to enjoy this opportunity to grasp your spirit and to partake of your enthusiasm. In this fair city of Dallas you will set your pace to an uplift of your affairs. You have left far behind you the word failure, you have learned to rise above discouragements. The word, impossible, you do not know—it is not American.

I am instructed by the Executive Committee of the National Wholesale Grocers' Association to extend greetings and Godspeed to the National Association of Retail Grocers. We wish your good will and your patronage, and we fully realize that, if we gain the one and keep the other, we must safeguard your vital interests with the same fidelity that we do our own. Intelligent merchants and thoughtful department managers are constantly educating traveling salesmen to become in the highest degree constructive merchants.

The ideal traveling grocery salesman of to-day is a man of high character and broad experience—one whom the retailer and the wholesaler are proud to meet upon the basis of social equality and personal friendship.

While the respective services rendered the public by retailers and jobbers differ materially in character, the fact remains that their interests are mutual in the accomplishment of a laudable and common purpose.

I feel that it is not only opportune, but eminently fitting, that I should

avail myself of this opportunity to impress upon you the large resources and the versatile talent now required on the part of the jobber to properly conduct and adequately and conscientiously serve the retailer with the innumerable food commodities demanded by the public.

In the first place, ample capital and a high order of organizing and administrative ability are fundamental requisites. With these available, the utmost discrimination as to quality of goods, eligibility of business location, convenience of transportation facilities and expedition of handling must have the most painstaking and constant attention.

It is not only the province but the duty of the jobber to keep fully abreast of the times in regard to the requirements of the public and the merits of the multitudinous commodities which are constantly appealing for popular favor and sift the good from the bad, the meritorious from the fraudulent, and in this manner protect the interests of the retailer and the health and pockets of the public.

I feel that your knowledge of the correctness of these statements will bear me out in the further assertion that this vitally important service on the part of the conscientious jobber is, as a rule, entirely overlooked or taken as a matter of course. Innumerable are the trials of the jobber in spite of his most painstaking efforts to avoid deception and imposition and equally innumerable are his trials and vexations in always establishing himself upon the firm foundation of unimpeachable merit and unquestionable quality.

On the other hand, it is the province of the retailer to distribute direct to the consumer the commodities he obtains from the jobber. In so doing he relies in a large measure upon the character of the jobbing house and its wise discrimination in selecting the quality of the goods he offers his trade. It is with a feeling of pride that I say that no class of men within the range of my knowledge take more honest pride in giving their customers their money's worth, than do you, my friends, the retailers. It is a matter of conviction with me that no class of business men indulge in keener competition with each other to give their respective customers the very best and most meritorious articles which the bounties of Nature and the skill of the manufacturer can produce than you do. I will go even further and say that the incessant and ever intensified demand from you for quality, merit and attractiveness in the goods the jobber furnishes you is a constant spur to the heads of departments of the jobbers' organizations for better quality, more meritorious product and more attractive packages, and that this demand keeps their wits and ingenuity ever on the alert and, through them, the originality and the ingenuity of the manufacturers in complying with these demands.

For this fidelity to public interest the retailer is entitled not only to the thanks and confidence of his customers, but he is also entitled to liberal and even generous remuneration

for the valuable service he renders the public.

This now brings me to a matter of mutual interest which I desire to discuss with you in perfect frankness and good will. For many years there has been a growing tendency on the part of the jobber, fostered, possibly, by sharp competition, to supply the retail dealer with staple commodities practically without profit. This unwise and unbusinesslike procedure probably had its origin in the handling of sugar. When the jobber voluntarily began furnishing the retail trade with sugar at practically no margin of profit, the retailer naturally concluded that if the jobber was willing to sell him sugar—a large item of his trade—at no margin of profit, the jobber could just as well sell him other staple commodities without profit. The result of this kind of competition on the part of the jobber and of demand on the part of the retail dealer has finally reached such an exaggerated stage that the jobber is handling a considerable percentage of his output practically without any margin of profit.

Now, I submit to you as clear headed and discriminating business men, that this condition of affairs is neither right nor equitable. In the first place it is neither best for you nor the jobber. In the second place, I am a great believer in the scriptural injunction that the "Laborer is worthy of his hire," and I know that you understand, as clearly as any set of business men, that no jobber can maintain an organization involving a large investment of capital and devote his own time and experience, and the time and experience of a number of department heads, in accumulating at a convenient point the products of the entire world and lay them down to his trade without an adequate margin of profit. Did you ever pause to consider the amount of time, thought, skill and energy employed in assembling the commodities with which our establishments are filled? There are teas from China and Japan, coffees from the East Indies and South America; spices from the islands of the tropics, and food products from all of the civilized countries of the earth. Knowledge of merit and quality which requires an ordinary lifetime to obtain must be employed in making nice discrimination in the selection of these articles. Painstaking care as relates to size and attractiveness of packages must also be employed by one competent to exercise such judgment. In addition to all this many of these commodities must be paid for months before they can be disposed of to the retail trade, all of which requires much capital and the risks from many sources incident to the use of employing capital in commodities more or less perishable.

Then, again, there are the whims of public taste to be taken into account, for a commodity which may be very popular to-day may suddenly decline in popularity before goods purchased for future delivery can be received and disposed of to the trade.

In the light of these facts, fully confirmed by your own intimate

knowledge of their truth, you can but be impressed with the fact that the jobbing distributor is not only entitled to, but must have a margin of profit on all commodities that he handles, or accept the alternative of inevitable failure. Again, when a retail dealer establishes satisfactory business relations with a jobbing house, the jobber is just as anxious to satisfy him, retain his good will and lay goods down to him at the lowest possible remuneration, consistent with the service rendered, as the retailer is to receive the best goods at the lowest price.

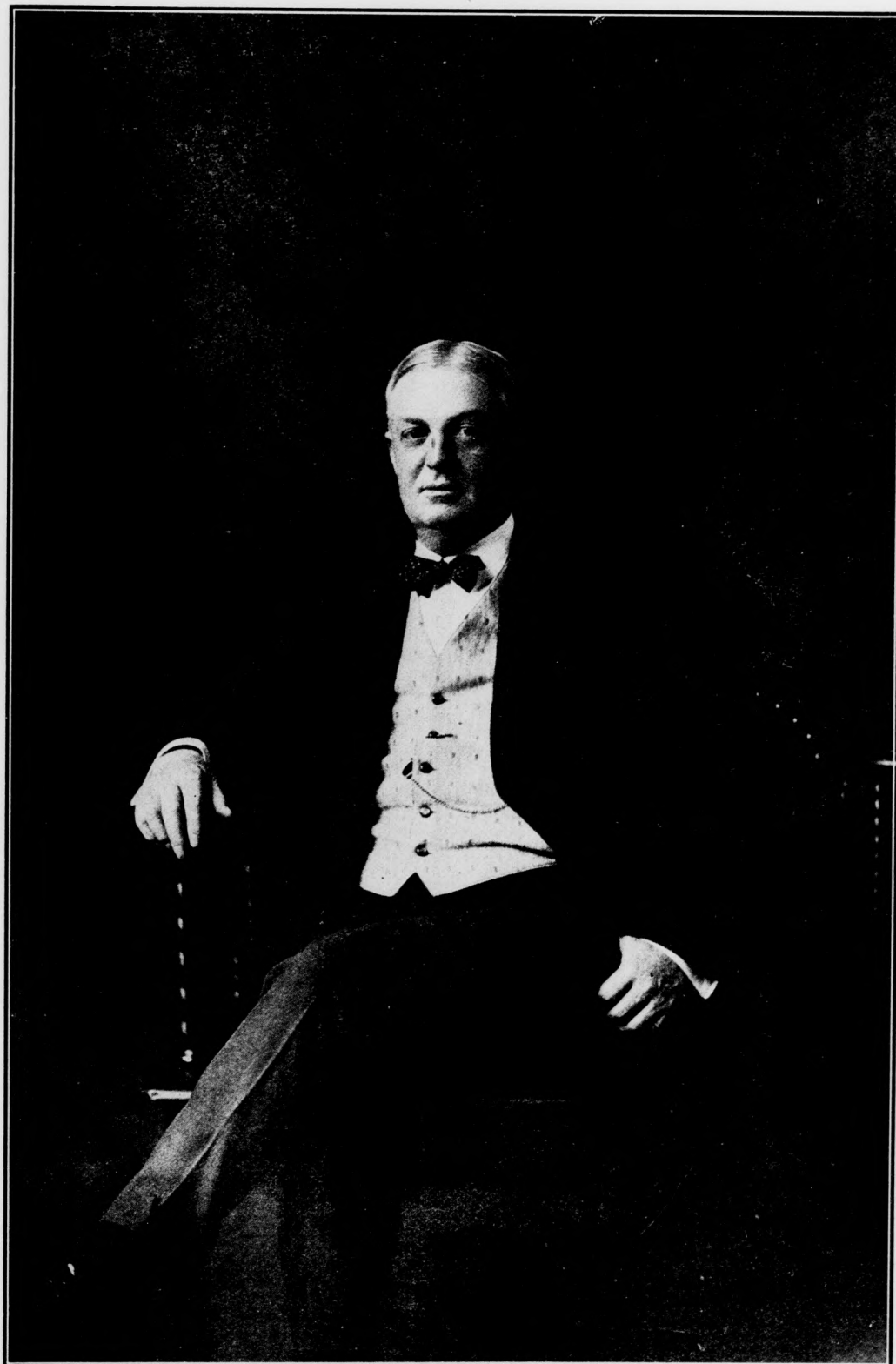
Again, droughts, floods, conflagrations, epidemics, business depressions or other great calamities will almost surely visit the locality of every retailer at some time or times during his business career. During these periods collections may be poor and the outlook dark and the retailer may need accommodations in the way of extension of time and a larger line of credit and if he has, through years of trading, established himself in the confidence of his jobber, he is reasonably sure to receive such assistance and accommodations in such hours of trial and tribulation as it is within the power and province of the jobber to extend.

In view of these circumstances, is it prudent, wise or right for a retailer who is handling the goods of a jobbing house whose very name has been a guarantee of good quality, and who has dealt kindly and generously with the retailer in time of need, to go off at a tangent and give an order for staple commodities to some unknown salesman from a remote jobbing center who makes occasional visits to his locality, simply because such salesman offers him a staple commodity at a price on which the retailer knows the jobber makes nothing and probably loses money?

Such inducement on the part of irregular salesmen is invariably for the purpose of selling some other commodity with the price and quality of which the retailer is not familiar and, as a rule, he does no better in this transaction than if he purchased the commodities from his regular house. Furthermore, having obtained some staple article in this manner, is it fair, the next time the traveling salesman of your regular jobbing house visits you, to refuse to buy a staple commodity from him unless he will let you have it at the price quoted by the comparatively unknown salesman who named the price in question solely with a view of making it up on some other line of goods that he was trying to popularize?

When the jobber sells staple commodities to his customers without a proper margin of profit, it is a temptation to the retailer to pass the goods on to the consumer at prices practically yielding him no profit and make the articles so called "leaders." Knowing, as you do, that you can not do business without a fair profit any more than the jobber can do business without a fair margin of profit, I submit that the most normal and satisfactory condition is for the jobber to sell you all commodities, including

*Address delivered before National Association of Retail Grocers at Dallas, Texas, Jan. 23, by William Judson, President National Wholesale Grocers' Association.



William Judson, President National Wholesale Grocers' Association

staples, at a price yielding him a fair margin of profit which commodities you, in turn, retail regularly to the consumer at a fair margin of profit. Such transactions ensure a regularity and stability to trade which is by far the most desirable and satisfactory condition for all concerned.

It would be just as reasonable for a merchant to walk into a bank and ask for the loan of one thousand dollars without interest, because the bank had unemployed money on hand, as for the same merchant to ask the jobber to use his organization, his capital, his time and the skill of his force in laying down staple goods to the retail dealer without a margin of profit.

I feel constrained to talk very frankly with you along these lines in the interest of the integrity and stability of trade. My lifetime association with both retailers and jobbers has convinced me that we are all thinking along these lines and that the time has come to discontinue making erratic and sensationally low prices on staple commodities with a view to attracting trade, because it is altogether too apparent to any thinking man that such action is but a subterfuge to conceal an ulterior motive and that the supposed beneficiary of this procedure is sure to make up to the dealer on something the reduction that he received on the staple commodity. Otherwise he could not exist.

Our watchwords should be: "Mutual confidence in and mutual loyalty to each others' interests, stability of trade founded on consistent business policies, and fair remuneration on all commodities handled based on our capital invested and the energy, industry and intelligence brought to bear in serving the public."

As we all agree, these meetings are of great value—the social touch, the broadening influence of travel, the glimpse of rivers and mountains, fertile fields and big cities. We are broader and better for the experience, but the hour for going home soon comes. A few short days and we are behind the counter again. How to make a personal application of what we have seen and heard—how to make our own business 5 per cent. more profitable than last year? There is no royal road to wealth in the grocery business. Our greatest good will come from thoughtful, personal attention to our own home business.

Let us all resolve anew that we will give our loyal support to our local association; that we will stand by and maintain our respective state associations and work continually for a sound and wholesome increase of conservative strength nationally.

Her Day—And His.

Lady's Maid—The undertaker has sent me to ask you on which day you wish to have the master's funeral?

Mistress—Thursday will be best, I think. That is my day at home, and I'll have to stay in then anyway.

More credit may be thrown down in a moment than can be built up in an age.

GOOD FOOD.

Lessons Which the Worker's Wife Should Learn.

The combination of the necessity of living to eat and the pleasure of eating to live is a hard one to beat. A sage remarked back in the time before the cable cars that, after all, life was simply a matter of eating and sleeping, and that eating was the more important of the two. His argument was this: Eat judiciously of good, wholesome things and be regular in your meals. The success of sleeping depends largely upon the success of eating. If one eats well, one sleeps well—if the cats are not too noisy.

Sound sentiment, that. But this wise man did not say what to eat, where to get it, and how to determine its full worth. Many people try to follow this advice, and because they have no appetite and continually are complaining of dyspepsia they arrive at the conclusion that he was talking simply to make himself heard.

"Why," recently remarked a thin man with an expression of pain forever darkening his countenance, "I eat the simplest things in the world, and still I can't look a piece of pie in the face without feeling a knot develop amidships. My meal hours never are varied; I take plenty of exercise, and I hit the pillow at a reasonable hour. But, with all my care and discretion, I feel rocky all the time."

This man's efforts may be as honest as the sun, but he confesses that he doesn't know when things are good; he simply takes the grocer's word for it. When a person is supposed to be painfully ignorant, he doesn't "know beans." Now, as a matter of fact, if the average housewife "knew beans" hubby would not always feel the ill effects from eating "pork and" and making a bowl of soup do the disappearing act. There is at least one woman in Chicago who does "know beans," and no matter how convincing her grocer's representations are that speckled navy beans are incomparable, she waves him back and insists on the unblemished article. She "knows beans."

Some people judge the value of a pineapple by its size, its symmetry, and its color. Many a time the seeker of such art wonders why the "pine" he buys is shreddy and stingy with juice. Without casting any reflections upon the saw leaf pineapple the careful buyer could do infinitely better by passing it up and insisting upon getting the smooth edged leaves with the pineapple proper. There is big science in getting the right sort of celery. Mrs. Newly Wed wants to make her dinner table look neat and trim and she believes that buxom, white celery is necessary to the completeness of the table arrangement when that vegetable is to be had. Straightway she seeks the large, white celery, and later on—after the dinner—she wonders why her husband is forever tugging away at his teeth. Of course it is not saying that large, white celery always is stringy and bothersome to the teeth, but it is

the easiest thing in the world to determine whether or not the vegetable is worth having. When the grocer's back is turned give the upper part of a celery stalk a little twist. If it cracks buy it. If it does the contortion act buy grapes or olives.

How often does one read of a person going into the fields and coming home with a basketful of "mushrooms" with the announcement that flowers are to be omitted? When buying mushrooms at a reliable grocer's one does not run much of a risk in being the principal in a slow moving procession, but, however great the confidence in the genuineness of the fungi, one always runs the risk of paying out good money for undesirable mushrooms. The expert will tell you to disregard the color of a fungus and to study the scales, or plaits, before buying. If the plaits are unbroken and unshriveled open your purse. Then it is up to the cook; Nature and the grocer have done their part.

Radishes are indigestible enough without eating the inferior grades of them. The safest way to determine the worthiness of either red or white radishes is to press them between the fingers. If they "give," think of something else to take their place. If they feel like a marble, the purchase is not a bad one, if you can di-

gest the vegetable. The glossy green pepper is the thing. The pepper dull of color, however well developed it may be, might as well be left with the grocer; it lacks life and snappiness. Asparagus, affectionately referred to among the green goods men as "grass," should bend but little before snapping. When it is flexible it is tough, and all the hot water on earth can not make it tender and toothsome. Judge green beans by the same process.

After many years of earnest study a Chicago woman has learned the secret of distinguishing good peas in the pod from the unworthies. It was difficult for her to make the discovery, for she could not peep inside the pods without feeling that she was doing something she shouldn't. The infallible way to tell a good pea from an inferior one is to run the hand through the basket and keep the ear on the alert. If the peas crunch during the process, like the wheels on a frozen street, take home a quart, or even two quarts, for that matter. You are absolutely safe in the purchase. If they don't sound like a wagon on a winter's morning, thank the grocer for his attention and walk away empty handed.

Now, as to watercress. Buy it when the leaves are large and not too glossy. The larger the leaf the more

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Highest Rate of interest paid on these accounts.

The Old National Bank

No. 1 Canal Street

strengthening chlorophyll in its system. Watercress chlorophyll, according to the folks on the farm, is the thing for that tired stomach. Yielding head lettuce might be given to the cows, but not to poor, tired hubby. Good lettuce should be hard, with the leaves firmly set and light colored near their base. One runs a big chance in buying leaf lettuce, for it loses worth without giving indication of deterioration.

Now that winter is knocking at the door, home loving daddy and muddy, and all the little kinder are thinking about the nuts to crack while the snow falls and the winds bite. What is finer than to crack nuts around the blazing hearth on a night when everybody pities the poor caddy and even the copper? But the enjoyment of nut cracking is not altogether in the cracking alone and the beautiful sentiment and home surroundings. Much depends on the nuts. When buying the nuts one should select the ones that seem heaviest. There is nothing to be determined by exterior appearance. But, while that is the safest way to judge the quality of nuts, the real truth can not be known until after the hammer and the flatiron are brought into activity.

You may have every confidence in your grocer, and he may exert himself and his conscience to give you a square deal, but even the grocer sometimes doesn't know it all. So, think it over when you go out to buy food. Ben F. McCutcheon.

Positive Man Invariably Heads the Procession.

It is told of Napoleon that when he walked into a room that was filled with people, those people, almost without exception, ceased talking and looked at him. There are at the present time men prominent in various lines of human endeavor who have that same magnetism, although, perhaps, in smaller degree. They are the men who are positive in everything and who are getting ahead while their companions whose thoughts are more diffuse and whose words and actions match their thoughts are left at various way stations by the roadside.

Not long ago the head of a large corporation had occasion to place in command of a body of picked men a man who had been in the service of the corporation for years, but never in an executive capacity. This man knew all the details of his job better than anybody else who was available for it, yet in the job he proved a disastrous failure and had to be replaced by a less experienced man. Why?

Because of a fault that is common to many workers, and that may be the unprotected heel of Achilles, the vulnerable point, of which they themselves are in ignorance. He was not positive. He did not know himself what he wanted.

He issued orders that were the right orders to issue, but he issued them in such a tentative, hesitating way that the men who took them always were left in doubt as to whether the orders really were meant in good faith or whether they were an

experiment that would be repeated in another fashion if they failed at first.

The men under this new executive got to see that he used ten words where two would have done the work. They got into the habit of disregarding the eight unnecessary words, which was all right, but from that habit they fell into the other of disregarding the two essential words, which was all wrong. The man could not command respect for his good qualities because his bad overshadowed them and got in the way.

This experience was not unique. There are countless workers who would be farther along the road to success than they are if they were only more positive. They seem afraid to assert themselves, and then it's the old story of nobody doing for a man more than he will do for himself.

Now the man who does a wrong thing strongly is quite likely to be more valuable to himself and the community than a man who does a right thing weakly. For if a man can't do right strongly he can't do wrong hard enough to hurt anybody, while if he makes mistakes in a bold fashion he may turn and go right just as hard as he has gone wrong. Which is one reason why wise employers like to see aggressiveness in their men even if that aggressiveness sometimes runs over and defeats its own ends.

The aggressive worker should remember that too much emphasis is just as useless as none at all. When a man yells his orders all the time it gets so after awhile that no more attention is paid to them than if he whispered them. He has used the loud pedals too often. He has no means of emphasis left. But let him be firm all the time. He need not be a calliope, but then, on the other hand, he need not be a penny whistle. If he only shows that he is in earnest he has done a great deal. He will have those men who take their orders from him in earnest, too, and more salary will be earned than in the past.

The lawyer who seems to have no backbone or jawbone seems also to have few clients. The doctor who does not impress his personality upon his patients finds after awhile that other doctors with personality are getting the patients to impress.

The promoter has to believe in himself first, last and all the time or he can't make anybody else believe in him. People look at and give attention to the man who says his first word in a tone that shows that he means what he is going to talk about. The man who talks in his throat and seems to like his own voice so well that he wants to keep it to himself can't carry conviction half as far as the man whose voice may be too loud for the drawing room, but who gets results with it in business.

The best test of all is a review of the men who do things. In the list of great workers the positive man is at the head of the procession. He has worked his way through the crowd. He has had to use his shoulders and his head and his hands and his feet,

but he has got through. The man who is afraid of himself and afraid of the rest of men sits on the curbstone and watches the strong, positive man win out. And as it does not cost any more and pays infinitely more one might as well as be with the strong as with the weak. John Weed.

In endeavoring to extend their trade the German manufacturers are going so far as to transport whole factories to those countries in which they desire to work up their business. Aside from the wisdom of the plan it has an historical significance. That was the very plan which the Roman conquerors adopted, only in their case they sent out farmers instead of artisans. As a policy it is as ancient as its results are beneficial.

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

Pure Apple Cider Vinegar

Absolutely Pure

Made From Apples

Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers

Detroit, Michigan

The BEN-HUR Cigar Eclipses All Competitors



The quality which this cigar disclosed for 5c was wholly new to the smoking world when it made its initial bow for public favor back in '86.

Since that time millions of nickel cigars have been rolled with the avowed purpose of matching the **Ben-Hur**, but it still remains an unaccomplished feat.

The trade has seen an endless procession of new brands, but the **Ben-Hur** has kept advancing on an even keel of quality, and each year has seen it gaining by leaps and bounds in popularity with the smoker, and in good will with the dealer. To-day it outshines all others as the greatest cigar value on the market—as the surest trade-puller retailers ever took hold of.

GUSTAV A. MOEBS & COMPANY, Makers

Detroit, U. S. A.



Weekly Market Review of the Principal Staples.

Domestics—Sellers are very optimistic over the prospects that are before them. Indications point to fully as good a year, and in some cases perhaps better, than last year. Enquiries are being received daily for prices on goods that have not been opened, and the prospects are that a very large business will be done.

Napped Goods—The openings of napped goods have not yet been made, and it is in this direction that buyers are turning the bulk of their interest at the present time. Next week will undoubtedly see all, or at least a large part, of these lines opened up. In the finer grades of goods some buyers are now operating in the spring of 1908. When asked the reason for doing so, their reply was to the effect that if they did not, they were afraid they would not get the goods. Few spots in gray goods are to be had before May, and in some cases much farther ahead than that. Wherever these spots are desired it is solely a question of getting the goods without any reference whatever to the price. To be sure, there are occasional instances where the high prices are objectionable, but for the most part such is not the case. In the matter of outings buyers seem to realize the condition more than was thought possible in the first place, which fact is revealed by the volume of correspondence.

Prints—The past week has witnessed the advance in prices that has long been foreshadowed in staple prints, and those which have not already made their prices accordingly will do so in the immediate future. The demand for such as are available has been very good, the uniformity being well sustained. Deliveries are coming along as well as can be expected under the prevailing conditions. As far as the advances are concerned it should be said that they are the result perforce of the high price of gray goods, coupled with an unusual demand. The increased cost of labor and the high price of raw material makes advances in this connection compulsory.

Dress Goods—Among sellers who show to the jobbing trade business has been very good, although the past week has been without incident out of the ordinary. Woolen fabrics have had a particularly satisfactory season so far and if the balance of the season keeps up at the same rate the result can not help being gratifying to the advocates of these fabrics. If, however, the market realizes the hopes that are staked on it, it will do very well indeed.

Woolen Goods—In spite of the fact that the market has now been under way long enough to be experiencing some very good business, it is totally lacking in the "snap" that gives inspiration and satisfaction to the mere doing of business. Why this is so,

unless it be attributed to the unfavorable weather conditions, is not explained. Price features are certainly attractive and values are stated as tremendous; nevertheless, it can not be said that the trading has been up to expectations.

Underwear—Another week of comparative quiet has been the lot of the sellers of underwear. Very little has been done and sellers complain a little at the inactivity that is apparent. They had rather be actively engaged in selling goods where such a thing is possible. The prolonged spell of effect on buyers, so they claim, and to this fact is partially due, perhaps, the degree of quiet now prevailing. Owing to the mildness of the winter stocks are not moving as fast from second to third hands as might be hoped, and should this condition continue, and sellers fear it will, the surplusage will be carried over to next year, thus shutting off the demand to a certain extent. There is yet, however, plenty of time for a sufficient amount of cold weather to start things moving in this direction. While all lines are in a very well sold position so far as initial business is concerned, still it is hardly to be believed that a customer could not place bad weather, however, has had a bad an order for a sizable amount at the present time with such houses as have a reservation for duplicates.

Hosiery—The week in this line has been quite uneventful so far as new business is concerned. To the minds of some sellers the market is a long time waking up after the holidays. But a comparatively few days now will suffice to see a better activity under way, when a larger number of buyers will be moving around. The season really is more or less backward in all its branches, duplicates, for instance, being in comparatively slight call. It is well in some cases that the demand is slight, as most lines are very closely sold. The present prices look attractive to those sellers who can deliver the goods and the chances are that some of the later orders will be delivered first. Some houses are refusing to take duplicates and are sending the orders back to the buyers in question because of the high cost and uncertainty of getting the yarns. If the buyers are willing to pay the extra cost necessitated by the advanced cost of yarns, sellers are willing to accommodate them, but to sell on the basis of the original prices would be ruinous. Goods are very scarce and such as are available easily bring the best prices. Fine gauge goods are the scarcest in the market with but one exception, and that is a line of medium weight goods, the demand for which has been created at the expense of lower lines and coarser goods. While it is at the expense of other lines in a word, it explains the trend of the buying in itself. It is a move toward the better classes of goods.

Twice Two.

"Do you really believe two heads are better than one?"

"Give it up; but I know we wouldn't amount to much without foreheads."

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

Had the Wrong Idea.

He was a good sort of a boy, a mighty good sort of a boy. He would have been offended, himself, if you had called him so, but, nevertheless, he was a good boy. His mistake was that he thought he was a man.

He had been with Donkin's for two years. For a small, two floor underwear house, Donkin's had advanced him rapidly. He was 18 when he became office boy. At the time he left he was only 20, and he was the invoice department manager, head clerk, and clerk, Donkin's business requiring only one person's time for this position.

He had been listening to the traveling men talk as they came in from the road, and it had gone to his head. The traveling men said:

"Yes, sirree, you have to make a man respect you if you want to amount to anything with him. Now, when this big slob tore up my card, I just said, etc., etc., etc."

"Huh," said the bill clerk to himself, "that's the trick. Make 'em see that you're somebody, then they'll treat you accordingly."

Next day the Boss came to him in anger. "See here, can't you make a single simple extension without making an error? I want you to—"

He got no further. The bill clerk then and there started in to make the Boss respect him. What he said was good and sufficient. It ought to make any man respect another—if the man upon whom it was tried was reasonable. It happened that the Boss was not, the bill clerk was fired.

A few days later the Boss was called to the phone. "There's a fellow over here striking for a job as bill clerk," said a well known voice. "I know he worked for you. Can you say anything about him? Is he a good clerk?"

"Yes, I can say that he is a good clerk."

"He is?"

"Yes."

"Why did you let him go?"

"Oh, a little trouble."

"What?"

"He told me I couldn't call him down like that," as he put it. That's all."

"Thank you." The bill clerk is still looking for a job.

Moral: Do it in another way.

Allan Wilson.

Fire-Killed Timber Good.

Fire-killed timber, the forest service has discovered, is some use after all. This is a thing that has been known in the West for a long time. The disastrous "forest fires" do completely burn up timber in many cases, but there are thousands of acres where the timber is simply "fire-killed;" that is to say, it is killed standing by the fire that sweeps through it and finally rots at the ground and falls in the first wind storm. Immense areas of this timber have been utilized in mining and railroad work and there have been mills established simply to work up the fire-killed logs into boards and boxes.

The seasoning of fire-killed trees seems to be more perfect than that of ordinary seasoned lumber and in the case of much of the pine that

would otherwise have an objectionable odor the fire-seasoned logs can be worked up into cracker boxes and the like, where the odor in ordinary pine lumber would make its use impossible.

Some of the fire-killed timber has been used after it had been dead fifty-five years, although the more common time is from three to seven years. The forest service says that the use of this dead and down timber makes available many thousand acres of burned forest that were formerly accounted worthless.

Some fellows never rise in the world for fear of getting dizzy.

Wrinkled purses make wrinkled faces.



The Washedout Appearance

that so many Percal dresses acquire after a few trips to the wash tub is something you won't have cause to complain of if you buy

DEPENDON TRADE MARK PERCALES

Their chief characteristics are even threads, clear patterns, fast colors, and back of these are good raw materials and high class workmanship. A wrapper made of **DEPENDON** Percale will not only wear longer, but will retain its fresh look while you wear it.

THE DEPENDON TRADE MARK TICKET

with the picture of Commodore Perry on a piece of Percale is a guarantee to you that the goods are free from all imperfections.

Space for your name here

YOU CAN
DEPEND ON
"DEPENDON"

Sign Firm Name and Address Here

M. T.

Summer Underwear

We are in a position to show you one of the most complete lines in Michigan in Gents', Ladies' and Children's underwear.

Ladies' underwear we have in long sleeve, short sleeve and sleeveless. Children's underwear in long sleeve and short sleeve. Gents' underwear in Jersey and Balbriggan in all grades and prices.

Write for samples and prices.

P. STEKETEE & SONS

Wholesale Dry Goods Grand Rapids, Mich.

The Price You Pay for Good Merchandise

need be no higher than you have been paying for mediocre goods—and it won't be if you buy

Dependon Merchandise

They are good goods in every sense of the word—raw material, workmanship, weave, finish, dye, durability—and they cost no more, in many cases less, than the kind you know nothing about.

The Dependon Ticket

is put only on "good" Dress Goods, Silks, Linings, Wash Goods, Towels, Handkerchiefs, White Goods, Outings, Underwear, Petticoats, Suspenders, Sheetings, Bedspreads, Blankets, Lace Curtains, Draperies, Carpets, Art Squares.

If you carry **DEPENDON MERCHANDISE** you will carry a stock which is not only easy to sell, but which in every case will result in a pleased customer—the best asset a store can have.

The Retail Advertisement

shown in the margin will indicate how far you can go in recommending **DEPENDON MERCHANDISE**.

The **DEPENDON BOOK** outlines a specific selling plan for **DEPENDON MERCHANDISE**, shows effective window displays and describes in detail how to arrange them. If you want a copy, sign your name in the coupon and mail it to

JOHN V. FARWELL
COMPANY

Chicago, the Great Central Market

JACK OF ALL TRADES.

He Finds It Difficult To Obtain Employment.

There are people who are clever enough to be in the "picked men" class, and yet who have made their cleverness accomplish nothing of permanent value, because each achievement has been like a stray head; there have been no string on which all were gathered, no foundation, and no story by story superstructure. Each accomplishment was an incident, finished when completed, leading to nothing, making no other move in that line easier or possible.

The reason for this condition lies in the lack of a continuous thread of purpose dominating the man. He lacks imagination. He does not map out a definite future and make each move converge his forces toward that future. He is one of those "promising" men—forever giving promise of a career and forever breaking out in some new direction—energy spilled into a dozen channels, making but a splash in each, while all the time it is the steady stream that wears its way to the great ocean.

A case in point is a man now past 40—that so-called dead line of the world failure. Some twenty years ago he was at the head in the village reckoning; all the mothers told their boys to emulate that bright Tom Brown, all the girls were in love with clever Tom Brown, all the fathers wished their boys were more like Tom Brown, and all the other boys cordially hated Tom Brown. Tom Brown personally was well-pleased with the layout. He liked to be the "it" of the community; besides, he had been brought up on that kind of diet and it seemed the only kind his system took to.

Tom Brown went out into the larger world—a great city. He took a position in a grocery store. Soon he was giving the book-keeper pointers on how to take care of his books; he had gained an inkling of book-keeping one spring when he helped out at the local bank, he knew the terms, and could draw red lines with a familiarity and sweep that were impressive; he also assisted the window trimmer—he really did assist, for he always had been a prime hand at special church and hall decorations for all the home festivities; he liked to stand outside and boss the job and see how much better the effect was for his suggestions. He patronized the advertising man and chose some different styles of type with good taste, be it acknowledged. He had worked in a print shop during rush times and knew a little something about type—enough to call their names and sound learned. He flitted here and there about the store, making every man's department feel his presence—not always pleasantly, perhaps, but with actual benefit to the department in most cases. But where was his own work coming in all this time? He did not aspire to be window trimmer, so he made only friends, not personal progress by his interference; he had no idea of becoming a book-keeper or an advertising manager, so it was nothing to him to touch up those de-

partments; and his own work of salesman was not being advanced. He left the firm, finally, with the impression that he was a bright, versatile fellow who could turn his hand to almost anything, but who somehow had not accomplished much of anything after all.

And so it went from one thing to another; he never followed up any of his successes; he never pushed along any line where he had an opening; he was like some dilettante playing brightly with the surface of business affairs just to show others that he could but never going ahead strongly in any one direction. To-day he talks with a note of bitterness of the narrow mindedness of the business men in control. He says they can not appreciate brains—that all they want is green youth. He finds it hard to get employment in any one of the numerous things in which he is proficient. He can not see that he alone is to blame, that he never in his life used an advantage, followed up an opening or made an impression count for future good.

In contrast with this typical form of business failure—and business failure is life failure to a business man—is the quickly successful career of a young woman, which also is typical, for her case is by no means a unique one. She also went to a city from a country town. She was a graduated nurse and had no pull on the future save that which her nurse's pin and diploma and a letter from her physician would give her. She called on a number of physicians, asked for work, left her card and hoped for the best. She soon secured a few cases—slowly—one now and then—but she kept up her calls on the doctors, seeing some new ones each week and extending her acquaintance. However, there are many nurses in every great city, and coming from a small hospital was against her. The outlook was not altogether promising, although her energy and directness of method eventually would bring success to almost any reasonable undertaking; but one day one of the physicians said, impatiently: "You independent nurses are not satisfactory. When I want you you are out on a case, and often I must call up half a dozen when I am in the greatest kind of a rush. You ought to live in one house."

Now, that was a suggestion to the young woman. Of course they should live in one house—a large number of them—and the one telephone call should always bring an assistant immediately.

She left the office seriously thinking of the matter.

She saw all the doctors she had met since coming to the city and she talked it over with them. She saw contractors and builders and land owners. In a few months she had built, in a quiet, unfashionable street, accessible to the downtown district, a large three story building which she called "The Graduate Nurses' Residence." It was made up of large, light, airy rooms, each with a tiny culinary annex, arrangements for cooking with gas, running water, and all the comforts along the most modern plans for what usually is called

light housekeeping. The furniture was light, attractive, and of a nature not difficult to be kept in order.

She easily filled her rooms with graduate nurses, being careful to get them from the best institutions. Then she informed every physician in the city that she could supply him on a moment's notice with a trained nurse. She had a telephone, every young woman had a bell to her room, and five minutes after a call was received a nurse could be on her way to answer the summons.

The young woman merely superintended the house and did the work of keeping in touch with physicians. Her rooms to-day are always filled and there is a long waiting list. She has made arrangements to buy the building and is planning a series of such establishments in neighboring cities. She has made money, is known favorably to every physician and hospital in the city, and has escaped the drudgery of life. Her success is owing to the fact that she used an entering wedge to push her way still farther; she turned back from no point of vantage.

Some one once said to a versatile writer, accusingly: "Do you know, you just use people. You don't waste time on any one you can't make into copy." "I can't afford to," was the answer. "My business is to make copy, and people are my stock in trade. I have no time to waste. Your business is selling peaches; do you spend much time over the decayed or the green ones that you can't sell?"

For a life of beginnings there is no excuse and there is no practical
A. S. Monroe.

Picric Acid Will Heal All Burns.

Put your finger in the fire and it need not burn. Chance led to the discovery of a remedy which instantly will cause burns to cease from being painful and also causes injured flesh to heal with miraculous speed. Dr. Thierry, a physician in the Paris Charity Hospital, was in the habit of using picric acid as an antiseptic, so that his hands were impregnated with the solution. One day in lighting a cigarette he dropped a portion of the burning match in his hands, but, instead of feeling it, he noticed not the slightest pain. A short time afterwards while sealing a letter some of the burning wax stuck to his finger, and, although it cauterized the skin, he felt nothing. He began a series of experiments in healing burns with a saturated solution of picric acid. All pain instantly was suppressed. After having bathed the wound in a solution of this acid blisters did not form and a cure was effected after four or five days. The only inconvenience was that the acid colored the skin yellow. But this is rapidly remedied by washing with boric acid. The cheapness of picric acid and the ease with which a proper solution is prepared has induced many Parisian manufacturers to place jars within easy reach of their workmen.

It is a good horse that never stumbles and a good wife that never grumbles.

No More the Coupon in Advertisements.

By order of the Postmaster General, the corner coupon will soon be a thing of the past.

The practice has grown up of placing in connection with advertisements in periodicals (magazines) a coupon or order form to be filled out and used in sending a message back to the advertiser; or a coupon wholly in print not requiring to be filled out, but still for the purpose of return as a message or evidence of some kind to the advertiser, or advertisements themselves to be detached in their entirety and used for that purpose.

Blank coupons and order forms to be filled out are not permissible parts of a periodical, for sheets or portions of sheets, whether large or small, designed to serve as the means of future correspondence between the reader and advertiser are not advertisements, but writing paper furnished the reader for his convenience. As such they constitute merchandise and are subject to the rate of one cent an ounce or fraction thereof. Printed coupons providing no space for signature or insertion, and advertisements intended to be detached, are third-class matter and are subject to the rate of one cent for each two ounces or fraction thereof. It is unlawful and detrimental to the postal revenue to place such higher class matter in periodicals and transmit the same in the mails at the second class rate. The fact that such articles serve the convenience of advertisers or others gives no warrant for waiving the lawful postal charge on them or on any periodical with which one or more may be inclosed.

However, in view of its prevalence and the desire to avoid unnecessary hardship, inconvenience and loss to publishers, and that it has grown up through a misapprehension of the limits of the publishers' privilege, the practice will not be interfered with before March 4, 1907.

Decrease in the Public Debt.

The interest-bearing debt of the United States is \$895,159,140, which is an average of \$11.41 for every man, woman and child in the country. The decrease in the debt during the last forty years has been rapid. In 1870 the per capita was \$60.46 for every man, woman and child, and the total was \$2,046,455,722. The debt of the United States is smaller in comparison to our population than that of any other great nation.

The annual interest charge is about \$23,248,000. It costs every man, woman and child in the United States about 27 cents a year.

The pension bill amounts to about \$140,000,000 a year, but is growing less and less annually. High tide was reached in 1905, and from this time on, unless Congress passes some new legislation extending the pension system, there will be an annual decrease.

Which Wins?

"When my son-in-law married my daughter, in addition to the dowry I loaned him a lot of money."
"Have you got anything back?"
"Yes. I got my daughter back."

363
Purity

363
Health

Don't Use Soap Unless It's Antiseptic

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

BUCHAN'S Toilet Soaps

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

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

Our standard for over 40 years has been

PURITY

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

BUCHAN'S SOAPS CORPORATION
Flatiron Building, New York City

363
Economy

363
Unadulterated

FAILED AS CLERK.

He Could Not Stand for Evil Substitution.

Written for the Tradesman.

When Hiram Steed went into Bingham & Dussard's store he expected great things to come of it. His parents were highly pleased. And why not? Just out of school, at 17 Hiram was as likely a young chap as the village of Sundown would care to boast.

The firm of Bingham & Dussard was the principal one in the place. Hiram believed he should be happy when he could see his own name on a sign over a store entrance. How little one knows of the future.

Hiram had vim enough for two. He went about the work assigned him with alacrity. Five per week wasn't bad as a starter.

The firm had begun in a small way and had grown into an establishment of importance. This was because of the push and energy of Bingham. Everybody liked Bingham. It was Bingham here and Bingham everywhere—a fine one to wait on people, soft of voice, smooth as oil in every move he made.

Hiram had been taught a few things at home—among others that it pays to be honest. He soon learned some things. Bingham & Dussard had a reputation for fair dealing and because of this reputation they had prospered. At any rate that seemed to be the reason for such wonderful success.

It was mostly seeming, however.

One day a farmer came in and called for a certain brand of tobacco. Hiram discovered that they were out of the brand and so informed the customer.

"We have others as good."

"Not for me," and the farmer turned away.

The chief clerk stepped forward quickly, smiling, and called to the farmer to return.

"Hi hasn't learned all the places yet, Mr. Thomas," said the older clerk. "I thought you'd be in soon and so I saved out some of your kind of chewing." The speaker went to a pail and pulled off the cover. "Here's some of the sort you are after."

"All right," and the customer seemed much pleased.

Hiram bit his lip and held in with difficulty. After the customer was gone he remarked that he, the clerk, might get caught at that trick of selling something not true to name.

"Tush!" said the other. "Never let a customer go away dissatisfied."

"But," persisted Hiram, "that was an inferior brand of tobacco."

"All the better for us," and the head clerk laughed.

Hiram wasn't pleased. He wondered what Mr. Bingham would say did he know of the trick. Hiram did not tell him, however. At school it was considered the act of a sneak to tell on a fellow pupil. Of course, this was different; but Hiram did not feel called upon to expose the clerk. It might not happen again.

Something of a similar nature happened, however, the next day.

A lady customer called for tea

which happened to be out. Hiram was about to say that they were out of this particular brand when Nichols, the head clerk, pushed him aside and nodded smilingly at the fair customer.

"Step back and wait on Mr. Dodd," said Nichols, brushing Hiram aside and beaming on the lady with his brightest smile.

"Luckily we have a little of your favorite tea left, Mrs. Daily," said Nichols. "It sells so rapidly it keeps us on the move constantly to supply the call. It's a splendid tea."

"My husband will have no other." "He is wise and a good judge of tea."

And the clerk proceeded to weigh out a pound from a chest of inferior quality, knowing that the brand called for was out. Hiram gasped but held his peace.

After this he learned some more things not in the copy book. Haddock went for cod, two or three kinds of tea from one caddy, any and every brand of finecut from one pail, adulterated goods of various kinds for the genuine, and this was the establishment where it was supposed that the strictest integrity prevailed! It was an eye-opener to Hiram.

The boy kept his own counsel for some time. He would not stultify his manhood by any of the tricks he saw about him, however.

"That is downright dishonest!" he declared one day when Nichols sent a half-blind old woman on her way rejoicing in a whole codfish nicely done up in glossy paper. It was a poor imitation of haddock.

Nor was the old woman fooled. She returned with her fish the next day and demanded codfish or her money back.

"I can't see very well, but I can taste, thank goodness," said she.

Not having any cod the woman's money was returned with ample apologies. The firm lost her trade, however.

"An eccentric creature," sneered Nichols.

"It's a wonder her eccentricity has not struck the whole town," retorted Hiram, disgustedly. "I tell you there'll come a time when you'll pay dear for all this."

"Aw, shut up. What do you think you are?" snapped Nichols.

Bingham, happening along, demanded what was up. It was Hiram's opportunity and he improved it. The merchant looked grave.

"Mistakes will sometimes happen, of course," said he, "but you must be more careful in the future, Nichols."

Hiram was not quite pleased.

"Didn't make much by tattling, did ye, sonny?" jeered Nichols. "Now what do the firm care only so we sell the goods? You are forever butting in. Don't do it, boy—don't if you want to hold your place."

"More likely you'll lose yours," said Hiram.

"Not much. You're too squeamish, Hi. See here—what's the use losing trade by owning up to being out of certain goods? One sort is just as good as another; most people don't know the difference. Where ignorance is bliss, you know. Fudge! I

shall substitute whenever I have occasion, and there's nothing wrong in it either."

"You ought to have been a lawyer, Nichols."

Hiram stuck to his text, however. The longer he stopped with the firm the more of the tricks of trade he saw. And it was all legitimate, Nichols said.

Was it? Hiram said, No. He tried to fill his position with credit to himself and his employers, but failed in the end. His position was a constrained one; he felt awkward and uneasy. He spoiled more than one sale by his outspoken honesty, and was not surprised one evening to be summoned to the office.

"It's this way," said Mr. Bingham in a very mild way: "You aren't, somehow, cut out for a merchant, Hiram. I advise you to seek another calling—electrical engineering or something of that kind. Here's your pay, and I wish you well in whatever you undertake."

Hiram quitted the mercantile business then and there forever.

"If I can't be honest as a merchant then a merchant I will not be."

He afterward became a newspaper man, where honesty and integrity are at a premium as everybody knows.

As for Bingham & Dussard, although their methods are not to be recommended, they are still prospering, the gullible public not having cut them for practices occasionally followed by others of the mercantile fraternity.

J. M. Merrill.

Nine Hours of Sleep Necessary.

There is nothing so indispensable in life to a man ambitious to gain that mysterious thing called "Success" as strengthening and renewing his corporeal substance with lots of sleep. The man who sleeps regularly, and see to it that he does, nine hours every night, may depend upon having good sound health for many years to come. The man who robs himself of Nature's allotted nine hours of sleep in his youth and through his manhood will die between his 40th and 50th years and his friends, relatives and acquaintances will wonder why he died so young.

In fact, the man who wants some form of success some time in his life, and who also wants to prolong his life to three score and ten, can have his desire in this respect fulfilled if he works hard, saves money steadily, eats plain food regularly, and above all sees to it that he gets his required nine hours' sleep every night in the week.

Napoleon, Byron, Burns and Poe died comparatively young in years because they abused their sleeping hours. Napoleon often boasted about doing a great amount of hard work, and for weeks sleeping but four hours while so employed. But then Napoleon was a foolish man in more ways than one, as he proved by dying young. It is the positive conviction of the present writer that Napoleon's early death can be traced directly to his having abused his stomach and wilfully cheated himself of a great many hours that he could have used to sleep in.

Frank Krueger.

San Francisco, California, Crowd.

Fifteen thousand people were congregated, to attend the special sale announced by Strauss & Frohman, 105-107-109 Post Street, San Francisco, California. Their stock was arranged, their advertising was composed, set up and distributed, and the entire sale managed, advertised and conducted under my personal supervision and instructions. Take special notice the amount of territory which the crowds cover on Post Street. Covering entire block, while the sale advertised for Strauss & Frohman by the New York and St. Louis Consolidated Salvage Company is located in a building with only a fifty-foot frontage.

Yours very truly,
Adam Goldman, Pres. and Gen'l. Mgr.
New York and St. Louis Consolidated Salvage Company.



Monopolize Your Business in Your City

Do you want something that will monopolize your business? Do you want to apply a system for increasing your cash retail receipts, concentrating the entire retail trade of your city, that are now buying their wares and supplies from the twenty-five different retail clothing, dry goods and department stores? Do you want all of these people to do their buying in your store? Do you want to get this business? Do you want something that will make you the merchant of your city? Get something to move your surplus stock; get something to move your undesirable and unsalable merchandise; turn your stock into money; dispose of stock that you may have overbought.

Write for free prospectus and complete systems, showing you how to advertise your business; how to increase your cash retail receipts; how to sell your undesirable merchandise; a system scientifically drafted and drawn up to meet conditions embracing a combination of unparalleled methods compiled by the highest authorities for retail merchandising and advertising, assuring your business a steady and healthy increase; a combination of systems that has been endorsed by the most conservative leading wholesalers, trade journals and retail merchants of the United States.

Write for plans and particulars, mailed you absolutely free of charge. You pay nothing for this information; a system planned and drafted to meet conditions in your locality and your stock, to increase your cash daily receipts, mailed you free of charge. Write for full information and particulars for our advanced scientific methods, a system of conducting Special Sales and advertising your business. All information absolutely free of charge. State how large your store is; how much stock you carry; size of your town, so plans can be drafted up in proportion to your stock and your location. Address carefully:

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis

Consolidated Salvage Company

Home Office, General Contracting and Advertising Departments,
Century Building, St. Louis, Mo.

Eastern Branch:

ADAM GOLDMAN, Pres. and Gen'l Mgr.
877-879 BROADWAY,
NEW YORK CITY.

STRIKES AND BOYCOTTS.

Self-Respecting Farmer Holds Leaders in Contempt.

Written for the Tradesman.

Although labor is scarce in the farming community there is one drawback with which the merchant and manufacturer have to contend from which the farmer is free: the dealing with trades unions. For this one fact the man on the farm ought to be thankful. Some are, I am sure, and yet there are tillers of the soil who sympathize with strikes and strikers and chuckle when the employer gets the worse of the deal, which is sometimes the case, although not to the extent of former times.

I call to mind a publisher of small means who had been running a village paper for years and who wished to branch out and try his luck in city journalism. He purchased a moribund weekly in a nearby city and launched his editorial bark on the metropolitan sea. As an editorial writer the man had few equals in the State.

For a time his venture was a success. He employed several girls in the printing department, paying them satisfactory wages. Before the year was up, however, our friend was notified that he had committed the deadly sin of employing non-union labor. This would never do. He was requested to at once discharge his female help and fill their places with union typesetters.

Brown—we will call him Brown since that was not his name—was a man of positive character. He had never feared to speak the truth editorially and this demand seemed to him ludicrous in its sublime impudence. He simply smiled and went about his business without the ruffle of a feather.

He soon learned, however, that the union meant business. His combativeness was at once aroused. Brown was from the country, where every man uttered his convictions untried and untrammelled. He mauled the trades union mercilessly in his paper. The union came back at him by a call on his lady compositors. By threats and cajolery the union succeeded in driving Brown's help from his place.

It was a pretty fight from that time. Brown surrender? Never. There was no such word in his vocabulary. His fight waxed fast and furious. He was boycotted and found advertisements taken from him by merchants until his paper was without standing in the community. Still he fought on, setting type himself, hurling anathemas and defiance at the trade union bullies, scoring them as no other publisher had ever before dared. At length Brown's paper was reduced to half a sheet, then to only two pages with no advertising. Having limited means there could be but one result: Brown and his paper went down. But its editor sank with flying colors, defying the labor trust to the last. Brown was that obstinate he would rather die than surrender.

Brown's city weekly died the death and trades unionism had won another glorious victory, the victory of

might over right. In crushing the business the union had simply succeeded in knocking out an employer and decreased by that much the chances for laborers to secure employment. A short-sighted victory, one would say.

Brown returned to his village home and was long a publisher of a rattling good country weekly; in fact, he died in harness a few years ago.

I started out to say that farmers as a class are more fortunate than their city brethren from the fact that farm labor has no organization and its price is regulated by supply and demand. The scarcity of help has tended to raise the farm laborer's wage to a respectable figure. In reality, some farmers complain that they can not afford to pay the high wages asked and make both ends meet. Of course, this is a mistake, since a progressive farmer always pays his help according to their value, getting time for a little recreation on his own account and generally finding at the end of the year a nice surplus in the family bank account.

There are farmers who rejoice when they hear of a strike against some wealthy firm of business men, seeming to think that the strikers are simply asserting their rights after having been ground down into the dust by the horrible plutocrats. Farmers of this class are the kind who spend more time discussing the affairs of the nation than attending to the work on their own farms; men who hate a neighbor who has made more money than have they and who rush into every fake political or religious movement that comes along.

A genuine up-to-date business farmer uses his horse sense when he reads about senseless strikes and criminal work on the part of trades unions. He can well understand the animus of this attack upon capital. He can remember the time when among the lumbermen there was no unionism of the offensive and criminal sort that exists to-day. Then wages were good and laboring men prospered as never before or since.

A laboring man who has no ambition to one day better his condition is no worse off, perhaps, for being a union spoke in the labor-trust wheel, but the free-born American citizen who aspires to perfection will have none of it. Trades unions are run at the present day in the interest of a few leaders, who guide them to do their will regardless of right or of law, human or Divine.

The honest, self-respecting farmer holds in contempt the men who engineer strikes and boycotts that they may fill their pockets at the expense of the workingman.

It looks to an outsider as though the next decade would witness the extinction of this great labor trust and a new Declaration of Independence on the part of the American people.

J. M. Merrill.

The Music Club.

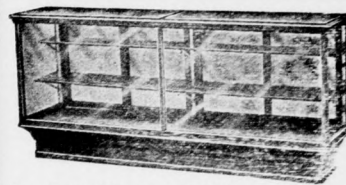
The German orchestra had been playing in the street for two hours. Finally the policeman, who could stand the noise no longer, clutched his night-stick desperately. "This beats the band," he muttered.

Case of Blind Faith.

Former President Patton of Princeton University recently delivered a sermon at Fifth Avenue Collegiate church on the subject of "Faith." He spoke of the blind faith of the client who puts himself at the mercy of a lawyer in preparing an action for trial, and of the confidence of the sick in entrusting themselves to the physician.

"A case of blind faith," said the clergyman. "The doctor writes out a prescription. Oftener than not you can not read it; you don't know what it is. He tells you to take it. 'Yours is not to reason why; yours but to do and die.'"

Whether or not Dr. Patton meant it, there was a distinct ripple throughout the congregation.



A CASE WITH A CONSCIENCE

is the way our cases are described by the thousands of merchants now using them. Our policy is to tell the truth about our fixtures and then guarantee every statement we make. This is what we understand as square dealing. Just write "Show me" on a postal card.

GRAND RAPIDS FIXTURES CO.
136 S. Ionia St. Grand Rapids, Mich.
NEW YORK OFFICE, 724 Broadway
BOSTON OFFICE, 125 Summer St.
ST. LOUIS OFFICE, 703 Washington Ave

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



If you want to be remembered

Spend your money while on earth.

Buy "AS YOU LIKE IT" horse radish,

It's a delicacy of worth.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to

One Full Size Carton Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.
Makers
GRAND RAPIDS, MICH.



1907 Start the New Year Right

The Grand Rapids Exchange service now the most valuable, from the subscribers' standpoint, in its history.

Call Main 330 and a canvasser will call

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids, Mich.

THE RATE BILL.

Wherein It May Be Applied To Express Companies.*

At an early date in the history of the Inter-state Commerce Commission a ruling was made to the effect "that express business conducted as a branch of the railroad company was subject to the act to regulate commerce, but that express business conducted by an independent organization acquiring transportation rights by contract was held not to be described with sufficient precision in the act to warrant the Commission taking jurisdiction thereof."

The act to regulate commerce in its first section defined the term "transportation" in very positive language as follows: "The term 'transportation' shall include all instrumentalities of transportation." Section 3 of the act provided, "That it shall be unlawful for any common carrier subject to the provisions of this act to make or give any undue or unreasonable preference or advantage to any particular person, firm, corporation, or locality, or any particular description of traffic, in any respect whatsoever, or to subject any particular person, company, firm, corporation, or locality, or any particular description of traffic, to any unreasonable prejudice or disadvantage in any respect whatsoever."

The Commission admitted that the express companies acquired transportation rights by contract, they admitted that those contracts gave to the express companies a monopoly of the business.

The Commission therefore recognized the right of one monopoly to create another and approves the doctrine that the creature of monopoly may be endowed by its monopoly creator with powers and privileges which the law its maker has expressly forbidden and prohibited to itself. Upon this rock have been built many corporate fortresses and above the battlement on those fortresses have for years been suspended in gibbets the laws of the land subservient to the laws of monopoly.

Under these approved doctrines of American law all manner of monstrosities have been brought forth, including industrial railroads, carline conspiracies operated under assumed names and undisclosed ownership, fruit growers' express companies, merchant despatch lines and hundreds of refrigerator rebate organizations established like express companies for the purpose of obtaining privileges, profits and perferences for private and personal parasites to prey upon a quasi public business.

I am going to read what the Commission says in reference to another case: "It seems beyond question that since the passage of the act to regulate commerce, no common carrier subject to its provisions can take itself out of such control and make itself a purely private carrier by special contract, no matter what particular or peculiar traffic may be offered for carriage."

Suppose this doctrine of the law had been applied to the express busi-

*Paper read at annual convention of the National League of Commission Merchants by E. G. Davies, of Chicago.

ness, would there have been anything improper about it? If this is what the law establishes, and beyond question, as the Commission states it to be, upon what grounds did the Commission rule that the law was not explicit enough to apply to the operation of express business? The Commission must not, however, be judged too harshly for holding two sets of opinions as to any particular principle of law. The Commission indeed calls attention to the prevalence of such a confusion of tongues and cites in their eighth and ninth annual reports instances of court rulings, some denying the existence of a common law in the United States and others affirming its existence, and both basing judgments upon their respective theories. The Commission twits the Supreme Court of Iowa for holding first that there is no federal common law and afterward holding that there was a federal common law and for basing decisions for and against these respective doctrines on cases which had come before it. Where, then, can I hope to land in an effort to analyze the provisions of so complex a law as the last act to regulate commerce which is based on about the same fundamental principles as the rulings of the Inter-state Commerce Commission and the rulings of the Iowa Supreme Court, where plus is minus and minus plus?

When your honored President invited me to attend this National convention for the purpose of discussing with you the new act to regulate commerce as it applies to express companies, I decided that the subject was about as safe as any subject can possibly be for me to treat upon, from the fact that the only answer to such a riddle is "that it depends entirely upon the man who construes the law," and if perchance I should express more than one conclusive view on the subject, it can but prove that my opinions are up to date, at least to the extent of legal precedence and judicial example. I have found it interesting to follow the trail of the act to regulate commerce as it is in actual operation. The courts say that the Commission is incapable of construing the law, and the Commission has for several years labored assiduously to prove that the courts are not doing it. The courts and the Commission are alike correct. Every act to regulate interstate commerce we have yet had is a sort of political-judicial hash, in which rights and wrongs have been assimilated in such a manner as to give to the whole a common flavor that dissipates the possibility of distinguishing "t'other from which." One section forbids, another recognizes; one decrees and another modifies; one defines and the other dissipates; the next declares with a "providing, however," monopolistic favoritism is prohibited and express companies legalized.

I am strongly of the opinion that Congress enacted these laws with and for a definite purpose. Observe the resiliency of these laws; they are all like rubber, and the temper of public opinion is depended upon to prove their contracting and expanding power. The law affords opportunity

enough for lax observance when the mercury is low in the barometer of public diligence; it affords also a safety valve when public indignation registers fever heat. From recent decisions of the courts I read the charts and find that the judicial barometer registers the resiliency of the law at "normal, with indications of 'change.'"

In dealing with the subject of the new law as it relates to express companies, the first analysis to be made must necessarily involve the proposition as to the right of a railroad company to delegate to any independent organization any of its charter obligations, and I take the position that whenever a railroad company shall so delegate to any such independent organization any of the obligations it has legally assumed in the terms of the charter conferred, every such charter is null and void, its provisions are vitiated and the contract dead; and I shall attempt to prove that the existence of independent express companies on the inter-state railroads of this country is a travesty of justice, resting upon discriminations, preferences, advantages, special contracts, and other deceitful devices, each and all of which are specifically forbidden by law and condoned only by the powerful corruption that has swayed its unhallowed influence over justice and morality in this country.

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upon, the initial step to its construction is a state charter. The whole project is submitted to the Legislature, and the whole purpose is predicated upon imperative public demands and necessities. Such demands and necessities embrace the transportation of every kind of traffic that may be offered to a common carrier. It comprehends strict impartiality, efficiency and completeness; no traffic of any kind can be preferred; none can be rejected. Proper and suitable organization, equipment and service are indispensable to railroad operation—these are eternal principles, inherent in common law. Every application for a railroad charter from any state implies that the proposed railroad will be operated by a company fully prepared to discharge each and every service required of it with such expert efficiency as is necessary in the conduct of a business of such a public character. Public policy and historical custom have imposed diligence and discriminating and exacting intelligence as essential qualifications to the discharge of a common carrier's public duty. There never was and never can be any fixed rule to which a mechanical movement of general traffic can be adjusted; some articles must be moved on fast schedules, while others can be safely transported on slower schedules. The law of compensatory service will not relieve the railroad from obligations and liabilities for damages sustained through neglect of or contumacy for other shipments. The law of equity and reason will not permit a railroad company to introduce tiling pipes in evidence as calculated to discredit the carrying quality of peaches loaded into the same car. If a railroad company should move perishable property on such slow trains or in any avoidable manner through which injury or damage is done to the goods, the railroad must repair the loss. The duties and obligations which a charter imposes upon a railroad company are far-reaching and exacting, and are always consistent with as well as commensurate to the monopoly rights conferred.

When a railroad company is enfranchised and in full operation, all traffic, without distinction, must be adequately and impartially served. Varying methods and treatment in the handling of various goods, and exercise of ordinary prudence and sound judgment are indispensable adjuncts to the proper discharge of the carriers' undertaking. If a railroad company is tendered a shipment of highly perishable property, it becomes its duty to transport it. To refuse to do so would be a discrimination against a particular description of property, contrary to law and contrary to the terms of its charter.

The Legislature confers a charter upon a railroad through the employment of eminent domain, which compels citizens to submit to the building of the railroad in order that such railroad may perform all the functions of a common carrier. To require less than the discharge of the full duties of a common carrier for all the traffic of every kind that may be tendered to it would be at once an unwarranted use of the employ-

ment of eminent domain in the interests of private parties, which nothing can legalize and which therefore in law can not be. The value of the services of a railroad company is measured by the skill, diligence, hazards, risks and outlay which are assumed in the acceptance of goods for carriage. This is proper and imperative to the demands of justice protecting the shipper and compensating the carrier for the fulfillment of his diligent service.

It would therefore appear that if railroad companies performed their honest obligations to the public, there would be no place or purpose for the existence of an express company. To say that an express company can do anything better than a railroad company would be to slander the efficiency of what is claimed to be the best organized railroad institutions in the world; nor should we forget that, notwithstanding the attitude of railroads generally to the American public, here was a time when the railroads operated all the business without any outside interference. When the railroads found it necessary and practicable to carry some of the higher grades of traffic on passenger trains they so carried it, and in doing so they never exceeded their charter duty—the traffic demanded such service, and the carrier was honestly compelled to give it.

The fact, however, is well established that railroad companies disregard their obligations to the public, and the practice has grown so that it is now almost universal for railroads to prefer some kinds of traffic and to reject others. Like all abuses, this practice originated in a modest and harmless way. Railroad arrogance and insolence became more and more offensive, until they reached a point that they undertook to tell the people who had created them that they would carry what they pleased, where they pleased, from whom they pleased, and at what price they pleased. Such were the conditions of the railroads in this country in 1887, when the intervention of Congress became necessary to apply a curb; but, notwithstanding the provisions of the first act to regulate commerce, the express companies have been continued as a relic of railroad insolence of the past, and as an inspiration to other insolent law-breakers who may command influence sufficient to emulate their ungodly example.

When Congress recognized the express companies of the country as common carriers, subject to the act to regulate commerce, it dignified an outlaw with the character of respectability. Before Congress could have included express companies under the law as common carriers, it must have been shown that the so-called express companies were neither persons, companies, firms, nor corporations, which reminds me of a debate I once had the pleasure of listening to. The subject was this: "Is the devil a personality or an influence?" I believe that Congress decided that express companies are an influence, which conclusion may be justified from the character of the express senator sitting in the chamber from

New York, who has been more productive of influence than manliness in all of his long so-called public service.

Congress has made the express companies a joint partner with the railroad companies, and with the people of this country. It is therefore well that we should become acquainted with the character of the last partner in Uncle Sam's business. I think that investigation will prove that there has been no greater avenue for the commission of unlawful acts than has been furnished by the express companies; there has been no prostitution of public morals greater than has been practiced with the assistance of the express companies; nothing has been more baneful in influence and example in the disturbing of freight rates and freight service than the express companies. It is not unreasonable to say that nine-tenths of the express business of the country is created through intrigue with accommodating railway officials, who regulate the express business by manipulating slow freight schedules for that purpose. Where shall we find a definition of any kind given that shows what traffic is legitimate freight or what is express business? Is this definition to be determined by instinct, weight, measure, time, charges, service, or by what? Is all freight moved on trains running fifteen miles an hour to be legitimate railway freight, and when carried at any higher rate of speed, is it to be described as express business? If not, I would like some well-informed gentleman to say how long

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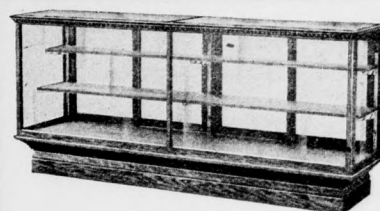
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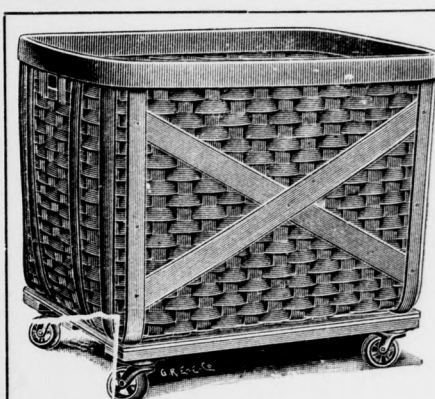
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he supposes it will take the railroad and express companies to define their respective interests in the traffic along some such dividing line.

Congress has thought proper to elevate the business of the express companies to the level of our national railways. It would be just as consistent to legalize counterfeit money as legal tender. Outside of the large business which is at present forced into the hands of the express companies in a joint conspiracy of graft with railroad companies, there is what may possibly be termed the legitimate express business. This includes the carriage and C. O. D. collection of lottery tickets excluded from the U. S. mails; the trafficking in certain artifices in rubber, the sale of which is forbidden in the interests of morality in several of the states; the boot-leg peddling of whisky without a license, where prohibition principles have been adopted; handling game that is out of season; the furnishing of free transportation for race horses to encourage the "sport of kings" among members of the Inter-state Commerce Commission; franking cows for congressmen; supplying a firmament for the display of depravity, dignity and American patriotism, as it is divided between the Empire State and the impersonal influence called express companies; to furnish a national competitor in every business in the country, including the Government itself, all the banks, and thousands of express shippers; to be a general purpose institution for the dissemination of suggestive wickedness to the people; to carry hush money, railroad refunds and other special lines of graft, and to offer and encourage silly patriots to pay the taxes of express companies in times of national perplexities and international conflict.

Uncle Sam has every reason to be highly proud of his junior partner. I am strongly of the opinion Congress made a serious mistake in bringing the express companies under the provisions of the act to regulate commerce, especially before the practices of such institutions had been thoroughly investigated. From the knowledge that I have of their character, I am convinced that more appropriate action may have been taken by the Department of Justice than by Congress. I believe that an investigation of the records of the express companies of this country will show frauds of every grade in the code of skullduggery, including an almost universal prostitution of railroad employees.

I will give you one or two instances which I think will be sufficient to show that it is not the interests of the widows and orphan stockholders in railroad property that are consulted when railroad managements make terms with express companies.

The rate on certain vegetables from Louisiana points to Chicago last season was \$2.16 per barrel by refrigerator freight on a fifty-hour schedule—the same barrel shipped by express would be carried for \$1.80, of which the railroad company received the handsome figure of 81

cents for its share. Nor is that all. Some commission merchants were asked to render account sales falsely, describing the articles shipped so as to enable the shippers to collect a refund of 60 cents per barrel, which would reduce the rate to \$1.20 per barrel by express, and give the railroad 54 cents for hauling a barrel for the express company, as against \$2.16, the published rate for the same barrel by freight.

The Pennsylvania Railroad Company charged \$43.50 freight for transporting an automobile from Chicago to New York. Had the machine been shipped by express the charges would have been but \$30, which included the carriage at both ends. The Pennsylvania Railroad would be satisfied with \$13.50 of that for carrying it for the express company, but fixed the charge at the reasonable figure of \$43.50 for the owner, showing that the railroads work at about one-third the regular price when dealing with so-called independent organizations—with a Senator at the helm.

It is customary for railway companies to allow their agents to act as agents for the express companies. The railroads pay such agents salaries ranging from \$30 to \$45 per month. They have the opportunity of making living wages by working for the express companies on a commission of 10 per cent. These agents often bill shipments at half their proper weight, and resort to other dishonest practices in order to collect their commissions to pay their way.

These are but a few of the instances that I could mention, showing what moral principles obtain in this so-called express business. Do you believe that the management of the railroads of this country are ignorant of these rotten conditions? Can you understand why railroads are willing to haul trainloads of freight for the express companies on train schedules fixed at passenger time for considerably less money than they charge for the very same shipments if by common freight? To attribute these conditions to ignorance would be to arouse an indignation, if not a panic, in this country. We must believe railroad officials to be highly intelligent and highly capable men, or destroy the confidence which is the ground and pillars of the greatest business known to all history.

No, gentlemen; there can be found no higher degree of intelligence on this or any of the other continents than is furnished in the management and operation of the vast railroad properties of America. None know the cataclysmic forces in modern money-making as they know them. There are probably less peace of mind and more uncertainty in the high positions in the railroad service than can be found in any other employment in this country. The dreadful alternatives, sin or starve, are hard to reckon with. In active service, "Thou shalt not steal" to the traffic man is what "Thou shalt not kill" is to the soldier in the trenches. There but one law is recognized—the commanding officer must be promptly obeyed. The perils of a court for unlawful debating are as nothing compared

with a court martial, and the penalties that it imposes for decreased tonnage or a deficit in gross earnings and net receipts.

When we realize the par value of the railroad capital of the United States that was outstanding June 30, 1904, amounted to \$13,213,124,679, and that if that great amount was divided equally among the entire population of this country it represents no less than \$165 for every man, woman and child in America; when we consider that but a comparatively few in number own the vast railroad properties of this nation, and that among those few many are nominal holders of the stock, or, in other words, professional proxy voters; when we read such disclosures as were brought to light through the investigation of the life insurance companies, and try to comprehend what thirteen and a quarter billion of dollars stand for in just one of the departments of Uncle Sam's business, it causes strange sensations to creep over us. We know that such a financial unit as this is impossible even to Uncle Sam without the consent and co-operation of the money kings, the first law at whose court is taxation without representation, and the second is like unto it—obedience.

The ambassadors who attend that court represent railroad companies, express companies, insurance companies, Standard oil, meat, coal, grain, lumber, leather, salt and all the other trusts and combines embraced in the baronial aristocracy of "swag," all of which owes allegiance to a com-

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mon cause enrolled under the modern "common law," better known as "community interests." In the service of a mundane monarch the voice of a vassal is never heard, barons, if heard at all, speak softly and only in praise of the powers that be. The high executive officer of a railroad is but a pigmy door-keeper in one of the embassies. He respects the livery he wears; he respects also the conditions under which he lives; for him rules of etiquette are provided, to be observed in showing appropriate homage to the livery of other embassies represented at the same court. When King Capital decrees that he owns the express companies as well as the railroad companies, and evinces no concern whether his revenues come from the straw or from the grain, it is of no moment whether the credit is given to the sower or to the reaper, excepting that it is safer to show all profits in the express account than to pass them up in railroad vouchers, for if railroads should be credited with all they can earn, it may cause murmurings among the people that may possibly overthrow the dynasty and restore constitutional rights to the people, which generally follows when they demand their rights.

King Capital's Secretary of the Treasury has secret treaties with the insurance companies, under which his treasury bills are discounted and taken care of. His system of book-keeping enables him to credit any of his infant industries (for instance, the Standard Oil) with certain refunds charged to his railroad operating expenses, and sundry other mathematical deductions of applied science, knowledge of which can usually be depended upon reaching the Department of Justice after everybody has ceased to wonder over them and they are forgotten.

It is after a presentation at this court that a railroad president appreciates the intrinsic value of proxies; here he gets the required knowledge that enables him to influence those proxies favorably or he quits his job. It is here that modern patriotism burns its torch to guide faithful Senators to a full realization of the purpose of their exalted stations; here are the general offices of all the railroads on this continent; here is the last resting place of the historic "common law," and it is here that

the American people will turn in anger and indignation when they declare for the rehabilitation of a purified government of the people that shall be uninfluenced by corruption and shall be consistent with the ideals of the representative character of an enlightened nation and the God-given rights of mankind.

The Saint of Second Avenue.

At No. 492 Second avenue, in New York City, there lies a woman of 85 years, who for fifty years has not once risen from her bed, but who, through all her sickness and infirmity, has been "carrying on a life crusade against sin and misery that has made her name blessed and believed in miles of crowded tenements about her." This is Mrs. Bella Cooke, "The Saint of Second avenue." The writer thus describes the little home in which she rests, and the work in which has been her pleasure for these fifty years:

It was not like the cell of a reclus, but a bright, cozy little place, with a flowered carpet on the floor, and green walls traced with cheerful patterns. Here were wax flowers under a glass case, there a picture of Raphael's Madonna; books, papers, sentimental odds and ends scattered about, and the windowsills crowded with blooming geraniums.

In spite of the dull rumble of trains and the vision of clothes-lines cluttered with fluttering garments in the shut-in courtyard, there was something ineffably sweet and clean and quieting in the room. Over the white bed were the words, "The Father Knoweth," while the eye was haunted by the phrase, "Kept by the Power of God."

Looking on that meek face, I could not help thinking of Nicholas Mae's thrilling picture in the great Amsterdam gallery—a venerable Dutch-woman with a crust of bread on a battered table, her hands folded, and her eyes raised thankfully to Heaven.

The wonderful, almost unbelievable thing about Mrs. Cooke is that, in an era given over largely to the love of money and pleasure, a time in which the churches have seen their congregations dwindling and charity become boastful, she has drawn to her bedside thousands of the poor, the sick, the abandoned, and the sin-stained, and has melted the hearts of the rich, so that she has been an

almoner, teacher and comforter to multitudes. Nor have the agonies of her afflicted body ever halted her ministry of love and mercy.

She has paid the rent of widows and orphans, clothed the naked, fed the hungry, sheltered betrayed girls and led them to noble, useful lives, showered toys and other brightnesses upon wretched children, and all through the squalid human congeries of the tenement districts spread messages of Christian hope and Christian neighborliness.

Millionaires and their wives and daughters have come to that quiet room to see how largely and how nobly life can be lived in spite of pain and poverty. Bishops and clergymen have sat there for inspiration. The King's Daughters have gathered about the bed to plan for the relief of the poor. The heads of great benevolent institutions have visited Mrs. Cooke to catch the impulse of her brave spirit. The Christian Herald has distributed food and clothing through her hands. And

sometimes as many as three thousand poor persons have been fed or clothed or sheltered by her in a single year.

Fifty years in bed—a bed of almost constant pain! Think of such a life and the possibilities it suggests—for Mrs. Cooke began her missionary work penniless and alone.

This is not a sacred fable of the Middle Ages, but a true story of America to-day. You have but to go to 492 Second avenue and swing back the shuttered door on the second floor of the rear house to see Mrs. Cooke. She is always there. She has not stirred from that room since two years before President Roosevelt was born. There is no lock to her door. It opens at the slightest touch.

Before and After.

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It is generally conceded that he succeeds best in any business or profession who has a genuine love for his work. Yet one can hardly believe that even a large proportion of those engaged in collecting bills have a real love for the business. It is work which some one must do, and there are other reasons besides love of the work why men engage in it. There are those who appear to love to argue, dispute and wrangle—who are always ready for an encounter, either verbal or fistie. Such may have no dislike for the collecting business, yet it is doubtful if such a disposition is a desirable qualification for a collector.

When mention is made of overcrowded professions it may safely be put down as an easily demonstrable truth that there never is a surplus of good collectors. There are collectors and collecting agencies galore, who make loud profession of their ability to extract money from deadbeats and dilatory debtors. Many who have been induced to place accounts for collection with such parties have been sadly disappointed with the results. In many cases no collections are made, or else the collector pockets the receipts and makes no report thereof. The facility with which this is done is one reason why the dishonest collector finds it a remunerative business and the honest one just the reverse.

The unsatisfactory experience with collectors inclines many business and professional men to let the accounts remain on their books and leave the debtor undisturbed. Either the collector gets away with all the money collected, or else the debtor is pestered and hounded until he becomes an enemy and uses his influence to prevent or destroy the patronage of the creditor. Where with patience and reasonable treatment there was a possibility of collecting the account, the prospect is rendered almost hopeless.

The collector who works for a certain firm and handles only its accounts gets a variety of experience and a full share of the hard knocks of business life. He earns his salary. But the one who works on a commission, handling accounts of all classes and description for various persons, has a hard row to hoe and seldom realizes any adequate financial compensation. He must reckon healthful exercise and the gaining of valuable business experience as a generous portion of his wages.

Because he must collect his pay the collector is incited to more persistence; he is compelled to be more careful in the treatment of debtors, lest by offending them he thwart his purpose. He must be firm, decided, insistent; yet he must be courteous, fair, reasonable and accommodating. He must be prompt to meet every appointment; yet he must adapt his plans to the convenience of various debtors.

The collector deals with the rich and poor, the high and low, the

good and bad, the prosperous, the improvident, the unfortunate. He meets people as they are in their every day life, devoid of show. He sees the false life of those who live in splendor, whose homes are magnificent, who dress expensively, who travel with pomp, who give sumptuous banquets and hold elegant receptions, whose names are often mentioned in connection with society events. He learns that such people defer the payment of accounts; they compel the poor washerwoman and seamstress to call again and again for their hard-earned wages. The grocer, the meat dealer, the coal man, the physician, the landlord and others who supply the very necessities of life are discommoded, disappointed, harassed and vexed by the treatment they receive from such persons. Their dilatory payments, haughty indifference, unreasonable, unfounded excuses for non-payment, their assumption of superiority over the common toilers who supply them necessities as well as comforts and luxuries, arouse the righteous indignation of the collector. He despises such contemptible sham and dishonesty. He estimates people at their true worth. He holds in higher regard those who strive to pay their honest debts even although their hands are hardened and soiled by constant labor, their clothing coarse and cheap, and their manners unpolished.

The collector's work takes him to every part of the city. He visits the homes, the stores, the shops, the mills, the factories, the depots, the docks, the parks, the libraries, the hospitals, the fire department houses, the police stations and headquarters, the courts and even the jails. He gains a comprehensive knowledge of life which those never realize who day after day traverse the same

streets to and from their places of work or business and go through the same routine of duties.

He comes to know the resident portions of the city as well as the principal business streets. He notes the improvements in various sections: the platting of new subdivisions, the extending of water mains, sewers, pavements, street car lines, the springing up of cottages, corner groceries and little business clusters in suburban districts. His business occasionally takes him beyond the city limits to the truck gardens and dairy farms.

He notes the drudgery and slavery of certain occupations and the freedom and independence of others. He sees how some prosper by taking advantage of the opportunities about them, depending mainly upon their wits and skill, while others cling to their trade or their position just as though they feared that to forsake the one or lose the other would result in starvation or beggary.

He deals with different races and nationalities. He has opportunities to study along many lines outside of that which pertains to business, and so he gains a broader view of life and humanity.

This is but a glimpse of the collector's work, and while we do not claim that the vocation is a desirable one to engage in permanently, we do believe it affords excellent opportunities for obtaining experience and training which will prove helpful in any kind of business.

The business man who has had no actual experience as a collector will not be apt to appreciate the work of collectors whom he employs. The one who is not a good collector himself and can not secure satisfactory collectors had best reorganize his business on a cash basis or else get into one which can be so conducted.



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and you can not supply it, will he
not consider you behind the times?

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

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

Before a man sets up in business and begins to sell goods on credit, he would do well to spend a few months as a collector. The fact which he needs to have most deeply impressed upon his mind is the difficulty of securing payment for goods which have been delivered, in contrast with the facility with which he can dispose of goods in exchange for only promises to pay. The collector learns to estimate promises at their true value. Learning how to deal with deadbeats and dilatory debtors does not usually cost the collector as much as it does the merchant. When in business for himself he realizes that he is getting returns for time expended as a collector which he then thought was all wasted. When planning a preparatory course for a business career do not leave out experience as a collector. It will pay. E. E. Whitney.

Music Recording Machine.

Music no longer need die away in the silent air. It long has been the dream of musicians to have a musical instrument which should have the power automatically to take down the notes of any extempore composition played upon it. And many have been the attempts of inventors to produce such an instrument. Possibly the principal bar to success of such an undertaking is to be found in the somewhat barbaric system of musical notation which is universally in use. Under the name of kromarograph a new recording instrument is described. It is controlled by electro-magnets operated by contacts in the keys of an ordinary piano and bringing to bear upon a traveling band of paper little inking rollers corresponding to every key struck. Continuous ruling rollers also are provided which rule the paper with lines in sets of five corresponding to the five line ruling of ordinary notation and to the ledger lines. The white keys of the piano are represented by a double dash, and the black by a single dash of greater thickness, while the length of the dashes indicates the duration of the notes. The printed record is believed to have sufficient resemblance to ordinary notation to be transcribed readily into the more familiar form. But it is obvious after an inspection of the paper roll that some considerable practice would be necessary before its precise significance could be recognizable at sight. The record does not differentiate between C sharp and D flat, nor between E sharp and F, but that is a condition which will concern perhaps only the pedantic. It is left to the transcriber's knowledge of harmony to give each note its proper symbol and to indicate the true relation to the key.

A Conscientious Answer.

"Does de white folks in youah neighborhood keep eny chickens. Br'er Rastus?"

"Well, Br'er Johnsing, mebbe dey does keep a few."

Rare With Him.

Tommy (who has become a numismatist)—Papa, what is the rarest coin you know of?

"The Almighty Dollar, my son."

"Lusol," the Wonderful New Light.

"Arise and shine," for there is a new light in the world. It is three times as cheap as petroleum, eight times as cheap as electricity, and far better than either. It was in Paris, by a French engineer, Denayrouze, that "lusol," the new illuminant, was discovered, and it is in Paris that it is about to be used. An experiment is being made there with 10,000 burners as arranged for street lighting. Lusol is extracted from coal and is the twin of acetylene, in liquid form, and minus its explosiveness. It is highly fluid, highly volatile and highly inflammable. A special lamp is used. This has a wick which has no direct communication with the flame. All that is required of the wick is to pump by capillary attraction the liquid lusol from below, and to transport it to the little distilling compartment above. It is not the lusol that burns but the vapor, and the heat from the flame of the vapor causes more vapor to feed the flame. The orifice which allows this vapor to rise is so minute that a fine needle can scarcely enter. And this is the only communication between the extension of the lamp and the interior. M. Denayrouze asserts that it is most valuable for outdoor illumination. And for the library and drawing room it is ideal, for it is perfectly silent, clean, does not leak, its wick requires no attention, it has no smell, and produces a steady flame of equable strength and gives a brilliant white light. Incandescent electric lamps are made of ten, sixteen and thirty-eight candle power; the strongest petroleum lamp without incandescence is of fifty-three candle power, acetylene of eleven. The lusol lamp is of 100 candle power.

Woman's Way of Correcting a Boy.

She came into his study gently. "I hate to disturb you, dear—" He looked up—"but it is after 11 and Dick has not come home yet—and—it is the second time this week he has stayed out. I did not wish to speak to you—but—a boy of 17—"

She faltered. He was looking at her with a strange, fixed expression. "I understand. Leave him to me. I shall wait up until he comes in."

"Don't be harsh with him," she said, pleadingly. "Oh, I am so sorry I told you. Remember, he has always been such a good boy—"

"My dear, you have nothing further to do with this. I must deal with my son in my own way; I request you not to interfere. You had better go quietly to your room. I wish you to do so—I want him to find me here, when he sees fit to return to his home."

She retired, with her mother heart anxiously beating, and waited until the click of a latchkey sounded in the street door. She listened, trembling—ready to rush out a penitent peacemaker. She heard:

"Dick, is that you?"

"Yes, sir."

"Is the dog in the hall?"

"Yes, sir."

"Well—turn out the gas! Good-night!"

Great hopes make great men.

Sell

Your Customers

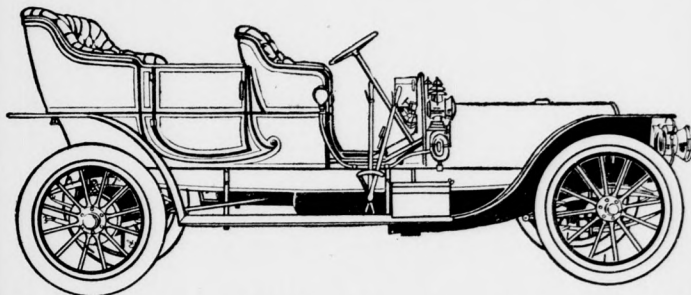
YEAST FOAM

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, upholstery and appointments are in keeping with its ability.

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

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

Shaft Drive Runabout - \$1800.00

Large Touring Car - \$2800.00

Light Touring Car - \$1850.00

Six Cylinder Touring Car \$4000.00

ADAMS & HART, West Michigan Selling Agents

47-49 No. Division St.

Grand Rapids



Year's Losses and Gains in Little Men's Wear.

Reviewing the year, it is learned from retail reports and records that it was a prosperous one in the greater volume of business done, and with such a considerable increase in the quantity of higher-priced merchandise disposed of that more money was made, and the profits were bigger.

There were influences which held trade back at times when it should have gone ahead, and these adverse conditions came more plentifully during the last half of the year than in the first half. Up to the close of a long and highly profitable spring and summer season, when dealers sold up clean and were jubilant over the great gains made, every condition of the market favored a wonderful business for the closing half of the year.

September made an unsatisfactory finish, and though October turned out a record-breaker, its gains were but sufficient to even up the losses of September. November was a disappointment, and December fell behind previous best records. Therefore, without sufficient gains made during the good months of the season to offset the poor ones, the closing half of the year loses out and offsets the nice increase had for the spring and summer.

Yet, notwithstanding the trade losses resulting from mild and inclement weather, dealers have made money because the volume of merchandise closed out was goodly, because profits were bigger, and because there were more better grades of clothing sold than ever before in the history of the clothing business.

It is important and well worthy of comment here that while the demand for higher-priced merchandise came to dealers in the early part of the seasons, when its stimulating effect was most desirable, it has never wholly dropped off, and is even felt to-day.

Commenting upon the weather this December, as compared with the corresponding month of the year before, dealers say that, while there were more colder days, there were also more stormy and generally inclement days, which had the effect of influencing the holiday demand against clothing and diverting buyers' attention to other lines. The holiday business in clothing was, therefore, nothing to boast about. Even fur garments were uninteresting because of the extreme mildness and dampness of the holidays, and where there were stocks on hand in December, they will bring little money in January clearances.

The weather of the past fortnight has had a bad effect upon manufacturers' stocks. Where they might have met with ready sale at fair prices had the holidays been cold and seasonable, buyers are disposed to piece in their stocks rather than buy up the quantities that would clean manufacturers out of all they own made up.

Where desirable stocks are found, buyers view the manufacturers' figures prohibitive of business, though the prices show liberal reductions. Yet they are not sufficiently so to tempt buyers to plunge on large lots simply to help out manufacturers at this time, and with prospects of no better weather in January than were had in December. And it may be said in passing, as expressed by one large operator, that "if the weather this month is not an improvement there will be some headaches and heartaches in the clothing business."

Just how profitable the year was with manufacturers is a matter for speculation. There are so many small employers in competition in this branch of the industry, and the competition is at times of such a particularly ferocious character, that it must be difficult, indeed, for certain types of houses to know just where they stand in the matter of profit and loss. There are so many hidden expenses in the clothing, as well as other industries, that the most perfect system of accounts and methods of manufacturing are necessary to keep every item exposed and on record where it can be accounted for and reckoned in the general costs and profits.

Then there are unforeseen happenings which all the time interfere with the best-laid plans. An instance is pointed out to show how difficult it must be to cope with the manufacturing proposition:

A certain house last spring purposed making a special leader to the trade of boys' Russian blouse suits of pure worsted serge at \$2.25. The piece goods were to be delivered by the mills before the suits were sold so that they could be cut up and manufactured in the dull season, when help could be had cheap and a saving could be made in the cost of making. It was the intention of the manufacturers to come out even on the suits and use them as extra good values to get business. Instead of getting the piece goods for the dull season they were delivered in the busy season, and, in order to deliver the merchandise, on which an extensive business had been done with buyers in all parts of the country, the manufacturers had to have the goods made up in the busy season and pay a fancy price for the making. Even then they had calculated on taking a loss of 5 per cent.; instead it ran up from 10 to 15 per cent.

This experience was not limited to one house; consequently it explains why no one is this season showing an all-worsted serge at this price.

The spring demand for sailor blouses grows at such a pace that indications point to a decided falling off in favor of the Russian suit in the more selected section of the business. Sailors are in increased request in sizes from 3 to 8 years. Browns show improvement.

White sales of boys' Russian suits and blouses in poplin, pique and galatea are in order for the month.—Apparel Gazette.

Fools may sometimes give wise men council.

Where Charity Begins.

The public-spirited lady met the little boy on the street. Something about his appearance halted her. She stared at him in her near-sighted way.

The Lady—Little boy, haven't you any home?

The Little Boy—Oh, yes'm; I've got a home.

"And loving parents?"

"Yes'm."

"I'm afraid you do not know what love really is. Do your parents look after your moral welfare?"

"Yes'm."

"Are they bringing you up to be a good and helpful citizen?"

"Yes'm."

"Will you ask your mother to come and hear me talk on 'When Does a Mother's Duty to Her Child Begin?' next Saturday afternoon, at 3 o'clock, at Lyceum Hall?"

(Explosively)—"What's the matter with you, ma? Don't you know me? I'm your little boy."

How It Struck Him.

A mission-worker on the East Side tells of a little boy from the slums who had been taken out into the country for the first time. After a bit he was found sitting, all by himself, on a high bank, and gazing wistfully out over the hills.

The woman who had made the little excursion possible quietly seated herself at the youngster's side. To her the child turned a radiant face and asked:

"Say, it's dern pretty, ain't it? Is this all in the United States?"



The "Ideal" Girl in Uniform Overalls

All the Improvements

Write for Samples

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

Hermanwile
GUARANTEED CLOTHING

Better than Custom-Made



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

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

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

NEW YORK CHICAGO MINNEAPOLIS

HERMAN WILE & CO.
BUFFALO, N. Y.

Heavy Demand for Underwear and Hosiery.

May next will find many hosiery orders unfilled if the latest reports from Chemnitz and other foreign hosiery manufacturing centers can be relied upon, and it will be the wise thing for the retailer to give his orders early and plentiful. Current hosiery trade was good in all lines right up to the close of December, and there was no end to the stream of novelties in men's hose. Some dealers made special sales, and much old stock was worked off with the regular holiday sales, although good prices were maintained in almost every instance. This idea of holiday hosiery selling will be more popular, and will be found much more profitable than holding over the stock for the January sales. Spring sample lines show many new and exquisitely designed patterns, and the color combinations show an unusual amount of care devoted to please the most fastidious of male dressers.

In the current display of half hose there is a large variety of embroidered novelties and beautiful plaited effects of silk or lisle and on cotton. Plain and embroidered gauzes will be good sellers and laces and drop-stitch constructions are favorably mentioned. Solid whites with self or fancy clockings will be in fairly good demand, and solid colors of lavender, green, olive and maroon will have good places with public favor.

In the underwear the spring deliveries in duplicate show an advance of about 7 per cent. over the corresponding season last year. Nevertheless there are rumors that this year's deliveries of spring weights will fall short of some engagements made between mill owners and jobbers, and, especially on import orders, it will be advisable to place orders as early as possible for any duplicates as there is little prospect of goods being found lacking orders when the season opens for retailing. The spring season will witness a great demand for underwear composed of woven fabrics. Of these cloths, nainsook will be among the leaders for both shirts and drawers. The fine cotton used in the manufacture of nainsook is by no means plentiful; and wholesale buyers returning from abroad report that the Egyptian cotton used in this material is practically all bought up to the next season's crop.

Reports in general speak of a heavy underwear season throughout the country. In the metropolis and vicinity the retail furnishers found the heavy weights rather slow of sale until the cold snaps during the middle of December promoted buying on the part of those customers always waiting for "sales." Underwear jobbers speak varyingly of their own fortunes, and although all agree that their early shipments and duplicate shipments were of a full and satisfactory measure to the west and south, some have been heard to say that certain portions of the east failed to place expected duplications. All the same, no one is worrying over the overstock of heavy weights among the jobbing fraternity, and any retailer

who may have to carry over a few parcels will have no reason to complain of the value rate he will place thereon when he takes account of stock at any time this year.

In sweaters for men and boys the demand seems to be almost exclusively for solid colors in the better grades, with very slight favor for the fancy stripes and freak designs. Women's sweaters are now carried by many men's furnishing goods departments, and have proven to be good property along with other wearables for out-of-door sports, as golfing and automobiling.

Angora wool knit jackets, waistcoats, gloves, mufflers and other articles, although very expensive, are coming into vogue. There is no texture more delightful to the touch and more pleasant to wear than this Angora cloth.—Clothier and Furnisher.

A Picture Full of Meaning.

Farmers are always anxious to have a good market for their products, and in spite of the fact that they want to buy from the mail order houses, they want the home town to always be ready to pay good prices for what they have to sell and always be prepared to furnish anything they want in a hurry. Of course many merchants fail to have the goods particularly desired, and that is one of the main excuses for patronizing the mail order houses, but any merchant can order the goods who will take the trouble.

To such people the following picture should cause thought of the right kind: Suppose we take a thriving and prosperous community, where there is good farming land, and in the center of it a fine little city with prosperous stationery, cigar, grocery, dry goods, furniture, hardware, implement, harness, drug and general stores, besides hotels, restaurants, broom factory, cigar factory, a creamery, and numerous other factories and stores, and also grain buyers, fruit and produce shippers, live stock buyers, etc. Every one around this community is prosperous, for each is buying and selling or making and selling something to the other, and the wants of all are easily supplied at home.

A craze strikes this community to buy of some big catalogue house located in some other part of the country. All those who are not engaged in business in the little city buy from the mail order house, and even the merchants refuse to buy of each other, but order from the mail order house everything not carried in their own stores.

How long would it take before this little city would be entirely abandoned, with no business, its stores closed for lack of patronage, the factories because there were no retail stores to sell their products, the grain buyers because they did not have any other business to help support them through the months when there was little grain to handle, the produce buyer because he had handled produce for nothing, in connection with his other business, and could not continue making shipments on the same terms, the miller because the big

mail order house would not buy his flour, etc.?

This is exactly what would happen in every community if the mail order houses could have their way entirely, get the parcels post, use it with the rural delivery, make the Government (which is the people) pay most of their delivery charges, and if all of the people patronized them every line of business except farming would be wiped out, with the exception of the mail order house and the factories it bought from. Most of the factories would go because there was no place to sell their goods when the mail order house refused to buy.

Does that picture look like prosperity? Every consumer who refuses to buy at home, and sends his money out of his community, is helping to bring about such a condition, but evidently does not realize it. Retailers must bring them to realize what they are doing. Because some are loyal, and support the local merchant, does not make the offense of the others less, for they are carrying out their

part of the above picture of desolation. Use your local papers to advertise, and get your local publisher to publish a word picture similar to the above, so that your customer can read it. They do not want to ruin your town, for they consider it their town and take pride in its success, but they do not look far enough ahead to see the natural consequence of their acts.—Stoves and Hardware Reporter.

Her Idea of Remembrance.

A Southern man tells of a conversation he overheard between his cook and a maid, both negroes, with reference to a recent funeral of a member of their race, at which there had been a profusion of floral tributes. Said the cook:

"Dat's all very well, Mandy; but when I dies, I don't want no flowers on my grave. Jes' plant a good ole watermelon vine, an' when she gits ripe, you come dar an' let de good old juice dribble down troo de ground!"

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.

THERE'S NOTHING LIKE IT

Quality of stock, roasting, packing, sanitary handling, entirely by automatic machinery, all conspire to make an ideal coffee for best family trade. ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

WHITE HOUSE
DWINELL-WRIGHT CO.
BOSTON—Principal Coffee Roasters—CHICAGO
COFFEE

With the passing of each week more and more grocers are finding it expedient to take it on, and its popularity increases with big strides. ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

SYMONS BROTHERS & COMPANY
SAGINAW, MICH.
WHOLESALE DISTRIBUTORS



Reviving the Lost Art of Gratitude.

I wish somebody would start a school for the cultivation of old-fashioned virtues and begin by trying to revive the lost art of gratitude. To my mind there is no other fault of our day so unlovely as the lack of appreciation that we encounter everywhere. We have gotten into the way of taking everything for granted and of accepting favors as if they were merely a slight and unworthy tribute to our own charms and merits. Even in the matter of thanks we are as stingy and niggardly as if, like the heroine of the fairy tale, our lips dropped diamonds and rubies instead of words, and we were afraid of being robbed.

Of course, when we do a kindly thing we do not perform it in the hope of reward, nor do we care to have our virtues unduly exploited, but it is one thing to have a trumpet sounded in your praise and another to have everything received in dead silence. Yet the whole world hungers and thirsts for appreciation, and to realize the truth of this we have only to bring it home to ourselves and recall how our hearts warmed under the sunshine of a little gratitude, and understanding of the things we had done, and the sacrifices we had made for someone else.

It is a pleasure we are seldom permitted to enjoy. What we are intimately acquainted with is the brutal rudeness of people who take our effort in their behalf as a matter of course, and think it entirely too much trouble to manifest the slightest appreciation of it. Take the matter of entertaining, for instance. The world over an invitation has been considered a sight draft on politeness that would draw some sort of acknowledgment out of a clam, yet every season the land is full of the wails of hostesses who have received no reply to their invitations and do not know whether to expect forty guests or 400. Nor does the lack of appreciation stop there. The majority of guests nowadays seem to regard your house as merely affording a picturesque background for their flirtations or a convenient meeting place for their friends, and such a thing as having any obligations to you does not enter their heads. Men are the particular aggressors in this line. The hostess who can induce the weary-looking young fellows who line her walls at her balls, and eat her salads and drink her champagne, to dance or pay any attention to an ugly girl when there is a pretty one in sight is a diplomat and a general who deserves recognition at her country's hands. So far as a man regarding himself as being under any obligations for an invitation, he thinks that he has conferred a favor by going for which his hostess should be humbly grateful. Only last winter I heard a beardless stripling calmly announce that he never called at houses where he was entertained un-

less there were girls there. "What's the use?" he cynically remarked. "They can't give parties without men. They're bound to ask us." For my part, I should like to see the women who entertain form an iron-clad trust and boycott every man who failed to show a decent appreciation of the courtesies shown him.

But men are not the only ones lacking in appreciation. There isn't one woman in a thousand who hesitates to ask a favor of you, and there is about one in ten who ever thinks of making any return for it, in words or deeds. There is Mrs. A, who writes you from New York or Chicago, asking you to give her a letter of introduction to some charming friends of yours. Being good-natured, you comply, and they show her all sorts of attentions on your account. One would think that her first impulse would be to sit down and write you a note teeming with gratitude; but does she do it? Rarely ever. Instead, she waits until she gets home, and if you happen to meet her she casually mentions that she saw your friends, the Z's, and that's all the thanks you ever get from her. Or, there is Mrs. B, in the country, who reads the Sunday advertisements of Snip & Cutem. Two days later you get a letter asking you to go down and see if the taffeta petticoats that they are advertising at \$3.99 are really the same that were \$4 at the beginning of the season. It is inconvenient and you are busy, but you wearily chase down town and investigate and report to her, but she never thinks of showing her appreciation of your trouble by writing you a note of thanks, and that's all you ever hear from her until she wants another errand done.

Every writing woman knows what it is to be importuned by friends and people whom she has never seen to help them out when they have a club paper to write. "Just a few points about the ancient dynasty of Rameses," they glibly suggest, or "Don't put yourself to any trouble, but please tell me how to begin a paper on the 'Oversoul,' and what to put in the middle, and write me a real good ending, because in a club paper the end is always what people enjoy most. I have got the loveliest new hat and a duck of a dress trimmed with real lace, and if you will only help me out with my paper I'll be all right." What is one to do? Very likely the writing woman doesn't know any more about the subject than a rabbit, and to find out involves weary searching through biographies and encyclopedias, but she does it and sends off the best essay she can manage. Then comes the curious part, for not once in a blue moon does the recipient take the trouble to manifest any appreciation whatever, or even let the writer know how the paper "went" at the club meeting, yet that same woman would have been overwhelmed with gratitude if her grocer had presented her with a pound of soda crackers. It is the same way with the woman who reads or recites or sings. When Mrs. Society gives a reception and wants to break the deadly dullness by a musicale which costs her nothing, she is

in great demand. She is continually importuned to help out charity entertainments and church affairs, but do those to whom she has given her time and talent so freely manifest any appreciation when the time comes for reciprocity? Let the sparsely-attended benefits of our own gifted and generous artists testify.

But the very tragedy of the lack of appreciation manifests itself in the domestic circle. I honestly believe that, while we are ransacking heaven and earth for some cure for the domestic troubles we see all about us, it lies in the simple expedient of people showing some appreciation and some gratitude for the daily toil and sacrifice of those about them. I have known plenty of women whose whole married life was nothing short

Do you need more **money** in your business?

Do you wish to **reduce** your stock?

Do you want to **close out** your business?

If so, my business is to assist you successfully. The character of my work is such as to make good results certain. No bad after effects. Ample experience. Write for terms and dates.

B. H. Comstock, Sales Specialist

933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN

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

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

Standard of Quality the Country Over

You are losing
money and
business every
day without them.

Detroit Branch
127
Jefferson Ave.

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

The Sun Never Sets

Where the

Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

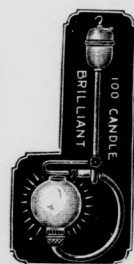
Over Any Other Artificial Light, which is Demonstrated by the
Many Thousands in Use for the Last Nine Years All Over the World.

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

BRILLIANT GAS LAMP CO.

42 STATE ST.

CHICAGO, ILL.



of slavery, who were goaded on from day to day and year to year by hard and relentless poverty, who never had one hour that was free from anxiety and care and who never knew what it was to gratify a longing for anything pretty or dainty, but I never knew one who considered herself ill-used or her lot hard, if she was sustained by the loving appreciation of her husband. I remember once saying to such a woman that it must be hard for her to always wear shabby clothes when she had been used, in her youth, to walk in silk attire. "Ah," she said, with a contented smile, "Tom would dress me like a princess if he could, and to know that is better than to have anything that money could buy. Why, the other day he kissed my hand and a tear fell on it, because it had grown hard and callous working for him, and it seemed to me that it was brighter and more beautiful than a diamond." It is a solemn fact, based on God knows what strange contradiction of the feminine heart, that if you give a woman appreciation you need give her precious little else, and she will still consider herself blessed among her sex, and I have frequently wondered that husbands didn't oftener indulge in it just as a good financial investment.

A woman errs equally in taking it too much for granted that a man is glad to spend his life toiling for her, and that no word of acknowledgment is needed to show that she understands and appreciates all his sacrifices. Say what you will, it is hard to work on day after day, as the average man does, just to pay grocery bills and school bills and doctors' bills and dry goods bills, and to feel that he has been reasonably fortunate if at the end of the month he has evened up with the collector. Surely he must be more than mortal if, at times, he doesn't think that the silent acquiescence of his family in accepting his labor is pretty poor pay for the luxuries and the pleasures he might have had if he had stayed single. It is sadly true that this view but seldom occurs to any woman, but it is one she may well consider and believe that in no other way can she so lighten the burden of life for her husband as by showing him that she appreciates his patient toil, the bravery of the unrecorded daily sacrifices, the heroism that keeps him, sick or well, at his post, that he may keep her safe and sheltered in the warmth of home.

When we all care for appreciation so much ourselves, what queer freak of human nature is it that makes us chary of bestowing it on others? I never go down town that I am not shocked at the brutal callousness of women who will make a tired clerk pull down stacks of goods or search for impossible shades, and who accept the service without even a grunt of acknowledgment of her politeness and patience.

There are servants whose mistresses never give a word of praise for good work done and children who insensibly feel that nobody appreciates them at home and that their little efforts at better manners and harder

study are wasted. It is all a terrible mistake, born of our carelessness, and the sooner we correct it the better. There is no quality better worth a woman's cultivation than the gift of appreciation. It is the magic that robs daily toil of its hardness and takes the bitterness out of life and fills it with sweetness and light.

Dorothy Dix.

Beware of the Girl in Blue.

She got into the chair car just ahead of me and was taken to a seat in the rear, while my seat was about the middle. It was blowing and snowing desperately when our train left the Twelfth street station in Chicago for Grand Rapids, and few passengers got aboard.

The woman in the blue tailor made suit who sat in the rear certainly was fair to look upon. Of course, I saw the big brown eyes and the trim figure as she passed me on the platform at the station and in the car. I noticed a familiar looking book in her lap.

When we reached Grand Rapids the storm had developed into a blizzard of unholy proportions, and the woman in blue was the only passenger except myself to take the station wagon for the hotels. The wagon had just left the depot, and the conductor had called, "Fares, please," when the handsome young woman began to look scared out of her brown eyes. It didn't take long to discover that she had lost her purse and was penniless in a strange city.

Of course, the situation appealed to a sympathetic man—please remember that she was young, wore stunning clothes, and had most bewitching eyes. I was ready and willing to help with money and advice. I told her to get located in a hotel first and then report her loss to the stationmaster at the depot, and offered all the sympathy and support the situation seemed to demand.

When we reached her hotel she was too nervous to go in and register, so she decided to stay in the bus, and after I had secured a room at my hotel we were to go to the station together and institute a search for the missing purse.

I registered in a hurry and didn't even stop to ask for my mail. Hastily climbing into the bus, we started for the last stop at the Morton House before going back to the depot. As the bus started my bewitching young lady in blue gave me an awful jar by crying, "Why, Mr. Foote, what in the world will I do if I don't find my purse?"

Now, even although the girl was pretty I had not spoken to her on the train nor had I given her my name in the bus. Therefore I was surprised that she knew me. Before this something seemed to tell me she was just my style, and she needed help besides. But now everything suddenly changed, and I thought, "My pretty maiden, I know not what you will do, but I know whom you will not do." I remembered the familiar looking book in her lap and realized now that it was the buyers' book, containing the pictures of all the older furniture buyers known in

the Grand Rapids market. Of course my picture was there; so I remembered that I had to get out of the bus when we reached the Morton House and send some important messages. I broke the news to the fair maiden as gently as possible and left her to work out her own sad problem of getting along in a strange city without a purse.

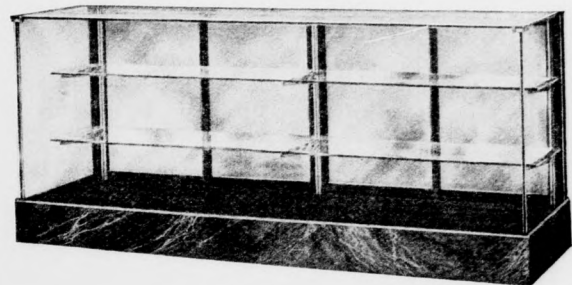
All night long I felt like a villain. Felt sure I had wronged a fine girl by my unjust suspicious and hasty desertion. So the next morning I told my adventure to Ned Steel, the head clerk, who knows everything that he should and some other things as well. I had barely begun my story when he exclaimed: "You blooming idiot, why didn't you tell me this last night? Can you

identify her? I would give a hundred to have her arrested. She worked Pete Adams, of Kansas City, for \$50, Charley Williams, of Minneapolis, for \$75, Phil Dent for \$25, and heaven only knows how many others for sums running from \$5 up. She evidently has been riding between here and Chicago for a month."

The police found that she had left town on an interurban express, but they couldn't trace her, and I considered myself something of a wise man. Remember her description: Brown eyes, trim figure, good to look upon, and beware! For she still is at large. Chas. Kiler Foote.

Fortune dreads the brave and is terrible only to the coward.

1907=OUTLOOK=1907



This coming year will see an extensive increase in our manufacturing facilities, particularly in the line of high-grade fixtures for dry goods, department and general stores.

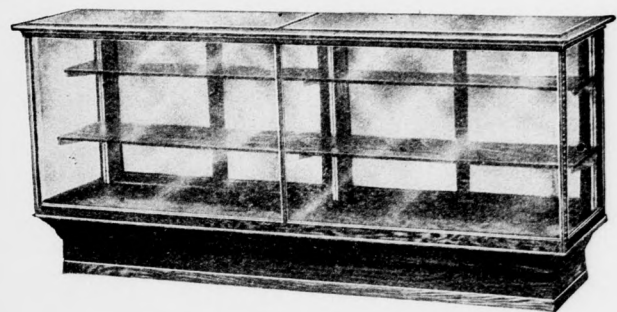
We believe we are justified in saying that no merchant can afford to place contracts for either regular cases, special cases or complete equipment without correspondence with our

Store Equipment Department

All our work and goods will go out as previously under an ironclad guarantee.

We make "The Case With a Conscience" and "Dependable Store Fixtures."

We want your business, if it belongs to us, and this you can determine after reasonable correspondence.



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Boston Office, 77 Summer St.

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D. O. TEALL, Sales Agent for Washington and Oregon, 114 Roy St., Seattle, Wash.

MEN OF PUTTY

Deny Themselves Every Human Passion and Feeling.

Written for the Tradesman.

It was cold and snowy outside, and the wind rattled everywhere loose in the street. Three women stood about a register at the front of a grocery and looked out into the storm. Business was not very good just at that time, and so the grocer set to work putting things to rights on a shelf near by. He did not go there to listen, but he could not avoid hearing what they were saying.

"I ought to be home this minute," said Mrs. Beth, wife of a prosperous wood and coal merchant. "I think it serves me right, though, for I might have done my buying at Miner's, half a block from home."

"Mercy!" exclaimed Mrs. Heth, whose husband was making money in real estate. "I can't bear to trade with Miner. There's something creepy about him."

Mrs. Beth opened her eyes. She is the wife of a hardware dealer over on the South Side.

"Why, what is wrong at Miner's?" she asked. "I often trade there."

"Does Miner wait on you?" asked the first speaker.

"Not very often."

"Oh, well, then, that's the reason you think the place is all right. He has some very pleasant clerks."

"But that doesn't answer my question," insisted the other. "What is wrong at Miner's?"

"I'm sure I don't know," said Mrs. Heth. "I only know that there is something wrong with the man."

"I know," interrupted Mrs. Beth. "The man is money mad. Why, I feel as if he wanted to take my purse by force every time I go in there."

"There!" said Mrs. Heth. "I just knew that it was something like that, but I couldn't express myself. Yes, that is it. The man is money mad, and he shows it. Ever notice the look in his eyes?"

This to Mrs. Beth, who smiled as she replied.

"Why, that's one thing that scares me. You've seen a cat watch another cat eating fish? You've noticed the eager, excited, glaring eyes; the working jaws, the restless claws; the whole attitude of greed and expectation? Well, that's Miner when you go in there and price things."

The three women laughed, and the grocer turned away his head so they could not see the expression on his face. This was becoming interesting. He had often heard merchants accused of lack of attention to customers, but he had never heard of one who really tried too hard to sell goods. He worked along the shelf nearer to where the women were standing.

"Yes," said Mrs. Heth, "and he'll glance from your face to the purse in your hand, just as if he expected the magnetism of his eyes would undo the clasp and pour the contents out into his hand. I never saw anything like the way he crowds

and sticks when there is money in sight."

"I guess you're dreaming dreams," said Mrs. Beth. "Mr. Miner never struck me as being an amateur highwayman."

"I suppose he is just looking after his interests," said Mrs. Beth, "but he makes me feel shivery, all the same."

"I don't see how he can be looking after his interests when he drives people away from his store by his over-zealous manners," said Mrs. Heth. "You observe that we two find exactly the same fault with him. How many more feel the same way the land only knows."

"But what does he do?" demanded the other.

"Oh, it is hard to answer that question. For one thing he shows that he does not consider you as a person—only as a producer of money."

"You can't expect drawing room manners in business."

"I'd like to know why not?"

"Because you can't."

The three women laughed again.

"I know that that is no answer at all," said Mrs. Beth. "but it is the best one I can give."

"I can tell you some things he does," said Mrs. Beth. "He handles the goods he is dealing out to you as if they were diamonds. His measures are never heaping up full. His weights are always a little lower than the other side. And when he gives you your change he lays down every piece of money as if it pained him to part with it. About the man is that indefinable something which tells you that he is there to give as little in return for the money he receives as is possible. I suppose all merchants have that feeling, but it is not policy for them to show it as plainly as does Mr. Miner."

"You must be mind-readers," said Mrs. Beth. "I never heard anything like the way you go on about the poor man."

"I can tell you another thing he does," said Mrs. Heth. "The other day a man from outside the city bought a large bill of goods there. He had been waited on by Mr. Miner in person and had been dropped with a thud as soon as he had given all his orders and paid his bill. Miner drops people hard. Of course a man can't be talking to past customers while waiting on others, but he can be civil. He needn't leave them standing in the store looking lonesome."

"Presently the farmer picked up his child, a girl of 4, and approached Miner. 'Tell the man what you want,' he said to the child, and she did. She wanted some candy. Miner stepped back to a shelf-jar, opened it, took out a stick of red candy, broke it into two pieces, put the larger one back in the jar, and handed the other to the child. This was an act without words, for Miner did not speak, did not even glance at the farmer or the child. Well, the farmer took the candy away from the child, threw it on the floor and walked off in the direction of a candy store."

"Well, the merchant was busy, and, besides, the farmer had no right

to ask for a bonus or a rebate."

"I'm not talking about what the farmer did or did not do. I'm telling you what Miner did. Farmers do not handle as much money as city people, and they think they are conferring a mighty favor when they lay it down in a merchant's hand. This one thought he ought to have been given candy without asking for it, and ought to have received a little package of it to take home. He might have been wrong, but that makes no difference with the foolishness of the course pursued by Miner. He lost a good customer then and there was no use of it. Now do you begin to understand what is the matter with Miner? He is money mad. He grabs so anxiously for what is in sight that he loses what the future has for him. Yes, a money grabber."

"But I know he's liberal and charitable," insisted Mrs. Beth.

"That may be," was the reply, "but he is too eager after money, and he shows it too plainly. I know people who are more money mad than he, yet they keep their eagerness to themselves. They don't drive customers away by letting them see what is in their minds."

"Why don't you speak of the customers who admit that they mean to get more than their money's worth when they go to trade?" asked Mrs. Beth. "You know plenty of such people. They beat down and find fault with weights and measures, and object to quality, and then when they come to pay they hand out Canadian money, or torn bills, or plugged silver. Frequently they finish by demanding a gift almost equal to the value of their purchase. I rather think the grocers have troubles of their own in dealing with the public."

The grocer, working away at a lot of tinned goods on the shelf was looking up to the ceiling. He was



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THE FRAZER

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No Talk Required to Sell It

Good Grease Makes Trade

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FRAZER Axle Grease

FRAZER Axle Oil

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FRAZER Harness Oil

FRAZER Hoof Oil

FRAZER Stock Food

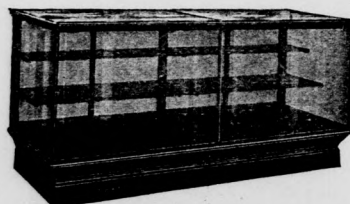
Our 1907 Line of Show Cases and Fixtures is Now Ready High Grades

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Write for our New General Store Catalogue "A"

Grand Rapids Show Case Company
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Our new narrow top rail "Crackerjack" Case No. 42.

afraid the woman would get a look at his face. It was a funny experience to him, this hearing one of his most exacting customers defending the trade. He knew that a good deal of truth had been said about Miner. He disliked the man and had never done business with him, but he found excuses for him.

"I'll tell you one thing," said the wife of the real estate man, "when you want to sell a house, or a lot, or a business block, you've got to act as if you would rather not part with it. If you're too eager you have it left on your hands. Just a little of this real estate policy ought to be hammered into Miner. Oh, I don't mean that he ought to act offish about selling, but that he should act as if the customer was the one who was doing all the favors and was getting the best of the bargain."

"If a grocer was a real estate student," said Mrs. Beth, with a smile which took the sting out of the remark, "we'd be bidding against imaginary purchasers whenever we wanted a pound of sugar."

The three women laughed and went out to wait for a car. The grocer stepped back to his desk and lighted a cigar.

"What next?" he asked himself. "Pretty soon grocers will have to deny themselves every human passion and feeling and become men of putty. Then it's me for the tall timber." Alfred B. Tozer.

Sea Fish Thrive in Fresh Water.

The finny folk of the briny deep are colonizing the lakes and rivers. It has been found by experiment in Germany that deep sea fish can be acclimated in fresh water, and will live and breed in rivers. A number of different kinds of fish were taken from the sea, including whiting, herring, sole and flounders, and kept in a pond of salt water. The percentage of salt was gradually lessened by the addition of fresh water until finally no salt remained. Practically no material difference took place in the fish, which were as lively and healthy after the treatment as when taken out of the sea. So encouraging has been the result, after a test extending over several months, that the fish now are being introduced into the various rivers and fresh water lakes in order to bring the experiments to a practical issue. The success of this experiment may change entirely the fishing industry.

City To Run Slaughter House.

Municipal ownership on a small scale is likely to be adopted in Fargo, N. Dak., within a short time, for there is a plan on foot to have the city own and operate its own slaughter house. Dr. Dunham, city meat inspector, and several others believe this is the only solution of the present difficulty regarding the slaughter and inspection of meat which has been raised by local butchers. There has been trouble ever since the meat inspection ordinance was put in force and it seems to be largely due to the feeling among butchers that they do not like to have a rival in the business control the public slaughter house.

Dirty Windows Detrimental To the Store.

Written for the Tradesman.

Some window dressers are so clean about the glass front that their work would make a first-class advertisement for Spotless Town. Others there be whose windows are so smoked up and dusty that it is with difficulty the contents behind them may be inspected.

Whenever I see one of the latter description I am reminded of that funny story of the tramp:

Through some turn of Fortune's wheel a gentleman fell in with him on his way towards town, and dropped into conversation with him. The tramp was quite unreserved in his talk as to his mode of living, contrary to the freely-accepted theory concerning Weary Willie.

Observing various cooking utensils hanging from different parts of the tramp's anatomy the gentleman concluded that he prepared his own meals, instead of procuring them ready-made from the catalogue house.

So he asked him about it.

"Yes," sighed W. Willie, "I get up my own grub."

"Do you use a cook book?" was asked.

"Cook book? Cook book! Naw!! I ain't got no use fer a cook book. I had one wunst, but it wuz no good—I threw it in the bushes."

"Why so?" questioned the gentleman.

"Why so?" repeated Weary W. "Why so! Because every dern receipt in the thing begun with, 'Take a clean dish!'"

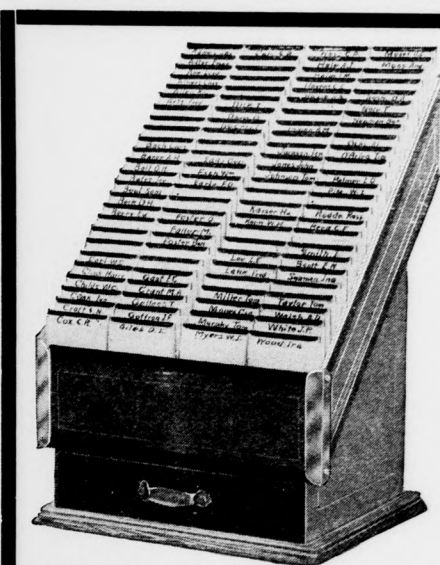
That's the way with some window-dressers: If they had to start with a clean glass they never could do their work. That is, judging from the invariable condition of the glass under their care.

Common sense should dictate attention to this detail as the first essential for a successful display. Nobody is going to pause very long where looking is an effort, for there are stores a-plenty where the glass is a scarcely perceptible barrier to the handling of the goods on exhibition.

Sometimes, however, for one good cause or another, the very best of window dressers will slip a cog. I was greatly surprised, the other day, to see, in a window where such a condition hitherto has seemed entirely foreign, a half-yard space of the window floor in the corner all covered with fine dirt, and the muss in a very conspicuous part of the floor, besides. The occurrence was so unusual that I couldn't account for it. I am sure the young window trimmer has some sufficient reason for the neglect, however.

The one in charge of the window dressing should see to it, on every occasion that the goods are removed, that the porter has his orders in plenty of time to execute his work before the new merchandise is put in, and thus do away with adverse criticism on the score of obscure windows and a dirty floor. S.

It isn't altogether bashfulness that prevents a man from meeting his obligations.



There are no springs or delicate parts to get out of order. We make the Original McCaskey Loose Leaf Account System. Price for 100 size with 100 books, \$7.50; 200 size with 200 books, \$14.50. We also make all kinds of salesbooks for store use.

THE SIMPLE ACCOUNT SALESBOOK CO.
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Does it make a permanent charge for you, a duplicate for your customer, and post the accounts up-to-the-minute with one writing?
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Complete line of
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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company - - - Grand Rapids, Mich



Shoe Dealer of 1907 Must Be Up-to-Date.

Hustle is the word. No other quite as good. It has in it the commendable qualities of go, pushency, publicity and up-to-dateness. Without it he runs in vain who enters the lists of present-day mercantile contests. Without it no man ever yet victoriously wooed the fickle goddess, Success. Inert masses, no matter how big and imposing, excite only a temporary and languid interest. Rabbits, and other wild, shy things go nosing around them without any sense of alarm. Action excites interest always. The quicker and more unexpected the movement the greater the interest. The man who is long on hustle creates a stir in the community. He is everlastingly starting things, thinking up new stunts over night, and exploding brain-cells along the line of profit. People love him because he breaks the Sabbathical calm and feeds them on the diet of surprises; they buy shoes of him—if the hustling one is a shoe dealer—because they naturally love to have their nerves set a-tingle by contact with a truly live wire. They buy shoes of him because all the world boosts the booster—and can't help it. Therefore the hustling shoe dealer is like a tree full of sap, that puts forth its buds and fruit in season and incidentally adds a little splash of life and color to the landscape.

What shall be said of him who hustles not? Obviously quite a bunch of things may be said. He has been called a locomotive without steam, a dynamo without the vital current. Perhaps it isn't necessary to rub it in on the hustleless one for the logic of competition has a way of doing that in its own remorseless thoroughness. For his own good let us counsel him to part company with his habit of non-progressiveness.

A few days ago one of our young shoe merchants moved into his handsome new store on Monmouth street. Outgrew his old store. Had to have more room. The new room, although not by any manner of means as large as many of our big city stores, is a very creditable looking place. It is conveniently located on one of our principal business streets, and right in the heart of the shoe retailing district. The room was overhauled and spruced up to meet his requirements. It has two commodious windows for the display of goods, the shelving is uniform and ample—and brand new. The furnishings are all new—and mahogany finish, which, with the light blue wall paper and ceiling, trimmed with gilt moulding, look tasteful and pleasing. There are a swell findings case and about as interesting an assortment of these goods as one is apt to stumble onto anywhere.

When I recall that this young fellow blew in here some six years ago and started in the retail shoe trade without any friends to back him, I

am reminded that people can succeed even in the face of grave difficulties—provided always they are strongly endowed with the coin of hustle.

Additional interest attaches to this man's success because of the circumstance that his old stand was a veritable "hoo-doo" stand. His predecessors—and they are many—in the old stand somehow acquired the gentle art of failure. According to the memory of our oldest citizens, everybody that ever occupied this stand—with the exception of this young shoe merchant—failed in his day. Naturally, therefore, we just assumed that this fellow would fail. When he talked success to us we smiled back in a sort of dry, sardonic, sage way—and inwardly fixed the date of the sheriff's sale at about six or eight months from the date of his opening. We really felt sorry for him, and I am afraid some of us actually had the temerity to remind him that he was up against a hard proposition. But as I'm alive, that young fellow never did get panicky. He looked cheerful and talked prosperity. Never heard him whimper; never saw him out on a knocking expedition. But, say, neighbor, he did make forays on the shoe trade of this burg for certain! It wasn't long until his window trims became a feature of the street. He placarded the town. He put dodgers under our front doors. He sent us calendars and hangers and souvenirs. He regaled us with the spiciest and best written advertisements we ever laid eyes on. He got us to thinking about his shoes. We found ourselves lingering in front of his windows. And sometimes we saw his shoes in dreams of the night. It wasn't long until we found ourselves going in to have a closer look at the goods—the real thing. At first we did it sort o' sheepishly, for we had predicted, you remember, and we naturally hated to help undermine our reputation as prophets; we finally got in, and when we got out we usually carried a pair of his shoes with us. They were good shoes, too—as good as we ever got for the money anywhere. We had to give up that what he said about them was so. When these things had finally soaked in and we had gotten ourselves adjusted to them, we revised our opinions and overhauled our prophecies. Now we are the most ardent set of boosters you ever run across. We believe in that young man, and it's all because he has shown us that he is brim full of hustle.

Now this isn't fiction; it's a fact, and I could very easily put in this young fellow's name, location and photograph; but that isn't necessary. The moral is sufficiently obvious as it is. The story of this young man's success is duplicated again and again. The traits which enabled this young man to make good are not occult and indefinable. They are sun-clear. They are capable of analysis, description, study and imitation. They are qualities that will win out anywhere and everywhere. They are the qualities that take success by the nape of the neck. It pays to have them in your constitution.

The greatest of these trade-pulling qualities, as I see them written large

on the physiognomy of my young friend is the one I lauded at the outset, namely, Hustle. These be hurly-burly days assuredly. So many people are on the move it is just bound to be inconvenient for stationary objects that get mixed up with the line of arch. People butt into them. They are first jolted and finally out-distanced. When so many new lasts and leathers are being put on the market by aggressive manufacturers, when so many practicable and alertful methods of courting publicity are being thought out by other dealers, it behooves one to look well to the styles end of his business. To get into any sort of a rut is bad policy, for ruts cut deeper and deeper. To assume that last year's methods are good enough is a species of self-flattery that doesn't pay. To take it for granted that people will buy your shoes just because it's you is a false assumption. The man who makes a fuss is the man who attracts attention. The man who is running over with enthusiasm and fairly bristling with new plans for disposing of his shoes is the man who is going to pocket the biggest slice of profits.

Another valuable trait in the shoe retailer—also duly exemplified in the little sketch above—is that of Persistence. In a wrestle on scientific lines, an under-sized bulldog probably wouldn't stand much chance with a big, burly mastiff. But the bulldog doesn't go at it that way—doesn't care a rap for science, but he just fairly itches for a good, mouth-fill grip on that mastiff's jowl. When he gets it he knows he's got a good thing—and he holds on. The more that old mastiff wallops him around and dry-cleans the boulevard with him, the tighter he holds on. There's wholesome instruction in that for the retail shoe merchant. When he gets a good holt, and is sure he has it, let him hang on. Business doesn't come easy under present conditions. I am not quite sure it ever comes easy under any conditions. Public favor and public patronage have to be courted continually and aggressively. No use to get fidgety. To expect immediate results from a particular advertisement, or even a series of advertisements, is unwise. Give the facts time to soak in. Let the seed germinate—but keep on sowing. One of the inalienable conditions of trade-winning success is the pursuit of business. And it mustn't be pursued by fits and starts either. Sow sporadic efforts and you reap a crop of spasmodic results. Sowing actually comes easier and germinates and fructifies faster when it's done all the while. Better get the habit of broadcasting the soil of publicity.

This young man whose business has just compelled him to enlarge his shoe store—and who, by the way, is now advertising himself as "The Man Who Failed to Fail," thus rubbing it in on us in a sly, good-natured way—illustrates pretty nearly the whole catalogue of qualities commendable: pluck, aggressiveness, good taste in the dressing of his windows, good taste in the selection and arrangement of his furnishings,

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.

and excellent judgment in the pushing of seasonable goods. He is not wanting in affability. He treats all alike with a courtesy that is as easy as it is natural. And he has shown in a hundred ways that he knows the ins and outs of marketing the goods. But, after all, these are as minor qualities compared with the two fundamental and essential elements of successful shoe merchandising. "The Man Who Failed to Fail" has also these requirements—and every man must have them who comes into carressing terms with the foretop of prosperity—namely, the ability to recognize shoe-goodness, and to tell when a shoe fits.

If it takes self-initiated publicity to win a tentative purchaser, it requires good, honest shoe value to hold him. The criterion by which the house is ultimately judged is shoe value. If the leather isn't as good as he has a right to believe it should be at the price, if the shoe loses its shape prematurely, or hurts the foot unmercifully, he is not very likely to be greatly moved by subsequent appeals. He becomes as shy as a partridge in the latter days of the open season. And when a customer once becomes skittish, he is a hard proposition to come to terms with. The best plan is to have the kind of goods the advertisements talk about.

And then he should be fitted to a dot—or just as near thereto as possible. This may take a little more time. Usually does. It may even require you to take issue (in a mild way) with a customer; for men sometimes think they are fitted when, by

much yanking on the pull strap, they are able to force a protesting foot into an unyielding shoe. To do the easy thing and let him go out only to learn his mistake by disappointing experience is not the profitable thing. Focus your superior shoe wisdom upon each man's foot problem, and increased regard for the interest manifested in him will express itself in increased loyalty to you. Such, at all events, is the belief and practice of "the Man Who Failed to Fail."—Cid McKay in Boot and Shoe Recorder.

Useful Suggestions Help To Make Sales.

In a recent issue we discussed at some length the value of recent articles in this paper treating of shoe terms and other information of like character to the man selling shoes. We tried to show the value of knowledge in the winning of the customer's confidence and in the development of that decision of character which is essential to the highest success in this or any other line of business.

We wish here to reiterate some of the statements made in that article and to illustrate, briefly, just how a knowledge of all the details of any article of merchandise we are called upon to sell will help us in the intelligent selling of that article.

In the first place, then, we quoted a writer in another paper to the effect that the essential difference between the successful and unsuccessful salesman lay in the quality of "decision." While agreeing with that

statement in the main, we suggested that this quality of "decision" must be based upon a knowledge of the goods discussed and was, therefore, an acquired, rather than an inherent, characteristic. A man might have decision and force of character sufficient to influence a sale by suggestion, but if the suggestion were not based on accurate knowledge it would more than likely prove to be a wrong suggestion and work out to his harm and the loss of trade.

For instance, if we went into a shoe store and asked for a pair of waterproof shoes, the man might produce a pair of shoes and recommend them as just what we needed in such a confident, decisive manner as to lead us to purchase even against our own judgment. But when we wore the shoes and got our feet wet, it would be rather difficult for that man to influence us again even if we gave him a second chance, which isn't likely.

Our argument, then, is that a salesman, to rightly place his goods before the prospective buyer, must have back of every statement that he makes an intimate and accurate knowledge of his merchandise. This does not mean that he is to go into lengthy discussion of the details of construction or the origin of every article shown. By no means. The chief advantage of the man who knows over the man who only half knows lies in the fact that he will do very much less talking. But what he says will be said in such an easy, convincing manner that his customer is quickly won.

The secret of the whole thing lies right here: He wins his customer's confidence because he has first won his own. We can, perhaps, make these points a little clearer with a few illustrations. The writer went into a shoe store recently on a little matter of private business with the proprietor. A salesman was engaged with a customer, a lady. Pair after pair of shoes were brought out, the young woman tried them on, hesitated, and then asked for something else. After spending a half hour the writer left the store, and the salesman was still pulling down stock.

We watched another salesman the next day in another store. The customer began by saying she had not been comfortably fitted for several years. She asked for a wide toe, low broad heel shoe. The salesman removed her shoe, glanced at her foot, went away and returned in a couple of minutes with two pairs of shoes. He first showed a pair with low heel and wide toe. Then he made this statement: "You asked me for wide toes and low heels and I've brought them, but if you select such a shoe you will be uncomfortable, no matter how well made the shoe, because it does not suit your foot. Now, here is a different style, a little narrower toe, short forepart, high arch, medium heel, which you will find much more satisfactory because it will fit so much better." Understand, he had not fitted either shoe. Having made the above statement he slipped on first one shoe and then the other, quickly demonstrating that he knew

Our Aim

Has always been to make better goods than any other on the market, and being OUT OF THE TRUST we have been able to carry out our ideas.

If you handle Beacon Falls YOU DON'T HAVE TO MIX LINES in order to get the leaders. OUR LINE IS FULL OF THEM. This is strong talk, but the goods justify it and you can prove it by trying a few cases. We prepay the freight.

The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

what he was talking about. He made his sale.

In the hands of the first mentioned salesman this customer would have been an impossible proposition. So it is with every phase of the business.

You say to a customer that a welted shoe is better than a turn soled one. Why? You say that a certain style of shoe would be most satisfactory. Why? You say that a certain kind of leather is best for certain uses. Why? You say that shiny leather is liable to crack, peel or break through, and, therefore, can not be guaranteed. Why? You say that tan Russia calf is cooler than many other leathers. Why?

These are statements that you are commonly making to your customers. How do you know they're so? Investigate, study, take advantage of every source of information open to you until you know your goods and can give an intelligent reason for every statement you make. Then you will be able to handle your trade quickly and well, not by telling them all these things you have been learning, but by speaking with the easy, positive confidence that comes only to the man who really knows and knows that he knows.

Now, in conclusion, just a word of caution: You will notice, Mr. Retail Salesman, that we have used the word "suggestion" quite frequently in this little talk. We use that word advisedly, for your influence over your customer must be exercised wholly in that way. It will not do, no matter how well you may know your goods or your customer's needs, to be too out-spoken, or to attempt to force your own views. Remember, always, that it is the customer's money that is to be spent, not yours. Your customer will be quite willing to take help and advice from you. Never your dictation.—Shoe Retailer.

Shoes Help in Shaping the Foot.

A shoe forms the foot or deforms the foot. A well-made shoe may compress and at the same time may be a real benefit to the wearer. Look here! A woman wears a corset to give right proportions to the waist, to give it shape and style, says a writer in American Shoemaking. If the corset can do that for the body, the shoe should also do as much for the foot. We find steel springs in the corset. We find steel springs, also, in the shank part of the shoe. In both instances these springs are intended to give elasticity, while keeping the different parts of the body in good shape. These facts may seem to be exaggerated to a skeptical person. Between the loose shoe and the tight shoe I, and many others, would prefer the latter. After all, the wearers of stylish shoes are best able to pass judgment on this point. I once knew a man who had all kinds of trouble with his feet. The perfect shoe for him had never been found. The main part of this man's trouble was with his big toe. He finally got discouraged over it, and one fine day he sharpened the axe, placed the objectionable toe on the edge and, with a heavy wooden mallet, he gave one good stroke. The toe was cut off nice and clean. Since that day this

man never had a single fault to find with his shoes. In fact, most of the painful feeling comes over the big toe in a tight-fitting shoe. In pulling over it is all very well to pull hard on the vamp, next to the corners of tip, but there should not be too much of a pull on the tip itself. In making a nice fitting shoe we have to admit that the lasting operation is of first importance. It is not for the pulling-over machine operator to judge as to the length of tips; this should be done in the cutting room. When making shoes with an ornamental tip have the perforations come a little more on the inside. It looks much better than when placed in the exact center of toe of last. Ornamentation tips on some women's Juliets reach way up at top of vamp.

The Passing of the Broom.

The broom threatens soon to be as obsolete as the old copper warming-pan, judging from the number of vacuum dust-removers which are being placed upon the market. The change is one which must meet with the unqualified approval of all who know what a breeding-ground of disease is the common dust of our houses. Every housewife who is possessed of cleanly instincts should welcome an apparatus which removes dust instead of scattering it in all directions, lost to the senses, so to speak, for a time by its attenuation in air, only sooner or later to settle again on the shelves, pictures, curtains and carpets in a thin film. Moreover, the removal of dust and its collection in a receptacle by means of the vacuum-cleaner permits of its absolute destruction by fire. Bacteriological science can easily demonstrate the existence of disease germs in common household dust and there is evidence of an eminently practical source of disease; there could hardly be a more effectual means of spreading the infective and irritating particles than the old-fashioned broom. The method is not only insanitary but absurd from the point of view of its application. The broom may clean the surface of a carpet, chair or curtain effectually enough, but the dust is only removed to be scattered elsewhere and to be spread over an even wider area than before. The great and important difference between the cult of the broom and the vacuum-cleaner may be summed up by saying that, while the former is calculated to spread disease, the latter enables the dust and its pathogenic contents to be removed and destroyed by fire. The method of removing dust by means of the vacuum cleaner has therefore everything to be said in its favor and it is to be hoped that the apparatus will become so moderate in price as to be within the reach of all. The passing of the broom, when it comes to be un fait accompli, will be a fact of great sanitary significance.—London Lancet.

Quite the Contrary.

"Does your husband play favorites when he goes to the races?"
"No," answered young Mrs. Torkins; "at least from the way he talks after the race, I shouldn't say they were favorites."

The Shoe They Know Is The Shoe They Buy



The immense value of our trade-mark is proved to us by the quantity of orders and re-orders of our own make we daily receive. It shows us and shows our customers the value it has come to stand for in the eyes of the public, for it assures them that they obtain a shoe service that is unusually large. This is known by actual wear test wherever our footwear has been tried out.

The addition of our line to your stock means an addition to your business of fair profits and quick sales and many of them.

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

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR

SOLD HERE

MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

Getting the Business

is an important point, but vastly more important is holding fast the business you get.

Hard-Pan Shoes

keep the trade coming— simply can't keep the people away from a store that handles our Hard-Pans.

Good leather and good shoemaking—that's the combination; that's exactly our proposition and that's what counts when it comes right down to business.

Think what this means to you when we give you the exclusive agency in your town. We give you shoemaking, we give you profits. Deliveries right out of stock.

Mail a postal to-day for samples.

Our Name on the Strap of Every Pair

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 19—Some delay in the delivery of goods has resulted from the dreadful condition of the streets on Thursday and Friday. Huge blockades occurred and for miles the streets were packed with loaded wagons unable to move a single foot for many hours. Such a condition is almost inevitable in such a storm of snow. It demonstrates the superiority of automobiles over horses, for the former plunged through the snow and "got there"—unless they happened to run into the blockade and then all were equal.

Coffee has had a very moderate movement here this week among jobbers. Buyers are getting along with the least quantity they can and still do business and the whole situation is not one carrying much comfort to holders. Quotation on Rio No. 7 is still $6\frac{3}{4}$ @7c. In store and afloat there are 3,040,172 bags, against 3,950,923 bags at the same time last year. Mild coffees are quiet and no change is to be noted in quotations.

Buyers of refined sugar are loath to purchase ahead of current requirements, and almost every jobber has a report of "nothing doing." Purchasers are anticipating a decline at any moment and the average man is not inclined to stock up on a falling market.

Low grade teas—Congoes, Indias and Ceylons—are meeting with a steady call and quotations are firm, as are basket-fired Japans, the supply of which is becoming well reduced. Holders look to the future with a good degree of confidence.

Jobbers report a reviving interest in rice. Orders have come in quite freely and, in the aggregate, the showing is respectable. Choice to fancy head, $4\frac{1}{4}$ @ $5\frac{3}{4}$ c.

Pepper is active and stocks are becoming pretty well reduced. Quotations show a tendency to advance. Other spices are selling in an average sort of way and rates are practically without change.

Molasses shows little, if any, change. There is, of course, a little business all the time; but buyers are seemingly not greatly interested. Good to prime centrifugal, 27@35c. Syrup is unchanged. Good to prime, 18@23c.

Canned goods are rather quiet. Some campaigning has of late been done looking to the sale of future tomatoes and, while there have been perhaps no large deals, there seems to be a tendency to cut under the previous rate of 85c f. o. b. and accept 82½c. Spot goods are simply standing still and, until consumption has progressed further, there will probably be a lull. Three pound Maryland standards, 97½c@\$1. Corn is dull and there seems to be a period of waiting. Both sides are seeking quiet and no great volume of trade is looked for at once. New York State corn, 60@65c; Maine, 90@95c.

Butter has taken an upward turn, owing to better demand and to the decreased receipts. Extra creamery, 29@29½c; seconds to firsts, 23@28c; held stock, 24@28c; imitation creamery, 22@24c; Western factory, 18@21c; factory, 18½@21c; renovated, 23c for top grades, and from this down. The supply of off stock is more than ample.

Cheese is in fair demand and stocks are becoming well reduced. For full cream, 14½c seems to be top.

Eggs are well sustained, with finest selected Western held at 29½@30c; firsts, 29c; seconds, 27@28c.

To Make Study of Moles.

Dr. Wilfred Fox has made a study of moles, and intends in the early future to discuss their relation to malignancy—their possible effect in relation to more serious ills. He considers that the tendency of research into the origin of cancer has been towards abandoning the infective theory. Moles are of two general classes: smooth or abnormal pigmentations, and excrescences consisting of abnormally increased skin cells. Although congenital in their origin, moles are seldom actually present at birth, but develop during the first year or may be delayed until puberty. The conclusions drawn are that the cells of soft moles mostly originate in the skin surface, but there does appear to exist a more rare variety of soft moles which resembles these, but which probably differs in origin.

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M."

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

"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, regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Handsomely 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.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.

SELL

Mayer Shoes

And Watch

Your Business Grow

There are reasons for all things. Our increased sales on FULL CREAM CARAMELS and VILETTA BITTER SWEET CHOCOLATES for 1906 have been very gratifying to us as well as to the many dealers who handle them. Increase your candy business by ordering some.

Made only by

Straub Bros. & Amiotte

Traverse City, Mich.

"Red Seal Shoes"

"Red Seal" is the seal of shoe quality for women. All leathers. Twelve styles Blucher cut, lace or button, for house or street wear. Retail for \$2 50 and \$3 00.

MICHIGAN SHOE CO., - - DETROIT

Grand Rapids Safe Co.

TRADESMAN BUILDING

Dealers in Fire and Burglar Proof Safes

We carry a complete assortment of fire and burglar proof safes in nearly all sizes, and feel confident of our ability to meet the requirements of any business or individual.

Intending purchasers are invited to call and inspect the line. If inconvenient to call, full particulars and prices will be sent by mail on receipt of detailed information as to the exact size and description desired.

THE CLIMB UPWARD.

Ways by Which Peddlestone Reached the Top.

Peddlestone now sits in a private office done in light mahogany, with frosted glass in the partitions, and a private secretary sitting guard outside the door.

He is a big man. Not physically, but industrially. His name is well up near the top of the list of the officials of Going & Co. It also is among the names of directors of three other corporations, first in a certain exclusive club and prominent in civic affairs. It is a power, industrially speaking.

When men want to see Peddlestone they approach his presence on tiptoe, knock their heads against the floor three times, and wait patiently and in deep humility for his majesty to speak. When he speaks they tremble or beam with joy, according strictly to whether he receives them with displeasure or favor.

This is Peddlestone now. He is great. He is on top. He is successful.

As the one thing in which the public is interested to-day is success of the Peddlestone kind, it is well and proper to follow the career of Peddlestone, noting just how he won his way to the top, what he did, and what he did not, in order that rising generations may read and profit thereby.

This is the story of that career. No ambitious young man should fail to read it; no scrap book of successful men should be without a clipping of it. It will lend novelty and worth to such scrap books. It will be different from all other clippings contained in them. It is true.

Once upon a time—twenty years ago, to be exact—Peddlestone was not great. He was small, as small as anybody who ever came into the general offices. He was a mere clerk of the lowest grade. His pay was only \$8 a week, and everybody but the office boys had a right to order him about. Most of them took advantage of this right, because Peddlestone was of a peculiarly meek disposition, and so it came about that he became the butt of everybody's ill humor and jokes.

The office was small then. Old Going was the head of it as he is now. There were a cashier, a head book-keeper, a head clerk, and eighteen under-clerks. No fluffy haired stenographers mistook dictation; no rattle of typewriters shattered the nerves of the workers. The office was fairly quiet and not too busy, except when Old Going came out of his lair to throw terror into some delinquent. The strenuousness of modern days was lacking; and the demands were less per man. There was more opportunity for favoritism to be practiced, less need for an officer to be impartial in the distribution of promotions. These were the conditions under which Peddlestone made his business debut.

He was 22 then. He was short of stature, as well as money, and thin and pale. He had no great ambitions, at least none showed in his actions; and, taken all in all, he

was, perhaps, as insignificant a body as you could meet within a day's diligent search.

His duties as a clerk were not of a kind calculated to bring him any great amount of attention from anybody, unless, of course, he did his work particularly ill, in which case he would have been discharged promptly. Each day he found on the corner of a large desk allotted to him a small pile of orders, received from the traveling salesman. These orders were written carelessly and in any kind of order books, and were unfit to be used as office records. It was Peddlestone's work to copy them on to record blanks. The records were then filed away and kept for future reference.

That was all. There was no opportunity for brilliancy or lack of it to exhibit itself in such copying. Most of the salesmen's writing was legible, there was no figuring of any kind involved, no use for judgment of any kind. In other words, Peddlestone simply held the place because a machine had not yet been invented to do the work.

He had been copying orders a year without any change of position or salary when he found his first way of attracting attention. He had been trying to find the way for a long time, but his position was such that few opportunities existed. Then he lighted upon it and he smiled secretly.

The head clerk was a confirmed cribbage fiend. Peddlestone could play the game. He played with the head clerk. He let the head clerk beat him. Then he told the head clerk that never was there such a cribbage player. This made the head clerk feel good and convinced him that Peddlestone was a remarkably shrewd young man of uncommon perspicacity and sound judgment. The more he played cribbage with him and the more Peddlestone let him win the more did the head clerk become sure of this. In the end he decided that it was a shame to waste so good a man on such an insignificant position. He looked around, saw that he had need of a new assistant, and the first thing Peddlestone knew he was jerked out of the obscurity of the minor clerkship and hauled over the heads of seventeen older clerks to the position of assistant to the head clerk.

It was a big boost. No one ever heard of anything like it in the office before. The seventeen clerks who were passed grumbled and swore. The cashier and head book-keeper grinned. And Old Going called the head clerk into his office.

"Why did you make Peddlestone your assistant?" he began.

"Because I needed him."

"Why did you need him, in particular? Why not some of the old, experienced men?"

"I'll tell you, sir. Peddlestone has proved to be the shrewdest, brightest, most energetic and industrious fellow who ever has come into this office."

Then he went on and told tale after tale of the things that had caused him to make the promotion. He did not say anything about the cribbage.

He talked about business altogether. He enlarged upon Peddlestone's virtues and neglected to say anything about his faults. He made him out a wonderful young man.

"Well, if that's the case I'm glad to see that you know enough to use him well," said Going.

That is the story of the beginning of the climb upward. Possibly, if the head clerk had not played cribbage Peddlestone would have found another way to attract attention. But the fact remains that it was through cribbage—not cribbage well played but cribbage corrupted—that the actual start was begun. (Put it down on the note-book, ambitious young man: start made throwing cribbage games).

After the start, of course, it was easy to attract attention, for with the recommendation of the head clerk he was placed in the fierce light of Old Going's eyes and everything that he did in a worthy manner was promptly noted and placed to his credit. Likewise the unworthy ones, but these were few, for Peddlestone always played safe. No matter how great the opportunity, he did not try to grasp it unless he knew he could do it without danger to his immaculate reputation. In this way his record showed nothing but marks to his credit, and this was before the days when strenuousness came to be an excuse for errors.

The second step upward also came in a most unconventional way. It was five years after Peddlestone had been made assistant, and in this time he had succeeded in working his way firmly into the confidence of Old Going, as well as with his immediate head. The firm had just started on the boom that was to land it at the head of industrial enterprises in the country, and Peddlestone, casting his eyes around the office, saw that the firm would need a treasurer in a few years, and who so likely to be promoted to this desirable post as the incumbent of the cashier's desk at the time the treasurer became necessary?

Peddlestone decided that the thing for a shrewd, enterprising young man who stood well in the favor of his firm to do was to try to get the position of cashier. Carefully note the methods of a successful man working to get a position. Did he work hard day and night perfecting himself in the work which he proposed to fall heir to? Oh, no. He did nothing of the sort. He simply went to work and worked day and part of the night to undermine the man who held the position at the time he, Peddlestone, began to covet it.

He was good at this work, was Peddlestone. He had done much of it in the five years in which he had served as assistant, and he knew how it was done. He began by making the head clerk the cashier's deadly enemy. It took him six months to do this, but it was worth it. It gave him a direct line to Going's ears over which he sent all that he knew ill of the cashier. As a matter of fact, the cashier was a careless sort of a chap. He drank a little, smoked a lot and gambled some. None of these things

did he do to an extent that hurt him, but everybody knows how these things can be distorted and magnified when a fine hand gets to work upon them.

Within a year Old Going knew, from reliable sources, to-wit, his head clerk and Peddlestone, that the cashier was rapidly going to the dogs and that it would not be long before he was a confirmed gambler, drunkard, and everything else that disqualifies a man for business.

It wound up in the discharge of the cashier and Peddlestone's installation in his place.

In another year the new treasurer would be appointed. Between Peddlestone and the position there were the head book-keeper and his sponsor, the head clerk. They stood before him in point of importance. Also in the personal favors of the Head. He must do something to overcome their advantage. He did.

Old Going had a sister. The sister was one of those unfortunates whom the family speaks of as "not bright," and whom outsiders brutally refer to as "a little tacky." She was 38 and wretchedly unhappy because she was single. Peddlestone took one look at her, counted up the profit to be gained by such alliance, and—married her.

After that the climb of Peddlestone was easy and uninteresting. He was made treasurer as a matter of course. As the firm grew he grew with it until, when the firm was a great firm, he was a great man. This is what he is to-day. He is successful.

And now the secret of success winning is known. No one now need fail for want of instruction in how to do it. Simply follow the example of Peddlestone. Nothing could be simpler or more easy—to the truly ambitious man. Allan Wilson.

Safe from Contagion.

"If I were sure that the candy sold in that shop were pure and free from bacteria I should be glad to get you a couple of pounds," said the scientific swain. "But in these days of reckless adulterations I feel that I can not take too many precautions to preserve your health and beauty."

The fair young thing, who has a normal candy appetite, coos a word of appreciation of his thoughtfulness. Next day they approach a place where a soda fountain continues its glad work.

"You are fond of soda and ice cream, are you not?" he asks.

"I just love it."

"If it weren't so often filled with dangerous syrups I would be happy to get you some."

This time she does not coo appreciatively and they continue their homeward walk in silence. When he is leaving her, he bashfully hints that he would like to kiss her good-bye.

"You may," she says, to his surprise. "You can be sure there won't be any germs in the kiss, either, for you haven't given me the chance to acquire any."

He slept but little that night, because of his mental effort to determine whether she is thoughtful or sarcastic.

Habits the Real Forces for Good or Evil.

Setemup didn't draw any dividends from bowling alleys, saloons or theaters; but he was a free spender, and made welcome by all the proprietors of such places.

One day Setemup got moody and sad. His clothes were glossy, and since he couldn't be relied on to do good work because he staid out late at nights and often came to work with a bad headache, he had not been promoted for eighteen months. Further Setemup was penniless and owed a three weeks' board bill.

Setemup began to think. Thought produced action, and he went to see a wise old uncle who often gave him good advice, and had on one occasion rescued him out of the hands of some relentless loan sharks.

"How now?" said the uncle. "Why so sad?"

"I'm nearly down and out," was the reply. "I can't keep good habits, somehow, and I can't save."

His relation scratched his head and pondered for a few minutes. Then he said, "I like you because you have the elements of a man in you. I'll help you by giving you an inducement to save money. For every dollar you bring me inside the next two years I'll add half a dollar. It'll cost me some money, but I guess it will be worth it."

Fired by the ambition of making such easy money, Setemup neglected his old haunts at the bowling alleys, the saloons, and the theaters. Inside a month he brought his uncle a few dollars, which the old man promised to put carefully away for him and add the percentage promised. And he kept on bringing his uncle all the money he could spare.

The habit of saving and the virtues it necessitated soon showed in his appearance. His clothing was good and well kept. His eyes were bright and healthy. What most pleased him was the fact that he began to be advanced regularly, and before the two years were up he had become assistant to the head of a big department.

At the close of the two years Setemup went to his uncle to draw his money. The sum was so large that he protested the old man had been adding more than he should.

"Are you satisfied?" was the query. "Perfectly," was the reply. "I never expected nearly so much."

"Well, I'll be honest with you. The money just handed to you represents your savings alone with accrued interest. Lately I've met with some reverses, and am unable to add my proportion; but I will later.

"In this world," said the uncle, "habits are the real giant forces for good or evil. I simply helped you to establish one good habit, and lo! like magic, all the rest of the virtues followed in its train. The forming of one good habit and sticking to it often will help a man to make good headway in a manner faster than he could imagine in his wildest dreams."

W. Brighton.

The lofty ideals of some men are restricted to high living.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of	oz. of	Size	Per
			Shot	100
120	4	1 1/2	10	\$2 30
129	4	1 1/2	10	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	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 1/4	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. E. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN				
1/4 in. 5-16 in. 3/4 in. 1/2 in.				
Common	7 c.	6 c.	6 c.	4 1/2 c.
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List	12 13 14 15 16 17			
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	dis. 30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
HOLLOW WARE				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
HORSE NAILS				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 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	35
2 advance	40
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
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
3 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

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

Jugs

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

SEALING WAX

5 lbs. in package, per lb.	1
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LAMP BURNERS

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

MASON FRUIT JARS

With Porcelain Lined Caps

	Per gross
Pints	5 25
Quarts	5 50
1/2 gallon	8 25
Caps.	2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carton Chimneys

Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 20
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 20

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.25 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.55 doz.)	8 75

Electric in Cartons

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

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
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 60
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

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

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx.	10c 50
No. 0 Tub., cases 2 doz. each, bx.	15c 50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 20
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 95

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	7 00



Observations of a Gotham Egg Man.

The possibilities of the egg market are always various and contrary at this season of year, but it is not often that dealers are so entirely at sea as they have been lately. We have had no winter weather of any extended duration as yet and in the south and southwest there has been nothing to check the natural increase of production which, without interference of cold weather, may be depended upon to begin about the middle of December. As a rule dealers have, for some time past, been shaping their policy with a view to materially increased supplies of fresh eggs—that is they have been buying as sparingly as possible and using every effort to work down their stock on hand—and we are inclined to think that they have, as a rule, already reached a very safe position. Most of the jobbing trade have, we think, reduced their refrigerator holdings to small figures and there are now probably far less eggs owned by the distributing dealers, between wholesalers and consumers, than for a long time past. Even the wholesale trade is lightly stocked with desirable qualities. There are still, perhaps, some 65,000 cases of refrigerator eggs in our local storage houses, but not a large proportion of prime grades, and so far as fresh eggs are concerned, there is a practical clearance, aside from a very few thousand cases—perhaps 3,000—that are held under shippers' limits.

The trade have been able to put themselves in this generally safe position because, in spite of the unusually favorable conditions for winter production, the actual receipts of eggs have continued light; and we are now reaching a point where more stock will very soon be imperatively needed. It is this knowledge that makes the outlook so uncertain, for with the channels of trade well cleared of surplus stock our present rate of consumption would practically exhaust the storage reserves in two or three weeks more if we don't get a material increase in receipts; and this would leave us with a demand for nearly twice as many eggs as are now arriving. Thus it would appear that if anything should happen to check the increasing production, or to prevent a very material increase in our receipts of eggs for another month, our market would, in all probability, reach a condition of extreme shortage and inevitably high prices.

But on the other hand there is no doubt that production has been going on at an increasing rate, and that more or less of a bank of eggs has already accumulated in the interior, between collectors and producers. It is generally believed that with continued lack of very severe and widespread wintry weather our receipts will hereafter gradually increase, and it is considered altogether possible that this increase may prove sufficient

to supplant the waning supplies of storage eggs and keep the trade fully supplied on the present scale of consumption. And so the future is still regarded as being dependent upon weather conditions and the tone fluctuates rapidly and frequently.

In considering the chances of the future however the reason for the slow increase in receipts of fresh stock at seaboard markets, notwithstanding the long continued mild weather, is of importance. It is probable that as shippers generally reduced their paying prices to a comparatively safe point as soon as signs of larger production first appeared, there has been a holding back of fresh stock in the hands of farmers and country storekeepers.

On the whole there seems to be a strong probability that even with continued moderate weather the remaining stock of refrigerator eggs will be used up by the time we can get enough fresh stock to supply the demand without them—and in the other direction there are certainly possibilities—great possibilities.—New York Produce Review.

Favors Fifteen Per Cent. Water Limit.

New York, Jan. 22—Chief E. H. Webster, of the Dairy Division, Department of Agriculture, was a visitor on the New York Mercantile Exchange recently and addressed the members after the daily call in order to explain the investigations of the department in regard to the incorporation of water in butter and to draw some conclusions therefrom as to the proper legal limit for water content.

Mr. Webster declared that the officers of his department had devoted much time and care to determine how much water could normally be incorporated in butter; he described the mechanical means by which the water is held by the fat, and declared that it had been proven by the researches of the chemists now connected with the department that not more than about 14¾ per cent. of water could be incorporated without adopting unusual means, which injured the body and the keeping quality of the product. He said that several thousands of analyses made by the chemists of the department had shown a much lower average than this and that only in very rare cases had the water content been found above 14¾ per cent. where no unusual means for the incorporation of water had been used.

Mr. Webster considered that it was directly to the interest of both creamerymen and merchants to protect the quality of the product so far as this could be done by the prevention of adding water to the point where body and keeping properties are likely to be injuriously affected, and he stated that his department had become fully convinced that this could only be accomplished by reducing the legal water limit to 15 per cent.

Mr. Webster's remarks were received with close attention and applause.

Contentment is merely dividing what you have with what you want.

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.**

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.

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 Candlering Dept.

We Want Your Business

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

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

Relation of the Government To Uninspected Animals.

The Department of Agriculture has issued the following circular letter of instructions relative to uninspected animals:

"The Department ruled originally that carcasses of animals which had been killed without inspection and from which the viscera had been removed (such as animals killed upon the farm) could not be admitted into establishments where inspection was maintained. This ruling was deemed necessary because of the fact that all meat inspection authorities agree that it is impossible to conduct an efficient post mortem examination of the carcass unless the principal viscera be present and held with natural attachments. It was found that the strict application of this rule was a hardship to the farmers, particularly in the eastern part of the country, as it limited the market for their farm dressed hogs and calves. * * * The regulation has been amended to permit the entrance into establishments where inspection is maintained of carcasses of animals which have been slaughtered without federal inspection if the head and all viscera, except the stomach, bladder and intestines, are present and held together by natural attachments at the time the carcass is offered for admission. Inspection is then had, and if the carcass is found to be free from disease and otherwise fit for human food it is marked 'U. S. Inspected and Passed' and admitted into the establishment." * * *

"The meat inspection law was approved on June 30, 1906, and, as stated, the provision for the inter-state and foreign transportation of meat was made to take effect on October 1, 1906. This left only three months in which to formulate rules and regulations and to educate slaughterers, packers and carriers to the new order of things. Now it is obviously impossible for the agent of a carrier to determine whether each piece of meat offered for transportation has been inspected and passed and so marked. Great delay and damage would be caused if the agent of each connecting carrier had to open and examine each car and package to determine this fact. Again, the provisions of the act requiring inspection to be made by the Secretary of Agriculture do not apply to animals slaughtered by any farmer on the farm and sold and transported as inter-state or foreign commerce, nor to any retail butcher or retail dealer in meat and meat food products supplying his customers. It is impossible for the agent of the carrier to know of his own knowledge whether a person offering meat for inter-state shipment is a farmer or a retail butcher or dealer. Accordingly, the Department, in con-

ference with representatives of the principal transportation lines of the United States, determined that the only practical way to handle the matter was to require a certificate for every inter-state or foreign shipment of meat or meat food products. Under the regulations, if a person desires the inter-state transportation of meat or meat food products which have been inspected and passed and so marked, he is required to deliver to the carrier, at the time the meat is offered for shipment, a certificate stating that the meat has been inspected and passed and so marked.

"A retail butcher or a retail dealer is required to submit his plant to sanitary inspection by the Department. If the plant proves to be sanitary and the business is of a character that can properly be called retail, he receives an exemption permit from the Secretary of Agriculture. Two thousand five hundred and fifty permits of this nature have been issued, allowing retail butchers and retail dealers to supply their customers in inter-state trade. When the shipment of a retail butcher or a retail dealer is offered for inter-state transportation the retailer is required to give a certificate to the carrier that he is a retail butcher or a retail dealer; that he is shipping the meat to supply a customer, and that the meat is sound, healthful, wholesome and fit for human food. These certificates are delivered in duplicate to the carrier, who transmits one copy to the Department of Agriculture, where the amount and description of the shipment are listed against the permit, and thus the Department is informed exactly of the character and amount of the shipments made by each retail butcher or retail dealer under permit. When a farmer desires to ship in inter-state commerce he certifies to the carrier that he is a farmer; that the carcasses are those of animals killed by him on his farm, and that the meat is sound, healthful, wholesome and fit for human food. The farmer does not need a permit from the Department of Agriculture. The forms of certificates are furnished, and usually filled in, by the agents of the carriers, and all that is required from the shipper is his signature. However, if any person sells, or offers for sale or transportation, in inter-state or foreign commerce, any meat or meat food products which are diseased, unsound, unhealthful, unwholesome, or otherwise unfit for human food, knowing that such meat or meat food products are intended for human consumption, he is guilty of a misdemeanor and is subject to fine and imprisonment. The Secretary is authorized to require inspection from any farmer or retail butcher or retail dealer, notwithstanding the exception of these classes by the law."

ESTABLISHED 1876

We Buy

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

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

We Sell All Kinds

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

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

Noiseless Tip Matches

made in Saginaw, are the **best matches to buy, sell and use.**

Write for Prices to

C. D. Crittenden Co., Distributors for Western Michigan.

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

Get Our Price Before You Ship Your

ROLL BUTTER

STROUP & CARMER, GRAND RAPIDS, MICH.

CALIFORNIA LEMONS

Car just in. Quality fine. Prices \$3.25 to \$3.75 according to size and grade.

C. L. Reed & Co.

Both Phones

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

We carry a complete line of

**Square and Stable Blankets
Plush and Fur Robes and Fur Coats**

Write for our prices

SHERWOOD HALL CO., Ltd., Grand Rapids, Mich.

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.



Michigan Knights of the Grip.
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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.

Why Short Trips May Be Preferred.

Everything else being equal, I think it is a better plan for the salesman to make frequent trips, meeting each of his customers oftener, than to make one or two long trips a year, supplying customers with larger stocks.

The obvious reason for this is that the plan of making frequent calls keeps the customer more closely in touch with the salesman and with his house. The salesman who appears at short intervals is never forgotten by his customer; his goods are never out of the customer's mind.

Of course, the salesman who makes long trips can keep his business and his claims to preference fresh in the customer's mind through the medium of correspondence, catalogue matter, advertisements, etc. But still the advantage lies with the salesman who makes the short trips. He is able to talk with a customer face to face, find out the latter's point of view and apply the particular arguments best calculated to win him over—arguments which the customer might overlook, or slight, if they were presented to him by means of catalogue, advertisement or letter from the salesman's house.

The question of traveling expenses is one of the most important factors in deciding whether or not it is the wisest plan to make short trips instead of long.

It is self-evident that it would be foolish to send a salesman through his territory twice to secure a certain amount of business when the same amount might be secured on one trip at half the traveling expense. If by making frequent calls the salesman can get enough more business to warrant the extra expense involved, it is clear that the plan of making short trips is best.

It is the sales manager's duty to decide such matters according to his judgment. At the same time the salesman should be thoroughly acquainted with the policy of his manager, and if he is required to go back over his territory at frequent intervals he should know the reason in doing this—all the conditions that make it the preferable method—so that he can conform his work more intelligently to the policy which his manager has decided upon.

There is another thing to be said in favor of the short trip. There are many dealers in a small way of business who would not feel justified in placing a large order—one sufficient to keep them supplied for three or four months. They place small orders

experimentally, and do business first with one house and then another until they have made sure which is going to give them the most satisfactory service. Some of these dealers are bound to prosper; it can be expected that their accounts will be double in the future what they amount to to-day. In view of this potential growth it is wise for any house to protect its connection with them by sending its salesmen at frequent intervals to take the small orders which best suit such customers' convenience.

One thing may be mentioned in favor of the long trip; that is its bearing on the mail order business of the salesman's firm. Customers who place large orders with him get in the habit of handling his line of goods and would find it inconvenient to make changes; they know that they shall not see him after an order has been placed until several months have elapsed—therefore when the stock needs to be replenished it is the natural thing for them to order from that salesman's house by mail, and mail orders are desirable, because the traveling expense is not incurred in getting them.

The long trip aids the firm in building up its mail order business, while the plan of making short trips at frequent intervals does not result in the securing of orders by mail.

The increase of net profits is the first and the vital aim. If a frequent canvass of territory results in enough more business the factor of economy can be eliminated; or, rather, it will prove economical to incur the greater expense.

One hears constant repetition of the advice to salesmen: "Know your goods." But this advice falls short of our requirements, and any house should demand more of a salesman than a mere letter-perfect acquaintance with each item in his line.

There is a fund of collateral information which a salesman ought to draw upon constantly in his work.

To illustrate: Our line is athletic goods and sporting goods, and our salesmen sell baseballs among other things. It is not enough for the salesman to know everything there is to know about baseballs from a technical standpoint—the method of manufacture, the material used, their superiority in this respect or that compared with other baseballs. It is quite as essential that the salesman should know the game of baseball and be able to talk this subject from a sportsman's standpoint, and with the infectious enthusiasm of a sportsman.

Perhaps the customer carries drugs, toilet articles and athletic goods. At the time of our salesman's call his mind may be occupied with his trade in drugs or in toilet articles, and for a moment they seem the paramount consideration. Now, if the salesman were simply to suggest replenishing the stock of baseballs and begin harping on the excellence of the baseballs he had to sell the customer would not be stimulated to any degree of interest. He might resignedly consider placing a small order, perhaps. But the importance of this question would be dwarfed out of

all proportion owing to the fact that the question of drugs or toilet articles was uppermost in his mind.

Under these conditions a salesman has small chance if his selling talk is confined to the merits of some particular baseball. The customer does not find it worth while to dispute or confirm his assertions, but compromises the matter by giving a small order and dismissing the salesman. But if the salesman is prepared not only to talk baseball but baseball sport—if he can make his customer forget everything else for the moment but the great and glorious game—there is a chance of the interview terminating in a sizeable order for baseballs and the voluntary promise of the dealer to push this article with his trade, and to remember the salesman when he finds it necessary to reorder.

The psychology of this is very simple. The customer in his enthusiasm over baseball—not baseballs in their commercial relation—has forgotten everything else. He warms up to the salesman as to a brother sportsman. Patent medicines and nail files cease for the moment to play a part in his calculations. He feels that every man in the world must share the enthusiasm for baseball which animates him. These men will need supplies to pursue their sport—it is his happy privilege to supply them at a profit. He feels a little ashamed of the fact that the community in which he lives has bought more drugs of him than sporting goods, and he resolves that he will set his townsmen on the right track by forcing sporting goods on their attention. After they see a fine display of sporting goods in his establishment they will discuss sports at home, in the street and in amusement places. This discussion will awaken a desire to engage in sport; this desire being unanimous will lead to the organization of sportsmen with an aim in view and an immediate need of supplies. Hence, the dealer sees in his mind's eye a never-before-paralleled demand upon the resources of his stock. He sees possibilities; not the vague, glittering possibilities of the line, but the actual interest of the customer in some specific item—the enthusiasm of that customer, and his manifesting this enthusiasm by spending good money to purchase the dealer's goods.

This train of thought is, of course, assisted by the salesman and it is, moreover, an unconscious process on the part of the customer. All he realizes is that sporting goods have become the paramount issue in his business. At this point he is prepared to listen intelligently to what the salesman knows about baseballs and to discuss them from a technical and commercial standpoint, as he never would have done if the salesman had not talked baseball to him first.

The same rule applies in the majority of businesses. The piano salesman who talks pianos and nothing more, even although he talks them with a wonderful proficiency, will lose many customers whom he might as well have sold—and these,

buying elsewhere at less advantage, will be well pleased.

They will have gathered the impression that the selection of a piano depends on more technical points than they had ever dreamed of. This makes buying a responsibility, and the sense of responsibility is sufficiently irksome to make them forget the eagerness and interest with which they started out.

Now, the second salesman talks to them, but he begins on music, not some particular make of piano. He has an intimate knowledge of the great performers and the great composers. He is able to throw out scraps of information which are keenly interesting to the prospect. The prospect's interest in the subject of music revives. His desire for a piano increases proportionately. This salesman has shown that he has similar tastes, ideals and standards; he has placed himself on a fraternal footing, and the customer has confidence in him. The sale is easy.

The salesman has a chance before the order is given to tell what he knows about pianos from a technical standpoint, but not until the one to whom he tells it is prepared to hear and to believe.

A salesman to whom a decoy duck is nothing more than an "item in his line" is not the man who will make big sales and keep making more of them, even if he is unfailingly able to prove that his decoy duck is better than other people's decoy ducks. A salesman to whom his decoy duck typifies sport—who can't look at one without recalling the marsh and the lake, the sights and sounds and odors of the open, and, feeling again the excitement of the days he has spent hunting ducks, is the man who is sure of a hearing from every customer who has tasted similar delights.

It isn't enough for you to show that the item you sell is the best of its kind and well worth the price. It is for you to show that articles of the kind you sell are of supreme importance to the customer, and that, of its kind, the article you sell has its special advantages.—C. S. Lincoln in Salesmanship.

Landed One.

"Pensler, the writer, has had a story accepted at last."

"Possible?"

"Yes. He went home at 2 o'clock last night with an awful yarn, and his wife believed it."

The Livingston Hotel

will be headquarters
for the

**Michigan Retail Grocers'
and General Merchants'
Association**

when the Ninth Annual Convention
is held in Grand Rapids

Feb. 12, 13 and 14

OUT WITH THE OLD

And in With the New Officers of M. K. of G.

Jackson, Jan. 22—The officers and boards of directors of the Michigan Knights of the Grip held their first meeting of the year at the Hotel Downey, Lansing, last Saturday.

Secretary Day reported the receipts of his office as follows:

General fund	\$1,261 00
Death fund	2,490 00
Promotion fund	35 00

Treasurer Kelly reported the balances on hand in the various funds as follows:

General fund	\$1,121 93
Death fund	1,306 35
Employment and relief fund	27 52
Promotion fund	40 50

Both reports were accepted and placed on file.

The following bills were allowed and orders drawn to pay same:

Acorn Press, printing	\$ 4 50
Office supplies for Secretary ..	50
Secretary's salary	189 30
Treasurer's salary	75 72
Expense of Board meeting ..	54 73

Moved and supported that an order be drawn on the Treasurer for \$50 for stamps for Secretary. Carried.

The following death claims were allowed and warrants drawn on the Treasurer to pay the same:

George F. Sanford, claim of Hugh S. Sanford, Jackson; Roy Hamilton Stephens, claim of Henry T. Stephens, Detroit; Maria Patton, claim of Geo. D. Patton, Fort Wayne; Minnie Ennis, Mary Neikirk, Carrie Zeis and Wm. B. Ennis, claim of Jno. B. Ennis, Republic, Ohio.

Moved and supported that an order be drawn on the Treasurer from the relief fund for \$30 for six weekly payments of \$5 each for W. A. Van Alstine. Carried.

The Secretary reported there was no further business to be transacted by the Board of Directors for 1906.

President Klockslem closed the meeting with an appropriate address, thanking the officers and members of the Board for the many courtesies extended to him and the harmony with which the Board has worked the past year, and the efforts made by them to further the interests of the M. K. of G. He introduced the new President and bespoke for him the same courtesies he had received, and welcomed the members of the new Board.

It was moved and supported that a vote of thanks be extended to the retiring President, H. C. Klockslem, and members of the Board, C. W. Stone, Kalamazoo, and C. W. Hurd, Flint. Carried.

The meeting thereupon adjourned sine die.

At 1 p. m. the meeting was called to order by the new President, F. N. Mosher, Port Huron. All members of the Board were present except M. C. Empey, Bay City.

President Mosher entered upon his new duties with a very appropriate address, after which he appointed the committees for the following year:

Finance—H. P. Goppelt, Saginaw; A. A. Weeks, Grand Rapids; J. C. Wittliff, Port Huron.

Printing—M. C. Empey, Bay City;

J. J. Frost, Lansing; N. B. Jones, Detroit.

Railroad—E. P. Waldron, Saginaw; H. C. Klockslem, Lansing; E. J. Schreiber, Bay City.

Legislative—J. J. Frost, Lansing; L. M. Mills, Grand Rapids; M. S. Brown, Saginaw.

Hotel—J. D. Robinson, Flint; T. I. Furlong, St. Ignace; Chas. J. Harris, Petoskey.

Bus and Baggage—E. P. Burtch, Detroit; J. C. Sonnenberg, Saginaw; F. A. Aldrich, Jackson.

Employment and Relief—F. L. Day, Jackson; J. H. Cummings, Muskegon; Wallace A. Murray, Port Huron.

Chaplain—Chas. S. Scofield, Fenton.

Sergeant-at-Arms—Samuel Schafer, Saginaw.

Moved and supported that an assessment of \$2 be levied on the Association, called March 1 and closing March 31, to be known as assessment No. 1, 1907. Carried.

Moved and supported that the bonds of the Treasurer and Secretary be accepted. Carried.

Secretary Day moved that the next Board meeting be held in Bay City at Hotel Republic the first Saturday in March. After some discussion it was decided that all future Board meetings of the year should be held at the home of the Secretary.

The Board thereupon adjourned to meet in Jackson the first Saturday in March. Frank L. Day, Sec'y.

Gripsack Brigade.

Harry Mayer, formerly with A. E. Brooks & Co., succeeds Walter Baker as traveling representative for the Hanselman Candy Co., of Kalamazoo.

Traverse City Eagle: A. G. Buchman, formerly employed as drug clerk at the American drug store, has resigned his position and will go on the road for Nelson, Baker & Co., of Detroit. He will either cover the Upper Peninsula and the northern portion of the Lower Peninsula or part of the Western States.

Adrian Telegram: C. V. Campbell, for twelve years a successful wire fence traveler, will retire from the road, and to that end has purchased a half interest in the feed store of Carruth & Co., corner of North Main and Front streets, Archie Boyd retiring. Mr. Campbell until last fall traveled for Page, and since for the American Fence Co. He went out to-day to close up some business for the American Fence Co. His family has continued to reside here during his traveling.

A new face is seen among the traveling force of Farrand, Williams & Clark (Detroit), which has scarcely known a change in fifteen years. C. H. Ayers, of Traverse City, is the new man. He will have the northwestern part of the State. Mr. Ayers was with a Manistee house for some years, and is well known to the trade. At present he is covering the territory of W. W. Kenyon, of Howell, who is sick. John F. Smith, one of the inside men who is in touch with the territory, is out on Mr. Kenyon's territory this week.

Movements of Michigan Gideons.

Detroit, Jan. 22—L. E. Allison, Pullman, Illinois, was in Detroit last Saturday and attended the Gideon meeting at the Y. M. C. A. with Frank A. Vernor, C. H. Joslin, Chas. M. Smith, A. C. Holmes and Aaron B. Gates. He gave an interesting address at the Volunteers of America in the evening.

J. D. Kirkpatrick, of Kokomo, Ind., was in this city last Sunday and attended W. R. Newell's opera house meeting, "Why the Wicked Prosper," and as he is about six feet six, he was tall enough to see that he did not want to prosper in this way. Chas. M. Smith gave a short address at the close of this service and every word seemed one of love and cheer. Brother Smith always has

A Pocketful of Sunshine.

A pocketful of sunshine

Is better far than gold,

It drowns the daily sorrow

Of the young and of the old.

It fills the world with pleasure,

In field, and lane, and street,

And brightens every prospect

Of the people that we meet.

A pocketful of sunshine

Can make the world akin,

And lift a load of sorrow

From the burdened backs of sin.

Defusing light and knowledge

Through thorny paths of life,

It gilds with silver lining

The stormy clouds of strife.

John H. Nicholson was in the city one day last week. His mother is at her home, slowly passing to her reward, and is being cared for by a brother of Mr. Nicholson. Mrs. Nicholson has been ill for some months with cancer, and the past few weeks has been a great sufferer.

F. A. Montgomery, Adrian, B. S. Shaw, Grand Rapids, J. P. Johnson, Detroit, George N. Johnson, Saginaw, and W. R. Fox, of the Fox Typewriter Co., Grand Rapids, have withdrawn from the Gideon organization.

Lansing Camp has invited the next State Gideon convention, which will be held the last of April, to that city.

L. Vanderlinder, Lansing, George A. Fricke and L. H. Richardson, of Flint, were at Manchester last week and started the first whisper of "State convention," which will vibrate as soon as our State President, Henry F. Huntley, Grand Rapids, directs the "Music." Aaron B. Gates.

History of a Growing House.

Saginaw, Jan. 22—At the annual meeting of the stockholders of Waldron, Alderton & Melze, the following directors were elected: Geo. A. Alderton, A. C. Melze, E. P. Waldron, O. D. Gilbert, C. W. Taylor, H. B. Washburn, Geo. H. Hillman. At a subsequent meeting of the directors the following officers were elected:

President—Geo. A. Alderton.

Vice-President—A. C. Melze.

Secretary—H. B. Washburn.

Manager—O. D. Gilbert.

The business was established Sept. 10, 1895, by Jennings, Lacey & Co., with a capital stock of \$32,000. On Aug. 12, 1899, E. P. Waldron entered

the house and became a director and manager. On Dec. 22, 1900, the name was changed to Waldron, Alderton & Melze. Mr. Melze entered the house on Feb. 4, 1900. The corporation now has a capitalization of \$100,000 and has done a volume of business of \$350,000 during the past year. This is the only wholesale boot and shoe house in the Saginaw Valley and its five traveling salesmen cover Eastern Michigan. The firm has been under energetic management and has done much to strengthen the jobbing interests of Saginaw.

Recent Trade Changes in the Hoosier State.

South Bend—Jasper Hutchinson has purchased the stock of C. L. Bruce, who has operated a meat market for several years. The new proprietor has taken possession.

Goshen—Blough Bros. & Mehl have purchased the stock of five and ten cent goods in the Kindig block and will move their hardware stock to that place and close out the stock purchased.

Elkhart—Horton & Thomas have met financial reverses, it being necessary to sell the stock in the north end recently purchased of H. A. Knevels to the original owner. Mr. Knevels had since opened another store and will now consolidate the two stocks. E. A. Skinner has been appointed receiver for the south end store upon the application of the National Grocer Co., of South Bend, its claim being \$105.43. There are many other creditors.

St. Johns Man Locates in Grand Rapids.

At the annual meeting of the stockholders of the Rapid Heater Co., held Monday evening, the following directors were elected: N. W. Mather, A. B. Knowlson, C. P. Baker, W. J. Loomis and E. A. Stowe. The directors subsequently elected the following officers:

President—E. A. Stowe.

Vice-President—A. B. Knowlson.

Secretary—Wm. J. Loomis.

Treasurer—Chas. P. Baker.

Mr. Baker has recently removed to this city from St. Johns, where he was engaged in the drug business for many years under the style of Travis & Baker. He has acquired a substantial interest in the Rapid Heater Co. and will devote his entire time to the duties of his new position.

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

Buffalo, Jan. 23—Creamery, fresh, 25@30c; dairy, fresh, 20@24c; poor to common, 17@20c; roll, 20@23c.

Eggs—Fancy candled, 27@28c; choice, 26c; cold storage, 23@24c.

Live Poultry—Springs, 10@11½c; fowls, 10@11½c; ducks, 14@15c; old cox, 9c; geese, 12@13c; turkeys, 15@17c.

Dressed Poultry—Fowls, 11@12c; chickens, 12@13c; old cox, 9c; turkeys, 16@19c; ducks, 15@16c; geese, 12@13c.

Beans—Pea, hand-picked, \$1.45; marrow, \$2.25@2.40; mediums, \$1.50@1.60; red kidney, \$2.25@2.40; white kidney, \$2.40@2.50.

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



Michigan Board of Pharmacy.
President—Henry H. Heim, 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.

Milk Purified by Hemase.

A couple of German scientists have devised a method of milk purification which they apparently believe is a desirable substitute for pasteurization. From a recent description of it in the *Beitrag zur Klinik der Tuberkulose* this belief of its inventors is not easy to understand. The treatment to which the milk is subjected not only seems to be complicated and more or less expensive but involves the addition of a powerful germicide, a mode of purification which has never been popular, even in the case of drinking water.

Details of the new process are as follows: The cow is milked into a sterilized pail, in the bottom of which is a small amount of peroxide of hydrogen. The pail is covered and set aside for from six to eight hours. After this it is heated to 52 degrees centigrade (about 125 degrees Fahrenheit.) Then a special ferment called hemase, prepared from the blood of cattle, is added. This after two hours is said to destroy all of the hydrogen peroxide, and the milk is then ready for use.

Milk subjected to this treatment is not, it is said, altered in taste, and can be kept sweet for twenty-one days. The further statement (not easy to believe) is made that the whole process adds but a cent a quart to the cost of the milk. This disinfection would probably kill any tubercle bacilli that might be present, and most other undesirable germs. But there is a strong and not unjustifiable prejudice against the use of any chemical germicide in food products for human consumption, and when, besides such a drug, another foreign substance has to be added in the shape of a catalytic body derived from cow's blood, this particular would be further intensified. It seems rather improbable, therefore, that the hydrogen peroxide-hemase method of milk purification, however effective it may be in the laboratory, will prove popular as a practical process for use in the dairying industry.

Women in Japanese Factories.

In the Mikado's mills the operatives swarm. Nearly all are women and girls—the great majority girls, who, as a rule, work only from six to eighteen months, or long enough to purchase their wedding outfit. In the management of the mill there is

a part survival of the old feudal system, the paternal method whereby the man at the head is the father of his people and responsible for their welfare. Some companies build dormitories in the Japanese style, which are in the form of squares, with a court in the center and two stories high. Each set of girls is in the care of a matron. The buildings and surroundings are clean, well lighted and convenient. A hospital with regular sections and nurses is provided, also a hospital for infectious diseases. A large, one story, cement floor room is fitted up for a dining hall. There is no Sunday rest, but the majority of mills have two holidays—the 1st and the 15th. The engine in many starts at 6 o'clock the morning of the 2d and runs continuously until 6 o'clock the morning of the 15th, then starts at 6 o'clock the morning of the 16th and runs continuously until 6 o'clock the morning of the 1st. This is as near perpetual motion as men and machines can stand. The hands take thirty minutes for dinner in rotation, and spare hands take the place of each batch, so there is no stop for dinner. Some mills have come to see the material good that comes from having one day in seven for rest and observe four rest days every month, in addition to about ten national holidays through the year.

Preserving the Forms of Flowers.

The flowers may fade, but their forms shall remain if they are bronzed in the new Brussels fashion. An attempt at metalizing objects was known in the industrial world as long ago as 1811, when unsuccessful efforts were made with fruits and flowers and other articles. After six years of laborious research and experiments H. Minge and C. Arzano have perfected the art and have built a factory wherein can be metalized even so delicate a thing as lace or a fragile rose in full bloom. The object is to preserve articles equal to cast bronze at one-eighth the price, and to fix immutably the incomparable forms which Nature imparts to flowers, leaves, fruits and insects. The objects are placed in a secret bath, where they remain for from twenty-four to seventy-two hours, according to their nature.

How To Make Mimeograph Ink.

The ink used for the mimeograph copying process is of a pasty character and almost any good stencil ink will answer the purpose. The following formula has been suggested: Take of shellac, 2 ozs.; borax, 2 ozs.; water, 25 ozs.; gum arabic, 2 ozs.; Venetian red, lampblack, Prussian blue, or any desired coloring substance, a sufficiency. Boil the shellac and borax with some water until they are dissolved, add the gum arabic and withdraw from the fire. When the solution has become cold complete to 25 ozs. with water and add more of the coloring substance to bring the ink to a suitable consistency. Aniline colors ground with dextrin mucilage or some other adhesive substance have also been suggested.

W. Mixton.

Flattery always has something up its sleeve.

Cystogen, Formin and Hexamethylenamin Compared.

Dr. Edward P. Stimson, in the *Journal of the American Pharmaceutical Association*, writes: "I have just received samples of cystogen from St. Louis. The price is \$1 an ounce. Why should not the physician keep himself posted in the current prices of preparations and not be imposed on by these firms who are filling the shelves of the druggist and the table of the physician with goods under some fanciful name when the same thing can be obtained from some reputable manufacturer at about one-sixth of the price. For example, Mallinckrodt lists hexamethylenamin at 17 cents an ounce, \$1.75 a pound, while Merck lists the same preparation, under the trade name of formin, at the same price. The Cystogen Chemical Company state that its product is "a preferred product of hexamethylene tetramine remarkably free from irritating properties." The name appears to be synonymous of hexamethylenamin of the U. S. P.

Liebig's Extract Man in Trouble.

James Walker, a New York manufacturer's agent for an extract of beef, was recently arrested, charged with violating the new pure food inspection bill. Dr. Houck, of the Department of Agriculture, was the Government's principal witness. He testified that the extract sold by Walker was absolutely pure. It then developed that Walker was using a label with which he had stamped his goods for the last ten years, but to which the new bill objected. The defendant used the inventor's name on his label. The new law regulating the sale of pure food products states that no label may be used without having first been passed upon and accepted by the Department of Agriculture. Counsel for Mr. Walker stated that their client's label had been accepted by the Government for many years, and that a decision of the Court of Appeals established the legality of anyone making and selling the original inventor's extract of beef.

Removing Stains Caused by Protargol.

Bichloride of mercury will discharge the color of protargol solutions. We might also state that bichloride of mercury has been used for years for the removal of silver stains from linen, etc., a common method of procedure being to immerse the cloth for a few minutes in a solution of 25 grams of bichloride chloride and 10 grams of bichloride of mercury in 2 liters of water, and then rinse in pure water. Protargol is a silver albumose.

Joseph Lingley.

Fictitious Names Used on Labels.

Fictitious names can not be used on food and drug products, according to a decision of the Secretary of Agriculture, who holds that the use of a fictitious name in such a manner that it would be understood to be the name of the manufacturer would be clearly a violation of the law. The regulations under which the pure food law will be enforced require that goods must be actually

manufactured by the firm represented on the label.

Another ruling was announced relative to the use of flavoring extracts. It is to the effect that articles in the preparation of which substitutes are employed should not be labeled as if they were prepared from standard flavors or from the fruits themselves. For example: Syrup flavored with imitation strawberry flavor should not be designated as "strawberry syrup." Artificial colors must be declared on the label whenever present.

The Drug Market.

Opium—Is very steady in primary markets and has advanced here.

Quinine—Has again been advanced 3c by the manufacturers on account of higher price for the bark at the last Amsterdam auction.

Cocoa Butter—Has again advanced and is tending higher on account of higher prices abroad.

Glycerine—Is very firm and advancing.

Menthol—Is tending higher. It is now being sold for less than cost of importation.

Balsam Peru—Is very firm and advancing.

Wahoo Bark of Root—Is in better supply and has declined.

Oil Bergamot—Has again advanced and is tending higher.

Oil Peppermint—Is steady at the price noted.

Oil Wintergreen Leaf—The enormous demand for this article has caused a scarcity and an advance.

Roman Chamomile—Has again advanced and is tending higher.

Gum Camphor—Is in a very firm position and another advance is looked for.

Blue Vitriol—Is tending higher on account of an advance in copper.

Sabadilla Seed—Is scarce and tending higher.

Clearing Medicated Waters.

I find an improvement in clearness by cutting off an inch or two of the top of the double filter papers that are used, and cutting that up in fine pieces to use in absorbing the oil from the graduate and assist in protecting the filters when the boiling water is turned on. You remember the method? Equal quantities of oil, alcohol and glycerin mixed and spread upon a double filter, then turn onto the filter the full quantity of boiling water and return several times while cooling, but do not in any case make enough to last longer than a week or two. J. K. Williams.

The darkest horror of all is to become so hardened by night as to be blind to the light of love.

VALENTINES

LATEST AND BEST

Wait for travelers or send for catalog. We claim to have the best line on the road and would like to "show you."

FRED BRUNDAGE

Wholesale Drugs and Stationery
MUSKEGON, MICH.

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copaiba	1 50	1 60	Scillae Co	7	50
Aceticum	6	Cubebae	1 35	1 40	Tolutan	7	50
Benzoicum, Ger.	70	Evechthitos	1 00	1 10	Prunus virg	7	50
Boracic	7	Erigeron	1 00	1 10			
Carbolicum	25	Gaultheria	2 25	2 35	Tinctures		
Citricum	52	Geranium	oz	75	Anconitum Nap's R	60	50
Hydrochlor	8	Gossipii Sem gal	70	75	Anconitum Nap's F	60	50
Nitricum	8	Hedeoma	3 00	3 10	Aloes	60	50
Oxalicum	10	Juniperia	40	1 20	Arnica	60	50
Phosphoricum, dil.	44	Lavandula	90	60	Aloes & Myrrh	60	50
Salicylicum	13	Linum	1 30	1 35	Asafoetida	60	50
Sulphuricum	13	Mentha Piper	3 00	3 25	Atrope Belladonna	60	50
Tannicum	75	Mentha Verid	50	60	Aurant Cortex	60	50
Tartaricum	38	Morrhuae gal	1 25	1 60	Benzoin	60	50
		Myrica	3 00	3 50	Benzoin Co	60	50
Ammonia		Olive	75	80	Barosma	60	50
Aqua, 18 deg.	4	Picis Liquida	10	12	Cantharides	75	50
Aqua, 20 deg.	6	Picis Liquida gal	7	35	Capiscum	50	50
Carbonas	13	Ricina	1 06	1 10	Cardamon	75	50
Chloridum	12	Rosmarini	1 00	1 00	Cardamon Cr	75	50
Aniline		Rosae oz	5 00	6 00	Castor	1 00	50
Black	2 00	Succini	40	45	Cinchona	50	50
Brown	80	Sabina	90	1 00	Cinchona	50	50
Red	45	Santal	4	50	Cinchona Co	60	50
Yellow	2 50	Sassafras	90	95	Columbia	60	50
		Sinapis, ess. oz.	70	65	Cubebae	60	50
Baccae		Tigil	1 10	1 20	Cassia Acutifol	50	50
Cubebae	22	Thyme	40	50	Cassia Acutifol Co	50	50
Juniperus	8	Thyme, opt	40	60	Digitalis	50	50
Xanthoxylum	30	Theobromas	15	20	Ergot	50	50
					Ferri Chloridum	35	50
Balsamum		Potassium			Gentian	50	50
Copaiba	65	Bi-Carb	15	18	Gentian Co	60	50
Peru	60	Bichromate	13	15	Gulaca	60	50
Terabin, Canada	60	Bromide	25	30	Gulaca ammon	60	50
Tolutan	35	Carb	12	15	Hyoscyamus	60	50
Cortex		Chlorate	12	14	Iodine	75	50
Abies, Canadian	18	Cyanide	34	38	Iodine, colorless	75	50
Cassia	20	Iodide	2 50	2 60	Kino	50	50
Cinchona Flava	18	Potassa, Bitart pr	30	32	Lobelia	50	50
Buonymus atro.	60	Potass Nitras opt	70	10	Myrrh	50	50
Myrica Cerifera	20	Potass Nitras	60	8	Nux Vomica	50	50
Prunus Virgin.	15	Prussiate	23	26	Opil	75	50
Quillaja, gr'd	12	Sulphate po	15	18	Opil, camphorated	75	50
Sassafras	25				Opil, deodorized	1 50	50
Ulmus	36				Oplesia	50	50
Extractum		Radix			Rhatany	50	50
Glycyrrhiza, Gla.	24	Aconitum	20	25	Rhei	50	50
Glycyrrhiza, po.	28	Althae	80	85	Rangulania	60	50
Haematox	11	Anchusa	10	12	Serpentaria	60	50
Haematox, 1s	13	Arum po	70	75	Stromonium	60	50
Haematox, 1/2s	14	Calamus	20	40	Tolutan	60	50
Haematox, 1/4s	16	Gentiana po 15	12	15	Valerian	60	50
Haematox, 1/8s	16	Glycyrrhiza pv 15	18	18	Veratrum Veride.	50	50
		Hydrastis, Canada	1 00	1 00	Zingiber	20	20
Carbonate Precip.	15	Hydrastis, Can. po	2 00	2 00			
Citrate and Quina	2 00	Hellebore, Alba.	12	15	Miscellaneous		
Citrate Soluble	55	Inula, po	18	22	Aether, Spts Nit 3f 30	35	35
Ferrocyanidum S	40	Ipecac, po	2 50	2 60	Aether, Spts Nit 4f 34	38	38
Solut. Chloride	15	Iris plox	35	40	Alumen, grd po 7	30	30
Sulphate, com'l	2	Jalapa, pr	25	30	Antimony, 40	50	50
Sulphate, com'l, by	70	Maranta, 1/2s	30	35	Antimony, po	40	50
bbl. per cwt.	7	Podophyllum po.	15	18	Antimony et po T	40	50
Sulphate, pure	70	Rhei	75	100	Antipyrin	60	25
		Rhei, cut	1 00	1 25	Antifebrin	60	20
Flora		Rhei, pv	75	100	Argent Nitras oz	58	58
Anemone	15	Spigella	1 45	1 50	Arsenicum	100	12
Anthemis	40	Sanuginari, po 18	50	55	Balm Gilead buds	60	65
Matricaria	40	Serpentaria	50	55	Bismuth S N...	85	90
		Senega	85	90	Calcium Chlor, 1s	9	9
Folia		Smlax, off's H.	48	48	Calcium Chlor, 1/2s	10	10
Barosma	35	Smlax, M.	75	75	Calcium Chlor 1/4s	12	12
Cassia Acutifol,	15	Scillae po 45	20	25	Cantharides, Rus	75	75
Tinnevely	25	Symplocarpus	25	25	Capsci Fruc's af	20	20
Cassia, Acutifol,	25	Valeriana Eng	15	20	Capsci Fruc's po	22	22
Salvia officinalis,	18	Valeriana, Ger.	15	20	Cap'i Fruc's B po	15	15
1/2s and 1/4s	18	Zingiber a	12	14	Carphylus	22	25
Uva Ursi	8	Zingiber j	22	25	Carmin, No. 40.	24	25
Gummi		Semen			Cera Alba	50	55
Acacia, 1st pkd.	65	Anisum po 20	16	16	Cera Flava	40	42
Acacia, 2nd pkd.	65	Apium (gravel's)	13	15	Crocus	30	40
Acacia, 3rd pkd.	35	Bird, 1s	4	6	Cassia Fructus	35	35
Acacia, sifted sts.	28	Carul po 15	12	14	Centaria	10	10
Acacia, po.	45	Cardamon	70	90	Catechu	32	32
Aloe Barb	22	Coriander	12	14	Chloroform	32	32
Aloe, Cape	25	Cannabls Sativa	7	8	Chloro'm Squibbs	30	30
Aloe, Socotri	45	Cydonium	75	100	Chloral Hyd Crsl	35	60
Ammoniac	55	Echinopodium	25	30	Chondrus	20	25
Asafoetida	35	Dipterix Odorate.	80	100	Cinchonidine P-W	38	48
Benzoinum	50	Foeniculum	7	9	Cinchonidie Germ	38	48
Catechu, 1s	13	Foenugreek, po.	7	9	Cocaine	3 05	3 30
Catechu, 1/2s	18	Lini	4	6	Corks list D P Ct.	75	75
Catechu, 1/4s	13	Lini, gr'd. bbl. 2 1/2	3	6	Cresotum	45	45
Comphorae	1 30	Lobelia	75	80	Creta, bbl 7f	2	2
Muphorbium	40	Pharlaris Cana'n	9	10	Creta, prep	9	11
Galbanum	100	Rapa	5	6	Creta, precip	9	11
Gamboge	1 35	Sinapis Alba	7	9	Creta, Rubra	8	8
Gummi	35	Sinapis Nigra	9	10	Crocus	1 50	1 60
Tragacanth	70				Cudbear	24	24
		Spiritus			Cupri Sulph	8 1/2	12
Herba		Frumentum W D.	2 00	2 50	Dextrine	7	10
Abinthium	4 50	Frumentum	1 25	1 50	Emery, all Nos.	7	8
Eupatorium oz pk	20	Juniperis Co O T	65	62	Emery, po	6	6
Lobelia	20	Juniperis Co	1 75	63	Ergota	60	65
Majorum	23	Saccharum N E	1 90	1 20	Ether Sulph	70	80
Mentra Pip. oz pk	28	Spt Vini Galli	1 75	65	Flake White	12	15
Mentra Ver. oz pk	28	Vini Oporto	1 25	2 00	Gambler	8	8
Rue	39	Vina Alba	1 25	2 00	Gelatin, Cooper.	8	8
Tanacetum V.	22				Gelatin, French	35	60
Thymus V. oz pk	25				Glassware, fit box	75	75
Magnesia		Sponges			Less than box	70	70
Calcined, Pat	55	Florida Sheeps' wool	3 00	3 50	Glue, brown	11	13
Carbonate, Pat.	18	Nassau sheeps' wool	3 50	3 75	Glue white	15	25
Carbonate, K-M.	18	Velvet extra sheeps' wool, carriage.	2 00	2 00	Glycerina	13	13
Carbonate	18	Extra yellow sheeps' wool, carriage.	1 25	1 25	Grana Paradisi.	25	25
		Grass sheeps' wool, carriage	1 25	1 25	Humulus	35	60
Oleum		Hard, slate use.	1 00	1 00	Hydrarg Ch. Mt	90	90
Abinthium	4 90	Yellow Reef, for slate use	1 40	1 40	Hydrarg Ch Cor	85	85
Amygdalae, Dulc.	60				Hydrarg Ox Ru'm	90	90
Amygdalae, Ama	8 00	Syrups			Hydrarg Amm'o	71	71
Anisi	1 85	Acacia	90	90	Hydrarg Ungue'm	50	60
Aurant Cortex	2 75	Aurant Cortex	60	60	Hydrargyrum	90	75
Bergamii	3 35	Zingiber	60	60	Ichnyobolla, Am.	90	100
Caliputi	85	Ferri Iod	50	50	Indigo	75	100
Carvophilli	1 40	Rhei Arom	50	50	Iodine Resubi	3 85	90
Cedar	50	Smlax Off's	50	60	Iodoform	3 90	40
Chenopadii	3 75	Senega	50	50	Lupulin	40	40
Cinnamon	1 35	Sylla	50	50	Lycopodium	70	75
Citrinella	65						

Liquor Arsen et		Rubia Tinctorum	12@ 14	Vanilla	.....9 60@	
Hydrarg Iod	@ 25	Saccharum La.s.	22@ 25	Zinci Sulph	.....7@ 8	
Liq Potass Arsinat	10@ 12	Salacin	.....4 50@ 45			
Magnesia, Sulph.	2@ 3	Sanguis Drae's.	40@ 50			
Magnesia, Sulph bbl	@ 1%	Sapo, W	.....13 1/2@ 16			
Mannia, S F	.....45@ 50	Sapo, M	.....10@ 12			
Menthol	.....2 90@ 3 00	Sapo, G	.....15@ 18			
Morphia, S P & W	2 45@ 2 70	Sedlitz Mixture	20@ 22			
Morphia, S N Y Q	2 45@ 2 70	Sinapis	.....@ 18			
Morphia, Mal.	2 45@ 2 70	Sinapis, opt	.....@ 30			
Noschus Canton.	@ 40	Snuff, Maccaboy,				
Myristica, No. 1	28@ 30	DeVoes	@ 51			
Nux Vomica po 15	@ 10	Snuff, S'h DeVoe's	@ 51			
Os Sepia	.....25@ 28	Soda, Boras	9@ 11			
Pepsin Saac, H &		Soda, Boras, po.	9@ 11			
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28			
Picis Liq N N 1/2		Soda, Carb.	1 1/2@ 2			
gal doz	@ 2 00	Soda, Bi-Carb	.....@ 5			
Picis Liq qts	@ 1 00	Soda, Ash	3 1/2@ 4			
Picis Liq. pints.	@ 60	Soda, Sulphas	.....@ 2			
Pil Hydrarg po 80	@ 50	Spts. Cologne	@ 2 60			
Piper Nigra po 22	@ 18	Spts. Ether Co.	56@ 55			
Piper Alba po 35	@ 30	Spts. Myrcia Dom	@ 2 00			
Pix Burgum	@ 8	Spts. Vini Rect bbl				
Plumbi Acet	12@ 15	Spts. V'l Rint 1/2 gal	@			
Pulvis Ip'e et Opil	130@ 1 50	Spts. V'l R't 10 gal	@			
Pyrethrum, bxs H		Spts. V'l R't 5 gal	@			
& P D Co. doz	@ 75	Strychnia, Cryst'l	1 05@ 1 25			
Pyrethrum, pv	20@ 25	Sulphur Subl	2 1/2@ 4			
Quassiae	8@ 10	Sulphur, Roll	2 1/2@ 3 1/2			
Quina, S P & W	24 @ 34	Tamarinds	8@ 10			
Quina, S Ger	.....24 @ 34	Percehenth Venice	28@ 30			
Quina, N. Y.	.....24 @ 34	Theobromae	65@ 70			

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Canned Goods	Canned Goods
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Jelly	Jelly
J	Licorice	Licorice
K	Matches	Matches
L	Meat Extracts	Meat Extracts
M	Mince Meat	Mince Meat
N	Molasses	Molasses
O	Mustard	Mustard
P	Nuts	Nuts
Q	Olives	Olives
R	Pipes	Pipes
S	Pickles	Pickles
T	Playing Cards	Playing Cards
U	Potash	Potash
V	Provisions	Provisions
W	Rice	Rice
X	Salad Dressing	Salad Dressing
Y	Saleratus	Saleratus
Z	Salt Soda	Salt Soda
AA	Salt	Salt
AB	Salt Fish	Salt Fish
AC	Seeds	Seeds
AD	Shoe Blacking	Shoe Blacking
AE	Snuff	Snuff
AF	Soap	Soap
AG	Soda	Soda
AH	Soups	Soups
AI	Spices	Spices
AJ	Starch	Starch
AK	Syrups	Syrups
AL	Tea	Tea
AM	Tobacco	Tobacco
AN	Twine	Twine
AO	Vinegar	Vinegar
AP	Wickling	Wickling
AW	Woodenware	Woodenware
AX	Wrapping Paper	Wrapping Paper
AY	Yeast Cake	Yeast Cake

Col	1	2
1	ARCTIC AMMONIA	Oysters
2	AXLE GREASE	Plums
3	Baked Beans	Peas
4	BAKED BEANS	Pineapple
5	BATH BRICK	Pumpkin
6	BLUING	Raspberries
7	BROOMS	Russian Caviar
8	BUTTER COLOR	Salmon
9	CANDLES	Sardines
10	CANNED GOODS	Succotash
11	APPLES	Strawberries
12	BLACKBERRIES	Tomatoes
13	BEANS	Gallons
14	BROOK TROUT	CARBON OILS
15	CLAMS	Barrels
16	CORN	Perfection
17	CRACKERS	Water White
18	CREAM TARTAR	D. S. Gasoline
19	DRIED FRUITS	Gas Machine
20	EGGS	Deodor' Nap'a
21	FISH AND OYSTERS	Cylinder
22	FLOUR	Engine
23	FRESH MEATS	Black, winter
24	GELATINE	CEREALS
25	HERBS	Breakfast Foods
26	JELLY	Bordeau Flakes
27	LICORICE	Ormeau of Wheat
28	MATCHES	Egg-O-See
29	MEAT EXTRACTS	Excellor Flakes
30	MINCE MEAT	Excellor, large pkgs.
31	MOLASSES	Force, 36 lb.
32	MUSTARD	Grape Nuts
33	NUTS	Malta Ceres
34	OLIVES	Malta Vita
35	PIPES	Mapl-Flake
36	PICKLES	Pillsbury's Vitos
37	PLAYING CARDS	Ralston
38	POTASH	Sunlight Flakes
39	PROVISIONS	Sunlight Flakes
40	RICE	Vigor
41	SALAD DRESSING	Voigt Cream Flakes
42	SALERATUS	Zest
43	SALT SODA	Zest, 20 2lb.
44	SALT	Zest, 36 small pkgs.
45	SALT FISH	Crescent Flakes
46	SEEDS	One case
47	SHOE BLACKING	Five cases
48	SNUFF	One case free with ten cases
49	SOAP	5 1/2 cases
50	SODA	One-fourth case free with 2 1/2 cases
51	SOUPS	Freight allowed
52	SPICES	Roller C
53	STARCH	Roller Avenna
54	SYRUPS	Steel Cut
55	TEA	Monarch
56	TOBACCO	Monarch, 90 lb. sacks
57	Twine	Quaker
58	Vinegar	Quaker, 18-2
59	Wickling	Quaker, 20-5
60	Woodenware	Cracked Wheat
61	Wrapping Paper	CATSUP
62	Yeast Cake	Columbia
63		Snider's quarts
64		Snider's pints
65		Snider's 1/2 pints
66		Snider's 1/4 pints
67		CHEESE
68		Acme
69		Carson City
70		Elsie
71		Emblem

3	4	5
Gem	Cocoanut Drops	Raisins
Ideal	Cocoanut Honey Cake	London Layers
Jersey	Cocoanut H'y Fingers	Cluster, 5 crown
Peerless	Dixie Sugar Cookie	Loose Muscatels, 2 cr
Riverside	Fruit Honey Squares	Loose Muscatels, 4 cr
Springdale	Frosted Cream	L. M. Seeded, 1 lb. 10 1/2 @ 11
Warner's	Fig Sticks	L. M. Seeded, 1/2 lb.
Brick	Ginger Gems	Sultanas, bulk
Leiden	Graham Crackers	Sultanas, package @ 9 1/2
Limburger	Ginger Snaps, N. B. C.	FARINACEOUS GOODS
Pineapple	Hazelnut	Beans
Sap Sago	Hippodrome	Dried Lima
Swiss, domestic	Honey Cake, N. B. C.	Med. Hd Pk'd
Swiss, imported	Honey Fingers, As Ice	Brown Holland
	Honey Jumbles	Farina
	Household Cookies As 8	24 1lb. packages
	Iced Honey Crumpets	Bulk, per 100 lbs.
	Imperial	Hominy
	Jersey Lunch	Flake, 50lb. sack
	Jamaica Gingers	Pearl, 200lb. sack
	Kream Klips	Pearl, 100lb. sack
	Lady Fingers	Maccaroni and Vermicelli
	Lemon Gems	Domestic, 10lb. box
	Lemon Biscuit Sq.	Imported, 25lb. box
	Lemon Wafer	Pearl Barley
	Lemon Cookie	Common
	Malaga	Chester
	Mary Ann	Empire
	Marshmallow Walnuts	Peas
	Muskegon Branch, Iced	Green, Wisconsin, bu.
	Molasses Cakes	Green, Scotch, bu.
	Mouthful of Sweetness	Split, lb.
	Mixed Picnic	Sago
	Mich. Frosted Honey	East India
	Newton	German, sacks
	Nu Sugar	German, broken pkg.
	Nic Nacs	Tapoca
	Oatmeal Crackers	Flake, 110 lb. sacks
	Okay	Pearl, 130 lb. sacks
	Orange Slices	Pearl, 24 lb. pkgs.
	Orange Gems	FLAVORING EXTRACTS
	Pineapple Cakes, Asst.	Foot & Jenks
	Pineapple Honey	Coleman's Van. Lem.
	Plum Tarts	2 oz. Panel
	Pretzels, Hand Md.	3 oz. Taper
	Pretzellettes, Hand Md.	No. 4 Rich. Blake
	Pretzellettes, Mac Md.	Jennings
	Raisin Cookies	Mexican Extract Vanilla
	Revere, Assorted	No. 2 Panel D. C.
	Richwood	No. 4 Panel D. C.
	Rube	No. 6 Panel D. C.
	Scotch Cookies	Taper Panel D. C.
	Snow Creams	1 oz. Full Meas. D. C.
	Snowdrop	2 oz. Full Meas. D. C.
	Spiced Gingers	4 oz. Full Meas. D. C.
	Spiced Gingers, Iced	Jennings
	Sultana Fruit	Winter Wheat Flour
	Sugar Cakes	Local Brands
	Sugar Squares, large or small	Patents
	Superba	Second Patents
	Sponge Lady Fingers	Straight
	Urchins	Second Straight
	Vanilla Wafers	Clear
	Vienna Crimp	Graham
	Waverly	Ruckwheat
	Water Crackers (Bent & Co.)	Rye
	Zanzibar	Subject to usual cash discount
	In-er Seal Goods.	Flour in barrels, 25c per barrel additional
	Almond Bon Bon	Worden Grocer Co.'s Brand
	Albert Biscuit	Quaker, paper
	Animals	Quaker, cloth
	Breemner's Bu. Wafers	Eclipse
	Butter Thin Biscuit	Kansas Hard Wheat Flour
	Cheese Sandwich	Judson Grocer Co.
	Cocoanut Macaroons	Fanchon, 1/2s cloth
	Cracker Meal	Spring Wheat Flour
	Faust Oyster	Roy Baker's Brand
	Fig Newtons	Golden Horn, family
	Five O'clock Tea	Golden Horn, baker's
	Frosted Coffee Cake	Calumet
	Frotana	Wisconsin Rye
	Ginger Snaps, N. B. C.	Judson Grocer Co.'s Brand
	Graham Crackers	Ceresota, 1/2s
	Lemon Snaps	Ceresota, 1/2s
	Marshmallow Dainties	Ceresota, 1/2s
	Oatmeal Crackers	Lemon & Wheeler's Brand
	Oysterettes	Wingold, 1/2s
	Pretzellettes, H. M.	Wingold, 1/2s
	Royal Toast	Wingold, 1/2s
	Saltine	Pillsbury's Brand
	Saratoga Flakes	Best, 1/2s cloth
	Seymour Butter	Best, 1/2s cloth
	Social Tea	Best, 1/2s cloth
	Soda, N. B. C.	Best, 1/2s paper
	Soda, Select	Best, 1/2s paper
	Sponge Lady Fingers	Best, wood
	Sultana Fruit Biscuit	Worden Grocer Co.'s Brand
	Uneda Biscuit	Laurel, 1/2s cloth
	Uneda Jinger Wafers	Laurel, 1/2s cloth
	Uneda Milk Biscuit	Laurel, 1/2s & 1/4s paper
	Vanilla Wafers	Laurel, 1/2s
	Water Thin	Wykes & Co.
	Zu Zu Ginger Snaps	Sleepy Eye, 1/2s cloth
	Zwieback	Sleepy Eye, 1/2s cloth
	CREAM TARTAR	Sleepy Eye, 1/2s paper
	Barrels or drums	
	Boxes	
	Square cans	
	Fancy caddies	
	DRIED FRUITS	
	Apples	
	Sundried	
	Evaporated	
	California Prunes	
	100-125 25lb. boxes	
	90-100 25lb. boxes	
	80-90 25lb. boxes	
	70-80 25lb. boxes	
	60-70 25lb. boxes	
	50-60 25lb. boxes	
	40-50 25lb. boxes	
	30-40 25lb. boxes	
	1/2c less in 50lb. cases	
	Corsican	
	Currants	
	Imp'd 1 lb. pkg.	
	Imported bulk	
	Peel	
	Lemon American	
	Orange American	

6	7	8	9	10	11
Meal Bolted 2 30 Golden Granulated 2 50 St. Car Feed screened 19 50 No. 1 Corn and Oats 19 50 Corn, cracked 18 50 Corn Meal, coarse 18 50 Winter Wheat Bran 22 00 Winter Wheat Midg 22 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linseed Meal 29 00 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 20 00 Brewers Grains 22 50 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 40 00 Less than carlots 41 00 Corn Carlots 48 00 Less than carlots 49 00 Hay No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 15 00 Hops 15 00 Laurel Leaves 15 00 Senna Leaves 25 00 JELLY 5 lb. pails, per doz. 1 85 15 lb. pails, per doz. 85 30 lb. pails, per doz. 75 LICORICE Pure 30 00 Calabria 23 00 Sicily 14 00 Root 11 00 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 75 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 60 Bulk, 2 gal. kegs 1 65 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover, assorted 1 20 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Fat Black 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 15 50 Brisket, clear 20 00 Pig 20 00 Clear Family 15 50 Dry Salt Meats S. P. Bellies 12 Bellies 11 1/4 Extra Short 9 Smoked Meats Hams, 12 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 13 Ham, dried beef sets 15 California Hams 10 Picnic Boiled Ham 14 Boiled Ham 19 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure 10 1/2 80 lb. tubs advance 1/2 50 lb. tubs advance 1/2 50 lb. tins advance 1/2 20 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2 5 lb. pails advance 1	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 8 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 10 Rolls, dairy 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 20 @ 2 50 Potted ham, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 RICE Screenings 4 @ 4 Fair Japan 4 @ 5 Choice Japan 4 @ 5 1/2 Imported Japan 4 @ 5 Fair La. hd. 4 @ 6 Choice La. hd. 4 @ 6 1/2 Fancy La. hd. 4 @ 6 1/2 Carolina, ex. fancy 5 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, small, 2 doz. 3 35 Snider's, small, 2 doz. 3 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 3/4 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Hallbut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian 3 75 Round, 100lbs. 1 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 4 00 Mess, 40lbs. 3 00 Mess, 10lbs. 1 00 Mess, 8lbs. 1 00 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 4 50 100lb. 5 25 @ 4 50 50lb. 1 12 @ 60 10lb. 1 12 @ 60 8lb. 92 @ 50 SEEDS 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 8 Poppy 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small 1 75 Bixby's Royal Polish 9 @ 11 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 43 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Ivory, 6 oz. 3 00 Ivory, 10 oz. 4 00 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marshall's, 100 cakes 5 80 Marshall's, 100 cakes 5c 4 00 Marshall's, 100 ck toilet 4 00 A. B. Wisley Good Cheery 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 00 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 115-20 35 Nutmegs, Singapore, blk. 30 Pepper, Singp. white 25 Pepper, Singp. white 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 28 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 27 Pepper, Singp. white 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 5 @ 1/2 40 and 50lb. boxes 3 1/4 @ 3 1/2 Barrels @ 3 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/4 dz. in case 1 90 10lb. cans 1/2 dz. in case 1 75 5lb. cans 3/4 dz. in case 1 85 2 1/2lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, fancy 32 Regular, choice 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 30 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 40 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Hidsick 38 Root Jack 38 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Clagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 39 Yum Yum, 1 1/2 oz. 44 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 35 Plover Boy, 3 1/2 oz. 35 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 36 Air Brake 30 Cant Hook 30 Country Club 32-34 Fore-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star 12 Pure Cider, Robinson 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 50 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 32 Core No. 2 fillers 15sets 1 30 Core mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common brush holder 85 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 18-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 18-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 18-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Lewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 30 Single Peerless 3 00 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @ 16 No. 1 Whitefish @ 14 Trout @ 14 Halibut @ 12 Ciscos or Herring @ 10 Bluefish @ 12 Live Lobster @ 30 Boiled Lobster @ 30 Cod @ 12 Haddock @ 12 Pike @ 12 1/2 Pike @ 9 Perch, dressed @ 10 Smoked, White @ 12 1/2 Red Snapper @ Col. River Salmon @ 16 Mackerel @ 20 HIDES AND PELTS Hides Green No. 1 10 1/2 Green No. 2 9 1/2 Cured No. 1 12 1/2 Cured No. 2 11 1/2 Calfskins, green, No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 14 Calfskins, cured No. 2 12 1/2 Pelts Old Wool 30 Lambs 75 @ 1 25 Shearings 50 @ 1 00 Tallow No. 1 @ 5 1/4 No. 2 @ 4 1/4 Wool Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 1 1/2 Standard H H 1 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Old Time Sugar stick 50 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 7 1/2 Cut Leaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 Fon Cream 9 1/2 Star 11 Hand Made Cream 15 Fremio Cream mixed 13 O F Horehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 Sail Dias Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolate 13 Eureka Chocolate 13 Quintette Chocolate 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Rat Cream Opera 12 Rat Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 20 Fancy—in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. LT. and Dark No. 12 1 00 Butter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons 65 String Kock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 2 75 Ten Strike No. 1 6 04 Ten Strike No. 2 6 04 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 2 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts @ 13 Cal. No. 1 13 Walnuts, soft shelled @ 16 Walnuts, Grenoble @ 15 Table nuts, fancy @ 15 Pecans, Med. @ 16 Pecans, ex. large @ 18 Pecans, Jumbos @ 20 Hickory Nuts per bu. Ohio new @ 5 Cocanuts @ 5 Chestnuts, New York State, per bu.

Special Price Current

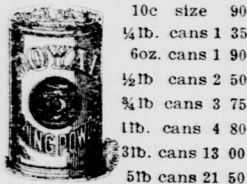
AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas25
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
28 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass4 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds6 @ 7
Chunks5 @ 6 1/2
Plates1 1/2 @ 5 1/2
Others3

Pork

Loins@ 11 1/2
Dressed@ 8 1/2
Boston Butts@ 9 1/2
Shoulders@ 9
Leaf Lard@ 10
Trimnings@ 8 1/2

Mutton

Carcass@ 8
Lambs@ 13
Spring Lambs

Veal

Carcass6 @ 8

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s. B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co. Grand Rapids
Lee & Cadv. Detroit; Sym-
ons Bros & Co. Saginaw
Brown Davis & Warner
Jackson; Godsmark, Du-
rand & Co. Battle Creek
Wielbach 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 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large24

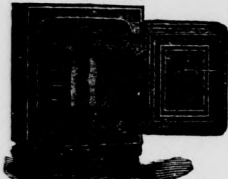
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

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

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.

The Twins McCaskey and Multiplex

The McCaskey Account Register

and

The Famous Multiplex

Duplicate and Triplicate
Sales Books

Beat the World for Handling Accounts.

Manufactured only by

The McCaskey Register Co.

Alliance, Ohio

J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids

Agencies in all Principal Cities

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Wanted—Reliable party to rent first floor 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

For Sale—\$2,000 bazaar stock. Good business. Bargain for cash. Owner has other business. Address Lock Box 280, Boyne, Mich. 509

For Sale—Drug stock, \$1,800. Only one in good booming town of 500. Doing \$5,000 annual business. Good reasons for wishing to sell. Address No. 508, care Michigan Tradesman. 508

For Sale—A nice clean stock of hardware with tinshop in connection, doing a good business in Southern Wisconsin, county seat, within a rich farming country. Only two hardware stores in the city. Stock of \$4,200. This will bear your investigation. Address Charles Freligh, Elkhorn, Wis. 507

For Sale—Old-established candy store, ice cream parlor and news-stand. Up-to-date in town near Grand Rapids. Reason for selling, other business. Address "Good," care Michigan Tradesman. 506

Butcher's Boston Polish is the best finish made for floors and interior woodwork. Not brittle; will not scratch or deface like shellac or varnish. Send for free booklet. For sale by dealers in paints, hardware and house furnishings. The Butcher Polish Co., 356 Atlantic Ave., Boston, Mass. 505

For Sale—Twelve room hotel and saloon in growing town of about 500. The only saloon in town; established six years; reason for selling, other business. Buyer must have \$3,500 cash, no agents. Address F. L. Myers, Montgomery, Ill. 502

For Sale—Crockery, chinaware, confectionery, soda fountain and fixtures with lease. Best location in town. Cobb & Scott, Middleville, Mich. 499

For Sale—100 acres finest level black land in Indiana, near town and rural delivery, telephone, good gravelled road. Paid more than 20 per cent. annually on the investment for past six years and will do better in years to come. Price \$10,000. Easy terms. Address J. S. McEntaffer, Nappanee, Ind. 498

For Sale—First-class shoe store in Calumet, Mich. Invoices \$30,000. Will sell for \$25,000. Best location in the city. Doing the largest retail shoe business in the copper country. Reason for selling, retiring from business. The Bee Hive Shoe Store, Evan Thomas, Prop., Calumet, Mich. 497

For Sale—Cheap, if taken at once, \$3,000 stock general merchandise, located in good thriving town. Building for sale or rent. Best location in town. Ill health reason for selling. Terms cash. C. A. Goetze, Carver, Minn. 496

For Sale—General stock of groceries and meat. Good business and good location, Illinois town, 17,000 inhabitants. Rent \$200 per year. Invoices about \$1,000. Selling account ill health. Address No. 495, care Michigan Tradesman. 495

House furnishing store, doing a profitable business in city of 8,000 people. Invoices about \$12,000. Owner obliged to leave home on account of ill health. Will sell right. Write at once, Warner & Company, Benton Harbor, Mich. 494

Safe Wanted—A second-hand fireproof safe, with burglar-proof chest, medium size. Give size, condition, make and price to C. F. Brown, Alma, Mich. 510

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

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

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 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

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 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—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—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

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

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—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 invoice 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

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

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 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, 1918, 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

POSITIONS WANTED

Position Wanted—By young man with eight years' experience in hardware store. Would like position with wholesale hardware company as salesman. Satisfactory references. Address No. 501, care Michigan Tradesman. 501

Position Wanted—Young man with experience desires position in retail clothing store; speaks English and German; will give good references. Address Box 93, Marengo, Iowa. 503

Position Wanted—Clerk, experienced in shoe and general store. Single. Have references. Position of trust desired. Address No. 486, care Tradesman. 486

Wanted—Position as clerk in a grocery store. Can furnish very best of references. Address No. 483, care Michigan Tradesman. 483

Wanted—By man 34, hustler, position as traveling salesman, staple line. Experienced. Satisfactory reference. Address No. 436, care Michigan Tradesman. 436

HELP WANTED.

Agents wanted to sell copper mining stock in a copper mine that will very soon be a shipper. Reference and experts' reports furnished. Address The Panhandle Copper Mining & Smelting Co., Ltd., Priest River, Idaho. 500

Wanted—Immediately, several Grand Forks men or vicinity, under 35, to prepare for coming spring railway mail clerk examinations. Good prospects. 457 Inter-State Bldg., Cedar Rapids, Iowa. 504

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. 492

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

Immediately, young men, bright, from Michigan, to prepare for entrance examinations for railway mail clerks. Good prospects. Particulars free. 457 Inter-State Bldg., Cedar Rapids, Ia. 437

Wanted—Stenographer and assistant book-keeper for general store work. Young man. Send references. Cobbs & Mitchell, Inc., Springvale, Mich. 422

Want Ads. continued on next page.

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

SIXTEEN HOURS ONLY.

One of the most important measures now under consideration in the United States Senate is Senate bill No. 5,133, presented during the last session of the Senate by Mr. La Follette and intended to regulate the hours of labor of railroad employees—legislation by which the employment of railroad operatives for an undue length of time may be controlled.

The bill in question limits the service of railroad operatives to sixteen consecutive hours, and in its behalf petitions from forty-three different states have been filed with the committee having the measure in charge. With these petitions is a record of those cases reported by the railway companies of the country under the Act of 1901 to the Inter-state Commerce Commission, of which 130 were collisions, twenty-two were derailments and seventy were for a variety of accidents. In these 222 cases ninety persons were killed and 308 persons were injured. In these instances there were 174 cases where conductors, engineers or firemen had been on continuous duty for seventeen hours or more. And of these seventy-three had been on continuous duty twenty hours or more, there being two instances where the men had been without rest for forty-three hours.

It is to prevent this long-continued duty that Senator La Follette's bill is designed, for as he put it to the Senate: "I pause for a moment to say that while this bill limits the service to sixteen consecutive hours, I would be glad, indeed, to see adopted a bill with a much shorter limitation. Whatever rest may be allotted to a man preceding sixteen hours of continuous service, it is hardly rational to expect from that man a full and complete command of all his powers; and if there be any service in which men engage where the concentration of all the faculties, where the greatest alertness of the mind, where the largest possible reserve of vitality are absolutely essential to the discharge of that service, it is surely in this very important work of conducting the trains which carry the passengers of this country upon the railroads."

The opposition to the bill is strong and it is claimed that a large share of this opposition is inspired by the railway companies. Indeed, blank forms of resolutions opposing any legislation on the matter are in the hands of many of the Senators, sent to them by railroad employees who are their constituents, and charging flatly that these resolutions have been sent to them, to be adopted by them, by the railway companies by which they are employed.

The most important claim in opposition is that the bill, in its practical effect, turns over the question of hours of employment upon every railroad, long or short, in the United States, to Federal legislation, and so to Federal litigation in Federal courts. It will no longer rest within the province of state legislation or within the jurisdiction of state courts.

The real necessity of such a measure, if one can be framed that is truly effective, is the protection of

the traveling public; and to accomplish this result so that it will operate with equal success in all parts of the country—so that the railroad employees west of the Mississippi River, whose earnings are based on mileage, and those other railway employees who receive stated salaries, because of comparatively short and easy runs, will enjoy its benefits equally—will be a very difficult matter.

Kalamazoo Grocers To Hold a Food Show.

Kalamazoo, Jan. 22—Kalamazoo is soon to have a pure food exhibition which will be the first of its kind ever held in this city. The Kalamazoo Retail Grocers' Association is back of the proposition and the people of the city will be given a chance to become acquainted with the manufacturing and the ingredients used in the preparation of "ready to eat" foods. The leading manufacturers in this line will be invited to send exhibitions. Other features connected with the exhibition will make it entertaining as well as instructive.

A meeting of the Grocers' Association was held at the Auditorium Monday night and was one of the largest attended meetings of the winter. The principal business to come before the Association was the matter of the pure food show, which will be held either during the last of February or the first part of March, and will continue for a period of ten days.

The object of the exhibition is to give the public a chance to see how prepared foods are manufactured. It is explained that the makers of the popular brands of prepared foods are anxious to demonstrate their manufacture.

The show will probably be held either in the new Phelps and Bigelow building or in the store formerly occupied by the Benjamin Temple of Music. The committee in charge of the arrangements is also planning to have some form of amusement, such as vaudeville acts in connection with the exhibition. A small admission fee will be charged.

The following committee will have charge of the arrangements: L. Hoekstra, E. H. Priddy and A. W. Walsh. This committee was given power to act and will go ahead with the work as rapidly as possible.

At the meeting Monday night it was also decided to revise the "dead beat" list. This is a list which is kept by the Grocers' Association and contains the names of people in this city who do not pay their debts. The same list has been in use for nearly two years and the executive committee of the Association will hold a special meeting next Monday night for the purpose of reconstructing it.

The annual meeting of the retail grocers of the State will be held in Grand Rapids on February 12, 13 and 14, inclusive. Information from Grand Rapids states that there will be at least 400 grocers in attendance. The Kalamazoo Association will send ten delegates to this convention and many more may attend. H. J. Schaberg, President of the local Association, will probably be one of the speakers of the convention. His picture will appear on the program.

Live Notes from a Live Town.

Lansing, Jan. 22—Hugh Lyons & Co. have increased their capitalization from \$100,000 to \$150,000, and also extended its corporate existence for a period of thirty years from the time of its organization in 1894.

At the annual meeting of the Rikerd Lumber Co., held last week, all the old officers and directors were re-elected.

The Genesee Fruit Co. has awarded a contract for a new smokestack, boiler room and foundation to Martin E. Fitzpatrick, the work to be commenced at once.

Lawrence Ockenfield, of Kansas City, has come to this city to accept the superintendency of the bread department of the Lawrence bakery.

The plumbing firm of W. W. Armstrong & Co., consisting of W. W. Armstrong and F. H. Dougherty, has dissolved partnership, Mr. Dougherty retiring to open a shop of his own at 115 Washtenaw street, East.

The Capital Castings Co., maker of high grade gray iron castings for gasoline engines, held its annual meeting Saturday afternoon. O. D. Hardy was elected President, G. H. Ziegler, Vice-President, E. D. Cole Secretary and Treasurer, and M. C. Knight Manager.

Seth A. Tubbs, who was private Secretary to Auditor General Bradley, has resigned that position to engage in the hardware business at Eaton Rapids, buying an interest in the business of Charles Minnie.

The Omega Separator Co. has brought action against John A. May, trustee, to cancel a mortgage. While acting as trustee for the Crystal Creamery Co. Mr. May is alleged to have refused to have a certain mortgage cancelled when the property had been purchased by the present company until he had been paid for his services. He asks \$2,000.

The newly-organized King Plaster Co. has elected John Bohnet President, E. C. Ewer Vice-President, Leonard Seeley Secretary and H. M. Rogers Treasurer. Several locations for the factory are being considered, but as yet none has been decided upon, although it is the intention to have the factory in operation within ninety days. The business already in sight is sufficient to keep the institution running at its capacity, which will be forty tons daily.

James A. Turner and John Raider, Superintendents of the tempering department and the machine department, respectively, of the lately acquired Michigan Screw Co., have removed from Detroit to permanently take up their residence in this city.

Mrs. Harry E. Bradner entertained the Ladies' Auxiliary of Post A. Michigan Knights of the Grip, at her home, 214 Seymour street, last Wednesday afternoon. After a business session, at which twenty ladies were present, 500 was played, the first prize being won by Mrs. J. D. Powers and Mrs. John A. Weston winning the consolation.

The National Grocer Co. entertained eight of its salesmen at dinner at the Wentworth one evening last week.

The Business Men's Committee having in charge the arrangements

for the annual smoker and election of officers are sending out 1,000 invitations and it is fully expected this will be one of the greatest meetings the Association has ever held.

Geo. A. Toolan.

Preliminary Arrangement for the Convention.

Grand Rapids, Jan. 22—Kindly announce in your next issue that the State Convention Committee has obtained the following hotel rates:

The Livingston (convention headquarters) rates, \$2 to \$4.

The Cody, directly opposite headquarters, rates, \$2 to \$4.

Morton House, \$2.50 and up.

The Pantlind, \$1 and up, European plan.

Bridge Street House, \$1 and \$1.25.

Clarendon Hotel, strictly European, rates 50 cents, 75 cents and \$1.

Arrangements have also been made for one and one-third fare on all railroads. For further information address Homer Klap, Secretary, 120 West Broadway, Grand Rapids, Mich. Homer Klap.

The annual banquet will be held at the Armory on the evening of Feb. 13. E. A. Stowe will act as toastmaster and responses will be made by N. H. Branch, of Jackson, H. J. Schaberg, of Kalamazoo, and others. In responding to the invitation, Mr. Schaberg wrote as follows:

"Your favor received last Friday and up to the present time I have been raking over my teeming brain for a subject that would give vent to the wisdom and wit that is surging and throbbing in my head. Although I could talk for hours with pleasure, yet you may put me down for a five-minute dissertation on the Grocer's Heaven and Texas. I will state that I feel greatly honored by being placed on your programme and my best efforts will be to make good. It is my intention to obtain a copy of Dante's Inferno, Milton's Paradise Lost and with Hostetter and Ayer's works, which I have on hand, I think I can do the subject to a grocer's finish. I will expect you to provide for a body of police to protect my safety. And you will kindly have the toastmaker put the boys next that I dislike flowers or any substitute for them. You will oblige me, also, by having my friends, F. W. Fuller, W. K. Plumb, L. John Witters and F. L. Merrill, promise for your sake not to throw any knives, forks or plates at the close of this particular number. I would also suggest that you engage Tom. Percival to sing at the close of my remarks the pretty ballad, "Mother, Mother, Pin a Rose on Me."

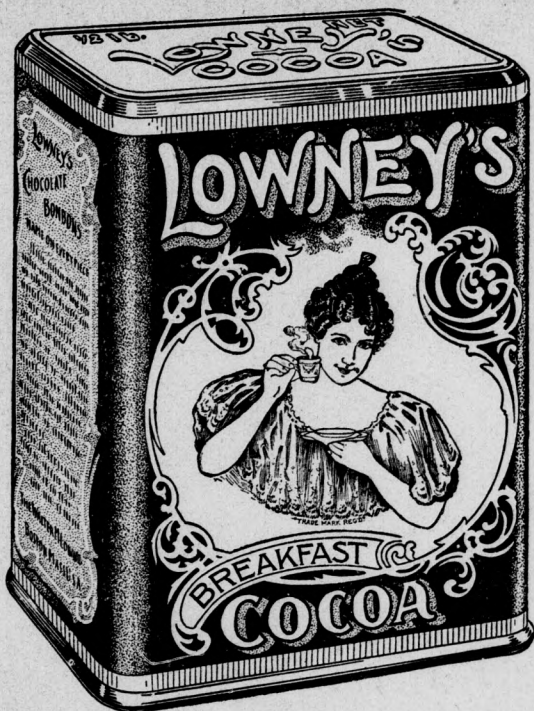
There are lots of people busy scheduling the trials they get from heaven in the hope of escaping the taxes they owe to earth.

BUSINESS CHANCES.

Position wanted by registered pharmacist. Several years' experience. Can give reference. Give full particulars and salary paid, in first letter. Address "Salol," care Michigan Tradesman. 513

For Sale—One 35-horse power high speed engine. In first-class condition. A rare bargain if taken at once. H. M. Reynolds Roofing Co., Grand Rapids, Mich. 512

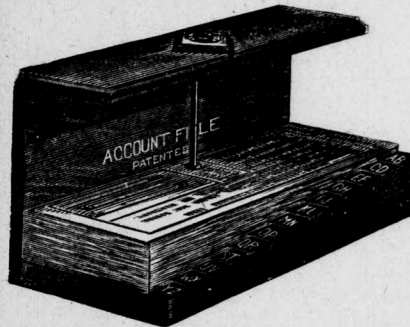
For Sale—Flourishing general store in Genesee Co. Good thing. Address No. 511, care Michigan Tradesman. 511



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.

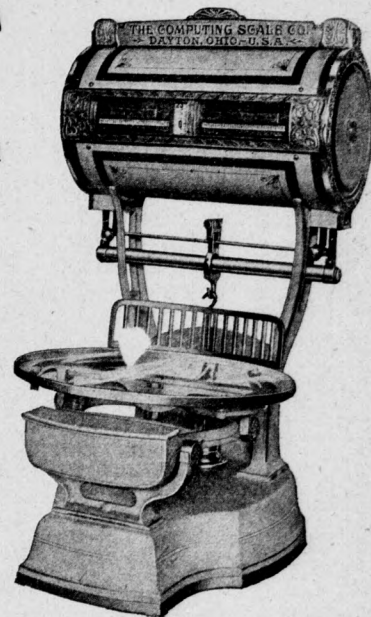
Let MONEYWEIGHT Scales stop the loss and *pay for themselves.*

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.....

Full or Half Package of Our Great
"Harvest Assortment"
 Of Fine White Ironstone Porcelain

Shipped From Ohio Warehouse

You can change the assortment as desired, putting in any pieces needed in your stock.



Homer Laughlin's

celebrated ware. Absolutely the best, the toughest and most highly finished ware of this class made. Not to be compared with common American goods.

Build Up Your Crockery Trade

You can only secure this trade by this class of ware, NEVER by trash bought just because it's cheap.

Full Package Contains

24 sets Fancy Teas.....	\$0 36	\$8 64
3 dozen Pie Plates.....	41	1 23
12 dozen Breakfast Plates.....	58	6 96
3 dozen Coupe Soups.....	58	1 74
6 dozen Fruit Saucers.....	27	1 62
1 dozen Bowls, 30s.....	72	72
2 dozen Oyster Bowls.....	72	1 44
1 dozen 7-inch Bakers.....	1 08	1 08
1 dozen 8-inch Bakers.....	1 62	1 62
2 dozen 7-inch Scallops.....	1 08	2 16
2 dozen 8-inch Scallops.....	1 62	3 24
1/2 dozen 8-inch Platters.....	90	45
1 dozen 10-inch Platters.....	1 62	1 62
1 dozen Covered Chambers.....	4 32	4 32
1/2 dozen Ewers and Basins, roll edge.....	8 64	4 32
1 dozen Jugs, 36s (creamers).....	90	90

Total for Full Packages \$42.06

Total for Half Packages \$21.03

Packages at Cost

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 White Granite

Has no equal—no competition.



Large St. Denis Teas

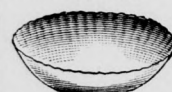
	per doz.
Unhandled.....	\$0 67
Handled.....	72
Cups only, unhandled.....	34
Cups only, handled.....	42

Plates

	per doz.
5 inch, (Pie) actual size 7 in.....	\$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

Bargains In White Granite

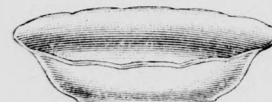
Staple articles that are in demand every day and can be sold at a big profit.



5 inch Fancy Oatmeal Saucer

in white granite selected seconds, neatly embossed and actually measuring 6 inches.

24c per dozen



Imported

Holland Nappies or Scallops

Plain white, embossed border, finely glazed.

	per doz.
7 inch. Actual size 7 1/4 in.....	\$0 90
8 inch. Actual size 9 in.....	1 20
9 inch. Actual size 10 in.....	1 50

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

We will gladly quote you prices on

Stoneware

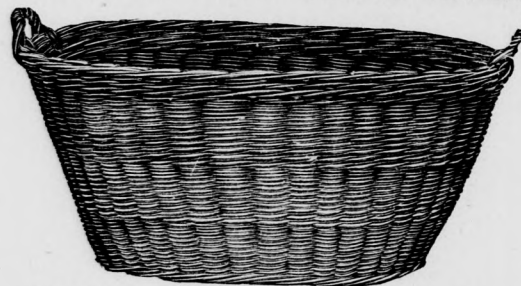
for early Spring delivery.

We carry the

Best Ohio Stock

We deliver it at your station at factory prices.

High Grade Willow 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

Ask us to quote you our lowest prices on

"Mason" Fruit Jars

for Spring delivery.

We handle only the very best

Ball Bros. Machine Made Jars

the only reliable make on the market.

We Make NO CHARGE For Package and Cartage

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

We Make NO CHARGE For Package and Cartage