

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 30, 1907

Number 1219



Every gift of noble origin is breathed upon by Hope's perpetual breath.

Wordsworth

Roosevelt was right when he said that the only one who never makes mistakes is the one who never does anything. Preserve us from him, from the man who eternally wants to hold the scales even, so never gets done weighing---never hands anything over the counter. Take him away and put red blood into his veins and let the rest of us go ahead and make our mistakes---as few as we can, as many as we must---only let us go ahead.

Jacob H. Riis

To be glad of life, because it gives you the chance to love and to work and to play and to look up at the stars; to be contented with your possessions, but not satisfied with yourself until you have made the best of them; to despise nothing in the world except falsehood and meanness and to fear nothing except cowardice; to be governed by your admirations rather than by your disgusts; to covet nothing that is your neighbor's except his kindness of heart and gentleness of manners; to think seldom of your enemies, often of your friends and every day of Christ, and to spend as much time as you can, with body and with spirit, in God's out-of-doors---these are little guideposts on the foot-path to peace.---Henry van Dyke



Father Time is not always a hard parent, and, though he tarries for none of his children, often lays his hand lightly upon those who have used him well, making them old men and women inexorably enough, but leaving their hearts and spirits young and in fair vigor. With such people the gray head is but the impression of the old fellow's hand in giving them his blessing, and every wrinkle but a notch in the quiet calendar of a well-spent life.---Dickens.

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 **hearty 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.

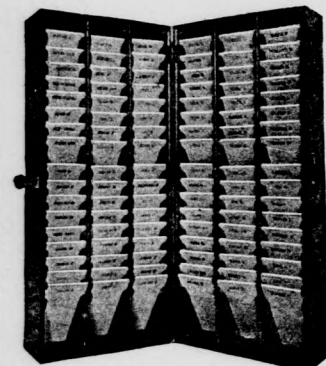
DO IT NOW

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 87 Citizens Phone 5087



Pat. March 8, 1908, June 14, 1908, 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 30, 1907

Number 1219

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

SOME INSIDE HISTORY.

Once upon a time the late Gen. Russell A. Alger was a member of the lumbering firm of Moore, Foote & Co. During the years that followed changes occurred in the composition of that firm until, at last, the organization was known all over the country as Alger, Smith & Co. The only interesting fact as to this information in connection with what follows is the name "Moore" and its use as an adjective by a multimillionaire of Detroit at a time when Gen. Alger was seeking the Republican nomination to the Presidency, and his many influential friends in Detroit and elsewhere, well organized and enthusiastic, were conducting a campaign showing many elements of success.

It was at this juncture that a reporter for a Detroit daily paper was met by William Aikman, a representative of the late Hiram Walker, founder of the Canadian border city of Walkerville and its distillery interests. The multimillionaire, advanced in age and confined to his house by illness, desired to see the reporter and Mr. Aikman invited him to call upon his employer.

The reporter accepted the invitation and about 11 o'clock in the forenoon was ushered into the sick room in the old Walker homestead at the corner of Fort and Shelby streets. Mr. Walker greeted the visitor feebly but cordially, after which he observed: "I presume you are aware of Gen. Alger's campaign to secure the Republican nomination to the Presidency?" The reporter admitted the fact, at which Mr. Walker began a conversation as to the exacting and oftentimes unpleasant duties of a newspaper reporter and the poor pay he received, after which Mr. Walker said: "I have called upon you to perform a service which, if you can do it, will be worth much more to you than your year's salary."

"At this the visitor allowed that his success depended entirely upon the nature of the duty required and as to whether it could be performed or not rested wholly with the managers of the paper he represented.

"Well, you can undertake it, can you not, without appealing to your superiors?" asked Mr. Walker. The reporter replied that he could answer that enquiry only after he had been informed as to its nature.

Mr. Walker then began a rehearsal of facts which, he claimed, were personally known to him in relation to the business of Moore, Foote & Co., after which he drew from beneath his pillow a lot of manuscript, which he asked his visitor to read. The request was complied with, revealing a long rehearsal of reasons why Gen. Alger was not a fit man to be nominated to the presidency. The state-

ment was a bitter one throughout, but its acrimony was counteracted by such punning absurdities as: "The United States requires a Moore able man as President;" "If Michigan is to furnish a President let him be a Moore worthy representative," and so on through a dozen or more plays upon the name of "Moore," which Mr. Walker seemed to think were very sarcastic and which the general public would appreciate.

The reporter, after reading the paper, said, "Let me take this, Mr. Walker, and I'll see what can be done with it." The offer was accepted and inside of ten minutes thereafter the document was in Gen. Alger's hands. "Where did you get this?" he asked, after reading a couple of paragraphs, and upon hearing the story he summoned J. C. McCall and ordered that a certified copy of the paper be made. Then he summoned the late Sullivan M. Cutcheon to his office and together they went over the document. Directly after luncheon Gen. Alger and Mr. Cutcheon called upon Mr. Walker and, after a visit lasting about an hour, they left him bearing a statement, signed by Mr. Walker, declaring that he knew no reason whatever why Gen. Alger should not be a candidate for the presidency and that, in his opinion, the General would perform the duties of Chief Executive admirably if elected to the office.

But Gen. Alger did not get the nomination and one of his disappointments in that campaign was his failure to get the New Jersey delegation, which, as was stoutly claimed by Mr. Walker afterward, was caused by the influence of the millionaire distiller.

Alexander Winton, the automobile man, says that in one thing men in his business must bow to women and that is the appearance of the cars which they make. A woman judges everything as she does a set of furs, by the appearance. Therefore the builder must produce a pretty machine and at the same time a substantial one, or the man, who, of course, pays, will kick. In this way the whole construction of autos is being changed and bettered.

According to District Attorney Jerome, "we are a moral but not a law-abiding people. For instance, if you should go to the office of a barrister in England and ask him if there was some way in which a law could be got around he would show you the door. In America it is different. Go to the office of a lawyer—prominent lawyers, too—and ask him if there is any way to get around a certain law, and he will say, 'Oh, yes; we can get around it in this way.'"

Some people rise in the social scale and others become unbalanced.

THE FREE SEED GRAFT.

As soon as Congress resumed its sessions there was a renewal of protests against the piece of graft known as the free seed distribution. The process has never met with general public approval, and newspapers all over the country have argued against it and poked fun at it, but the members of the House of Representatives have kept right on sending out the seeds. Of late the commercial houses engaged in the business of growing and selling seeds have interested themselves and sought to secure some concerted and systematic action. They have a direct financial interest in the matter and, accordingly, are more likely to succeed because they will stick to it more industriously. There is every reason under the sun why they should succeed and there are really precious few in all the country who favor the present plan. No one man gets seeds enough to make any material difference in the annual expense of running his farm or garden, but in the aggregate the bill is a big one for the Government.

The wonder is that the seed growers did not make a bigger fuss about it long ago, for certainly they had very good reason for complaint. Suppose that the Government were to distribute plows or pitchforks for the sake of introducing some new style and thus seriously interfere with the business of those who manufacture and sell these articles. Suppose the Government should distribute poultry, sheep or cattle, on the theory that this would improve the several kinds of stock, helping the farmers and thus helping the country. Either of these plans has just as much to defend it as the free seed distribution, and, so far as the practical value is concerned, would be a great deal better. The notion that by the distribution of these seeds some new kinds of crops are secured, and the farmers helped to enlarge the usefulness of their land, is all foolishness. If there ever was anything in it, it has lost its force and effectiveness very thoroughly. Finally, it appears this view has been taken of it by the House Committee on Agriculture, which has decided to recommend the discontinuance of the present system. For a change, it is proposed to turn the money over to the Agricultural Department, where more intelligent and practical use will be made of it. Even Congress responds to public opinion after a while. The free seed graft has been talked about a long time, and now, after these many years, there bids fair to be a change.

When the gift of a little for charity seems to put a man into mortal pain you may be sure the root of evil is striking down into a vital spot.



Misleading Placards Should Always Be Avoided.

I think that decorator makes a mistake who puts a sign in his window something like the following and then places on exhibit in that same window merchandise which does not conform in its units to the words set forth on the card:

Just Received
100
\$25
Overcoats
Closed Out
By Our Buyer in Chicago
This Week
Elegant Long Black
Kerseys and Vicunas
Are Now on Sale
At
The Uniform Price
Of
\$15

But in the window were overcoats ticketed all the way from \$6 to over \$30. If they were all to go at the "uniform price of \$15, pray tell why was one marked \$6 stuck in with those ticketed between \$15 and \$30? Evidently pure carelessness on the part of the one arranging them.

Another clothing display had nothing in it which did not appeal especially to extra protection against zero weather: wool sweaters in many different colors and varying degrees of thickness; mufflers; neckerchiefs; golf gloves and all sorts of kid ones with silk or fleece or fur lining; woolen underwear in both substantial and delicate shades; heavy flannelette night robes. In the center of the display was a dummy, in standing posture, clad in garments to defy Old Boreas: a regular nor'easter of an overcoat, the lap-over corner of which was flipped back to disclose the elegant mink lining, sealskin gloves and cape-cap completing the outfit—warm enough for a journey with Nansen.

The placard which went with this comfort-dispensing clothing was this:

Warm Cold
Weather Garments
Of
Finest Qualities

Here is a card I noticed with some special suits:

Did You
Ever Hear
Of
a
So-and-So
Suit
at
\$12.50
?

Now Is Your Opportunity
Another sign would call the attention of the scurrying public to their:

Regular
Stout
and
Long
Sizes
of

Journeyman Tailored Suits
at
\$12.50
* * *

Hair insoles may be compelled to draw trade if put in a window emphatically. One recent window contained no other goods but these, threaded together, with a staying stitch in the toe of each, all the soles being equally distant on the carrying string and leading to a high common point at the right hand rear corner. An upright white card, some 2 feet by 12 inches, lettered in black, surmounted the focusing point. It said:

Our
Improved
Hair Insoles
Keep
the
Feet
Dry and Warm
10c
a
Pair.
* * *

You will have noticed if you are in the habit of dropping your eye on these columns devoted to the subject of Window Dressing, that I have made it a practice to intersperse my review of the local market's new goods with frequent examples of our merchants' display cards. I hope that these prove a means of suggestion or betterment to country dealers. I should be glad to receive a copy of any window cards from outside sources which have proved of custom-drawing quality. Address such to Window Dressing Department, Care Michigan Tradesman.

Summary of Michigan's Sugar Production.

The Michigan Sugar Co. factories have now wound up the 1906-7 campaign, the last to close being that at Alma, where work was concluded Saturday noon.

The company has six factories, located at Carrollton, Alma, Bay City, Caro, Sebawaing and Croswell. This campaign these plants produced about 72,000,000 pounds of sugar and the other factories of the State have, it is said, produced about 78,000,000 pounds, making Michigan's beet sugar product for the season just closed about 150,000,000 pounds.

The company is now closing contracts with farmers in its territory for the 1907 acreage of beets. As usual, it offers either a flat rate or a percentage contract. The sugar beet acreage for 1906 was the largest Michigan has ever had and indications are that the acreage next year will be still larger.

Each year the crop is becoming more satisfactory and profitable to Michigan farmers because of more intelligent cultivation. Farmers generally are well satisfied with results this season although conditions have not been the most favorable. There was a drought, followed by rain, early in September, which started a second growth of leaves. This unfavorably affected many of the beets raised on higher lands.

He distrusts his own faith who often swears.

For Sale

One of the Oldest
And Best Established
Department Stores
in the State of Michigan

Location, Reed City



THIRTY YEARS of successful business and now at its best.

Recognized leader in city for Men's Clothing, Dry Goods, Cloaks, Suits and Millinery. Entire stock strictly up-to-date. Location best corner in the city. Two story brick structure, steam heat and electric lights. There have been no special sales in last two years. Owner, a widow, must retire on account of ill health. Will sell at reasonable figure if sale is effected at once. A better opportunity in this line has not been open for years. Apply to

SAMUEL MEISTER

1st. and Sherman Sts.

Bay City, Mich.

Ranks Fifth in Amount of Wages Disbursed.

Port Huron, Jan. 29—Recent reports of State Labor Commissioner Malcolm J. McLeod show that this city is not only holding its own in the way of manufacturing industries but ranks fifth in the cities of Michigan so far as daily wages are concerned. This is a source of gratification to the Chamber of Commerce of this city. A member of that organization states the number of factories in this city will be greatly increased by the time the Labor Commissioner makes his next annual report.

Letters have been received in this city during the past week, asking that the Port Huron Chamber of Commerce combine with similar organizations in Michigan and Ohio for the benefit of the two States. The Port Huron Commercial Club has also been asked to join in the proposed union, but no definite action has been taken, the members feeling they should do more for their own city first.

The work of erecting the structural iron work on the Canadian side of the St. Clair River has now been completed by the Canadian Bridge Co. The employees of the Abbott Gamble Co. are still at work electrifying the tunnel, but will not be through until the middle of February. The electrification of the tunnel is a mammoth task and will prove a remarkable engineering feat. The Abbott Gamble Co. is erecting a permanent plant near the approach of the American portal.

Nearly \$35,000 was expended for new motor cars in this city in 1906. From present indications and with the opening of the new plant of the Northern Automobile Co., the above sum will be at least doubled.

Despite Port Huron's small population it is stated that nearly 100 machines have changed hands or passed from maker to purchaser in 1906. The Northern Automobile Co. now has more orders for cars than it will be able to fill and still every mail, it is said, brings in more requests for cars.

Sarnia, too, has the manufacturing bee and set the wheels buzzing last week by a proposition to raise \$100,000 to assist new industries to locate there, by lending money at low rates of interest for the erection of buildings. They feel that they will be better off with several small industries than one or two very large ones.

City Supplying Forty-Five Factories With Power.

Holland, Jan. 29—The Holland Shoe Co. has been doing a big business this winter. The company has enough orders to keep its plant in operation for three months. It is now turning out 1,000 pair of shoes daily, and finds it necessary to operate some departments twelve hours a day. Over 200 men and thirty-five girls are employed. The company is making strenuous efforts to secure fifty more skilled laborers.

The Holland Launch & Engine Co., recently organized, has begun fitting up its buildings. The company

will start with a force of ten men, and will increase to twenty-five or thirty as business demands.

The north side of the city is highly elated over the fact that the gelatine factory is soon to be operated again by Habicht, Braun & Co., of Chicago. Upwards of 150 men will be employed from the start.

New factories are finding the low rate of electric power here very encouraging. This city is now supplying forty-five factories with electric power from its municipal plant.

The DePree Chemical Co., organized some six months ago, is already doing an extensive business. It is finding its present quarters altogether too small, and will soon seek a larger block. It manufactures a disinfectant.

The Holland Furnace Co., which began operations in its new factory only a few months ago, is already rushed with orders.

The Ottawa Furniture Co. has done a large business during the last year, and has not laid off its employees a single day.

All the factories are greatly hampered in their shipments owing to the car shortage.

Among the foremost of Holland's thriving industries is the H. J. einz plant, the capacity of which is being rapidly increased. At present the company employs 250 persons. The company has had no trouble at all in securing its desired acreage of tomatoes, cucumbers and corn for next season's run.

Contemplate Establishment of Steel Bridge Plant.

Owosso, Jan. 29—Plans that have been discussed earnestly of late, but as yet have not taken definite shape, may develop into another industry of no mean caliber for this city.

P. C. Storm, the Groton bridge man, Mr. Miller, of Groton, N. Y., head salesman for the company, and George Sickmon, who formerly resided in this city and was connected with the company in the same position now occupied by Mr. Storm, are talking of establishing a steel bridge plant here. All are practical men in this line of business, and the problem involved is one of capital solely. Such an establishment as is contemplated would employ fully 100 men and would be subject to unlimited growth, and consequently a most valuable acquisition for this city. The main part of the bridge work to fill orders would necessarily be shipped to this city and the local company would make only the railings and apply the finishing touches to the structural whole.

The Groton Company, of New York, is doing an immense business in Michigan, and the gentlemen named believe a plant here would do well. The idea is not a theory merely, but the plan as outlined can be spoken of as probable of realization.

Fox & Mason, furniture manufacturers in Corunna, fared most satisfactorily at the Chicago Exposition the past week. They obtained one order for \$25,000 worth of goods to be delivered to one address in San Francisco, and enough orders to keep

their factory in Corunna and Arcadia going for a whole year.

The United State Robe Co., of Corunna, held its annual meeting this week. Elon Pond was elected President and J. H. West Secretary and Treasurer. Owing to the open winter of 1905-6 the demand for gloves and overcoats was not so great as usual, and the customary dividend of 18 per cent. fell off several points.

Prosperous Report from Celery City.

Kalamazoo, Jan. 29—Clare Burley has a unique little factory where he is making mission furniture. Mr. Burley worked for a long time on odd furniture, while not at his other work, for his own home. After a time he engaged a man to put his furniture on sale. Within the last year he has increased his force one by one until to-day he has sixteen men working for him. His business is growing all the time.

The addition to the Michigan Buggy Co.'s plant is completed and a large part of the building is now in use. The new addition is 86x225 feet and is three stories high, made of cement block, and is fire proof. A part of the first floor is used for the manufacture of wheels, and the rest of the first floor is an addition to the blacksmith shop. The company heretofore has bought wheels for the vehicles. The second and third floors will be used for paint shops.

The General Gas Light Co. this week decided to build two additions to the factory. One will be 45x60 feet and the other 40x50 feet. Both will be two stories high.

Samuel Biggerstaff, of the Henderson-Ames Co., returned home this week from Baraboo, Wis., with the contract for making uniforms for Ringling Brothers' circus for the coming year. The order is one of the biggest the Ringling Brothers ever placed. It is understood that it is the intention to put on another big feature in which several hundred persons will take part.

The Drug Market.

Opium—Is very firm and tending higher.

Morphine—Is steady.

Quinine—Is in a very firm position and another advance is looked for.

Cocoa Butter—Is in a very firm position and advancing.

Glycerine—Is very firm and tending higher.

Haarlem Oil—Has declined.

Menthol—Has been very weak but is now firm and tending higher.

Oil Lemon and Bergamot—Are in a very strong position and are advancing.

Oil Wintergreen Leaf—Is scarce and has advanced.

Oil Sweet Birch, so-called Oil Wintergreen—Is very firm and higher prices are looked for.

Gum Camphor—Has again advanced 3c per pound.

It Didn't Last.

Smith—Did I ever tell you about the morning I woke up and found myself famous?

Jones—No. What did you do then?

Smith—Oh, I went to bed the next night and slept it off.

Her One Thought.

"Jennie," said the father of a large family to his eldest daughter, "don't you think it about time you were thinking of getting married?"

"Why, father," replied the anxious maid, "I haven't thought of anything else for the past ten years."

Exceptional Case.

"In most cases," said the lecturer, "tobacco exerts a soothing influence on a man's mind."

"Well," whispered Mrs. Green to the lady occupying the adjoining seat, "the cigars I bought my husband for Christmas didn't."

Merely an Intimation.

Merchant—So old Biffkins refused to pay the bill, did he?

Collector—Well, he didn't say so, but he intimated as much.

Merchant—How's that?

Collector—He kicked me down stairs.

A good guesser always prides himself on his superior judgment.

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.

It will pay you to watch our ad. each week.

Grand Rapids Notions & Crockery Co.
1-3 So. Tonia, Cor. Fulton
Grand Rapids, Michigan

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.



Movements of Merchants.

Ionia—E. E. Bodfrey, of Cadillac, has opened a meat market here.

Big Rapids—The Big Rapids Waggon Seat Co. is putting in a feed mill.

Cadillac—Bert Ricker will add a news and cigar stand to his barber shop.

Cadillac—Dr. Raphael Brodeur will soon open a drug store on Mitchell street.

Battle Creek—Frank H. Scott succeeds Geo. L. Barnard in the drug business.

Port Huron—Frank Wolfstyn is succeeded in the grocery business by Fred Orth.

Negaunee—The creditors of O. L. Peterson, shoe dealer, have filed a petition in bankruptcy.

Port Huron—Karnmeier Bros. succeed Melligan & Son in the hardware and implement business.

Iosco—The Iosco County Telephone Co. has increased its capital stock from \$1,500 to \$3,000.

Schoolcraft—The Citizens Telephone Co. has increased its capital stock from \$5,000 to \$8,000.

Marcellus—Castner Bros. have purchased the meat market of Huber & Patterson and taken possession.

Kalamazoo—Dutt & Priddy, grocers, have dissolved partnership. F. C. Dutt will continue the business.

Pontiac—The capital stock of the Oakland County Telephone Co. has been increased from \$50,000 to \$500,000.

Bay City—Frank Price and George Thatcher succeed William McBride in the produce and commission business.

Saline—Wm. Stierle has sold his stock of candy and cigars to Nelson Davenport, who will soon take possession.

Niles—Harry Taylor and Will Rice have formed a copartnership and purchased the meat market of Chas. A. Schmidt.

Petoskey—The First State Bank is erecting a bank building which will probably be ready for occupancy about July 1.

Eaton Rapids—Seth A. Tubbs has purchased the interest of M. P. Bromeling in the hardware stock of Minnie & Bromeling.

Hart—Garrett Van Allsburg has purchased the stock of the VanBeeck-Servis meat market and consolidated the same with his own.

Byron Center—Jacob Westrate and Cornelius Zwagerman, of Zeeland, have purchased the flour mills at this place and will both move here.

Vicksburg—The Fishel Clothing Co. will continue business here and return the balance of their stock to the Kalamazoo store about Mar. 1.

Charlevoix—The Thomas Milner grocery stock has been voluntarily turned over to the Petoskey Grocery Co., which was the largest creditor.

Orion—Beals & Myers have sold their stock of hardware to C. E. Cozadd, of Detroit. Mr. Myers will re-

main with Mr. Cozadd for some time.

Lake Odessa—C. E. Batdorff has purchased an interest in the grocery stock of his brother, E. M. Batdorff, the firm name to be Batdorff & Batdorff.

Battle Creek—The Advance Thresher Co. is about to make a new thirty horse power engine invented by the superintendent, Minard LaFever.

Marshall—The New Process Steel Co. has been obliged to turn down an order which would consume the entire output of the plant the year round.

Sault Ste. Marie—A new store will soon be opened to handle teas, coffees and spices. The proprietors will be R. J. McMaster and Bert J. Moore.

Thompsonville—Clarence N. Menold has retired from the drug firm of Menold Bros. The business will be continued under the style of Geo. J. Menold.

Battle Creek—The bankrupt clothing stock of A. Lowenberg has been sold by Trustee A. Fipel, of Detroit, to Sohnstein & Lewis, clothiers of Kalamazoo.

Grand Ledge—Bretz & Compton, formerly of Stanton, dealers in general merchandise, have dissolved partnership, O. G. Bretz buying out the interest of his partner.

Ludington—H. C. Hansen has sold a half interest in his hardware stock to Thos. Black, formerly of Riverton. The business will now be continued under the style of Hansen & Black.

Charlotte—Geo. Tubbs has purchased H. S. Fuller's interest in the grocery stock and will continue the business alone. Mr. Fuller has not yet announced his plans for the future.

Traverse City—W. H. Scott has retired as manager of the hardware department of the Hannah & Lay Mercantile Co. He is succeeded by his assistant and understudy, Geo. Dago.

Grand Ledge—T. W. Astley, dealer in implements, wood and coal, has taken Roy Rowland as a partner with a half interest in the business, which will now be conducted under the style of Astley & Rowland.

Detroit—A corporation has been formed under the style of the Ballentine Co. to deal in men's wearing apparel with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$2,000 paid in in cash.

Charlotte—Fred H. Loveland has sold his interest in the dry goods business of Fred H. Loveland & Co. to C. E. Morgan, who has taken his son in with him and will continue the business under the name of C. E. Morgan & Son.

Ithaca—C. M. Brown, dealer in agricultural implements, has taken Geo. Davis, his former employe and the owner of the local steam laundry, as a partner in the business, which will be conducted under the style of the Brown-Davis Co.

Ypsilanti—E. B. Gooding has sold his interest in the grocery stock of Wells & Gooding to Harlow Wells and purchased the stock of groceries

of Davis & Co. He will also carry a line of baked goods and conduct the ice cream business.

Concord—Abram K. Tucker, dealer in general merchandise, has merged his business into a stock company under the style of the A. K. Tucker Co., with an authorized capital stock of \$10,000, of which amount \$6,020 has been subscribed, \$20 being paid in in cash and \$6,000 in property.

Manistique—Carrington & Follo, dealers in clothing and men's furnishings, have made a voluntary assignment to E. H. Jewell. While no figures are obtainable, it is not thought that the assets are greater than the liabilities. The firm started in business eighteen months ago. The stock will probably be disposed of in bulk.

Flint—George R. Hoyt, founder of the Hoyt Dry Goods Co., which has done business in Saginaw, this city and Cleveland within the past twelve or fifteen years, died at his home here Jan. 28. He was a native of Grafton, Ont., and 73 years of age. A widow and seven children survive him.

Detroit—S. B. Gorham, of Gorham & Deacon, wholesale lumber dealers, who has extensive lumber interests in other parts of the State, has secured the abandoned saw mill of the Detroit Lumber Co., at the foot of Chene street, and has fitted it up for the manufacture of show case tops and similar lines of goods.

Jackson—A. E. Fletcher, who has sold his stock of general merchandise at Stockbridge, has purchased the stock of the Stitt-Moore Co., consisting of dry goods, millinery, cloaks and carpets, and has already taken possession of the same. Mr. Stitt, the head of the retiring firm, has as yet made no business connection. E. E. Moore has moved to Youngstown, Ohio.

Manufacturing Matters.

Detroit—The capital stock of the Superior Seal & Stamp Co. has been increased from \$5,000 to \$20,000.

Copemish—Wm. Smalley has sold his flouring mill to the man from whom he purchased it, G. E. Woolf.

Detroit—The American Machine Manufacturing Co. has increased its capital stock from \$60,000 to \$100,000.

Monroe—The Boehme & Rauch Co., which manufactures binders and box boards, has increased its capital stock from \$200,000 to \$300,000.

Detroit—The Wayne Specialty Co., manufacturer of scaffolds, brackets and other specialties, has increased its capital stock from \$5,000 to \$10,000.

Arcadia—The Arcadia Furniture Co. has installed most of its machinery and manufacturing operations will begin by Feb. 10. It is said it has already three months' work on hand.

Peck—The Peck Creamery Co. has been incorporated to manufacture dairy products with an authorized capital stock of \$5,500, all of which has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Garland Motor Car Co. with an authorized capital stock of \$50,000, all of which has been subscribed and \$5,000 paid in in cash.

Port Huron—A corporation has been formed under the style of the Tube Hub Co. to manufacture automobiles with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Muskegon—The Columbia Construction Co. has been incorporated to conduct a general construction business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Wayne—The Wayne Creamery Co. has been incorporated to manufacture dairy products with an authorized capital stock of \$6,000, of which amount \$5,270 has been subscribed, \$5,070 being paid in in cash and \$200 in property.

Nolan—The Coan Lumber Co., operating here, has sold out to J. H. Grover. Last year the Coan company manufactured 125,000 feet of pine, 1,100,000 feet of hemlock, 300,000 feet of hardwood lumber and 3,000,000 shingles.

Alma—A corporation has been formed to manufacture heating devices under the style of the Brock Heater Co., which has an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$5,000 paid in in property.

Lapeer—F. V. Balch, lumber dealer, has purchased a tract of standing timber of J. O. Houser, of Independence. This tract consists of about one million feet. Mr. Balch intends to cut the timber this winter and is putting a large sawmill on the ground for that purpose.

Detroit—A corporation has been formed under the style of the Huron Portland Cement Co. to manufacture Portland cement, with operations to be carried on at Alpena. The company has an authorized capital stock of \$12,000, all of which has been subscribed and paid in in property.

Jackson—The P. B. Miles Manufacturing Co., which makes cement blocks, has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, of which amount \$32,000 has been subscribed, \$16,000 being paid in in cash and \$16,000 in property.

Cheboygan—The Embury-Martin Lumber Co. did a heavy and successful business last year. It manufactured 6,500,000 feet of pine, 16,300,000 feet of hemlock and 3,500,000 feet of hardwood lumber, besides 10,000,000 pieces of lath and 3,500,000 shingles. Nearly the entire output has been sold and shipped. The company expects to put out about 28,000,000 feet this year.

Saginaw—At the close of the year manufacturers on the Saginaw River had 23,743,589 feet of hardwood lumber on hand. Some of this is in the hands of large manufacturers who always carry a stock of a few million feet in order to be in shape to take care of their trade. For instance, W. D. Young & Co. have about 15,000,000 feet on hand and always carry nearly that quantity, a considerable portion of which goes into flooring. Hardwoods are in excellent form and prices are strong.



The Grocery Market.

Sugar—Notwithstanding the very large profit which the refiners are making they last Saturday withdrew the rebate, 10c per barrel, which had been in force for several weeks. This is equivalent to a further advance of $2\frac{1}{2}$ points. The Federal, who did not give the rebate, has declined 5 points. The refiners excuse their failure to decline prices by the statement that they are working on high-priced raws, which, even if admitted, still leaves them a much higher margin than they had last year. It can scarcely be doubted that the present high prices are the result of a working agreement among the various interests.

Tea—There is quite a good demand and the market shows daily signs of improvement in this respect. Low grade teas, especially Congous, Indias and Ceylons, continue firm and attract considerable attention from the trade. Market on Japan teas is firm. Formosas are steady.

Coffee—Notwithstanding the fact that coffee received so far at the ports of Rio and Santos aggregated the enormous total of 13,500,000 bags, with several months more of the crop year still to be heard from, which means a total unprecedented crop of 16,000,000 to 17,000,000 bags, the syndicates manipulating the market, aided by the Brazilian government, have been able to force up both the option and actual market about 50 points from the recent low level during the week. This is sheer manipulation and nothing else, and it therefore becomes a question whether the simple power of money can defeat the natural tendency of enormous crops to depress the market. Rio and Santos coffee are now quoted at 2c per pound above the price in 1901-2, when the available supply and the crop were both smaller than they are to-day. Java and Mocha are firm and unchanged. Mild coffees are steady and in fair demand.

Canned Goods—Offerings of future beans by packers have become quite general during the past few days, and though prices are 5c more, and in some instances still higher, than last year's opening quotations, a good business has been done. In fact, a number of the leading packers are reported to be sold up already. Of future peas also there has been free buying, although on these goods also prices quoted are at least 5c a dozen more than were named a year ago. It is claimed that the advance barely covers the increased cost of packing either vegetable. There are no enquiries made for future corn and so far as can be learned none of the packers in any part of the country are soliciting business. Spot goods of all kinds are quiet but corn is the only weak spot in the situation.

Dried Fruits—Apricots are scarce and prices are firm. Currants are unchanged and in moderate demand.

Very few loose raisins are about. Seeded raisins are a little lower in secondary markets than on the coast, but in all other respects the situation is unchanged. Apples are unchanged and in fair demand. Prunes, both on spot and on the coast, are unchanged and in light demand. Stocks in the East are getting lower, particularly of 50s. Peaches are slow and are still held firmly. Twenty-five pound boxes are extremely scarce, owing to lumber conditions on the coast.

Cheese—The market shows a better demand. There has been no change in price. Stocks are decreasing satisfactorily and the present market is about 10 per cent. above a year ago. For this reason further advances are unlikely until later in the season.

Syrups and Molasses—Sugar syrup is in very fair demand, both for home and export, and prices are unchanged. Compound syrup has advanced $\frac{1}{2}$ c per gallon. Molasses is very quiet, but fairly well maintained. Variations in quality are making occasional concessions.

Rice—Advices from the South note quiet conditions on the Atlantic coast, although inquiry for samples and quotations would indicate prompt resumption of business activity. At New Orleans, market is firm and active; offerings small and quickly absorbed, hence prices are held firmly. In the interior the demand is active; mills are running under light supplies of rough, and planters are quite independent regarding disposition of same.

Fish—Cod, hake and haddock are firm and in good demand. Salmon is unchanged, steady and quiet. All grades of mackerel are firmly held, and the demand shows some improvement. Domestic sardines are unchanged at the last advance and in light demand. Imported sardines are firm and wanted.

Provisions—Smoked meats are firm and higher prices are looked for. Pickled meats have advanced, and this is likely to be followed by an advance in smoked meats within the next few days. Pure lard is firm at an advance of $\frac{1}{4}$ c, and the same thing applies to compound. Barrel pork, dried beef and canned meats are dull and unchanged.

A Flint correspondent writes as follows: Will Forsythe, traveling salesman for the Clasen-Streat Cigar Co., has resumed his duties on the road for the first time since the accident on the Michigan Central Railway at Otter Lake on the evening of December 6. Mr. Forsythe has since been confined to his home in Lapeer as a result of the injuries sustained, his back having been wrenched and a rib broken. The company has settled with him by handing him a check for \$500.

M. R. Godard, who has represented E. R. Rice, of Buffalo, for the past two years, is now Western Michigan representative for the Banigan Rubber Co., of Chicago. He makes Grand Rapids his headquarters.

The Emmet Lumber Co. has increased its capital stock from \$125,000 to \$175,000.

The Produce Market.

Apples—The market is quiet and steady, with no new features. 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 \$2.25 for Jonathans and \$2 for Kings.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The market has been very active during the past week. The demand has increased and the make shortened, with the result of a general advance of 2c per lb. on creamery grades. If the present weather holds there will likely be a further falling off in the make and further advances in price. Inasmuch as storage stocks are reducing very rapidly, the price of storage butter has advanced in accordance with fresh. Creamery is held at 31c for No. 1 and 32c 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—The market is very firm at the recent decline of 2c. If the present cold weather continues much longer the price will almost surely advance. The demand for eggs is good and stocks in storage are steadily decreasing. Fresh commands 21c for case count and 23c for candled. Storage stock is fairly steady at 22c. 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—16c 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.

Parsley—40c per doz. bunches.

Potatoes—35@40c per bu.

Poultry—The market is weaker and several good sized declines have occurred. Dressed turkeys of the top grade are down 1c and the other grades are 2c lower. Dressed spring chickens are 1@2c lower, hens 1c lower and ducks and geese 1c lower. Receipts have been too heavy for demand, and all but the top grades of dressed stock have been somewhat slow. Live poultry is steady at unchanged quotations.

Radishes—35c per doz. bunches.

Squash—Hubbard, 1c per lb.

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

The Grain Market.

Wheat prices have lost 1c per bushel during the week, but there is a strong undertone to the market and trade the past few days seems to be

working into a buying temperament. There has been some improvement in foreign trade. There has been a falling off in receipts, which shows up in the visible. Changes in the visible supply for the week are as follows: Decreases of 729,000 bushels of wheat, 71,000 bushels of corn, 259,000 bushels of oats, 4,000 bushels of rye and 214,000 bushels of barley. The world's visible as shown by Bradstreet's statement shows a decrease in the available supply of wheat of 3,600,000 bushels for the week, while for the corresponding period one year ago there was an increase of 126,000 bushels.

Corn has shown some activity the past week, cash prices having dropped off a cent or two, and is back again with present quotations for No. 3 yellow, running at about 46 $\frac{3}{4}$ c per bushel delivered Grand Rapids points from Chicago and the South. The chief bullish news comes from Argentine, where the latest cables estimate the crop at about 70,000,000 bushels, as compared with the crop of last year of 194,000,000 bushels.

Oats are firm and have shown a slight advance for the week, but it would seem that oats are now high as compared with other grains, and at anything like present prices we can expect to see an increased consumption of corn feeds, as corn is to-day practically \$10 per ton cheaper than oats, and the large feeders take these conditions into account and act accordingly.

We give herewith a statement showing the total bushels of corn and oats raised in the United States the past four years, from which with an average consumptive and export demand you can draw your own conclusions as to comparative price values on the present crop:

Hay—1906, 57,145,959 tons; 1905, 60,531,611 tons; 1904, 60,696,028 tons; 1903, 61,305,940 tons.

Corn—1906, 2,927,416,091 bu.; 1905, 2,707,993,540 bu.; 1904, 2,467,480,934 bu.; 1903, 2,244,176,925 bu.

Oats—1906, 953,216,197 bu.; 1905, 964,904,522 bu.; 1904, 894,595,552 bu.; 1903, 784,094,199 bu.

We have also given the hay crop for the same period. I would say that according to reports the largest crop of hay raised in the United States for ten years was in 1899, when a crop of 66,376,920 tons was produced, and the smallest crop in the same period was in 1900, or 50,110,996 tons.

L. Fred Peabody.

J. Kaminski has purchased a stock of groceries of the Musselman Grocer Co., which he will install in the store at the corner of Eleventh and Davis streets.

The Musselman Grocer Co. has furnished a new stock of groceries to R. Makowski, who will engage in trade at 166 Seventh street.

T. W. Carpenter has engaged in the grocery business at 259 Plainfield avenue, the stock being furnished by the Musselman Grocer Co.

Joseph P. Visner, Grand Rapids representative for Edwin J. Gillies & Co., has taken up his residence at the Irving Hotel.

BOX CAR MERCHANTS.

Full Text of Judge Knappen's Charge
To the Jury.

The Tradesman recently chronicled the defeat of the representative of an alleged wholesale grocery house in Ohio in his attempt to obtain damages from a number of Freeport merchants who caused his arrest on a charge of peddling without a license. The case was tried in the United States Court here and the charge of Judge Knappen covered the ground so completely that the Tradesman takes pleasure in reproducing it verbatim, as follows:

It appears by the testimony in this case that the plaintiff and his associates were, in December, 1905, engaged in soliciting orders at and in the vicinity of Freeport, in this District, for goods to be sent from Columbus, Ohio, to Freeport, within this State. There is a statute of the State of Michigan which provides that no person shall be authorized to travel from place to place within the State for the purpose of carrying on, selling or exposing for sale any goods, wares or merchandise or to take orders for the purchase of goods, wares, or merchandise by sample, lists or catalogues unless he shall have obtained a license as a hawk or peddler in the manner hereinafter provided.

I charge you, however, that by the undisputed proofs in this case, the plaintiff and his associates were not subject to the operation of this law of Michigan. The Michigan law has been sustained by the Supreme Court of the State as a valid law, in so far as the State of Michigan has the right to make a law upon the subject, but the State of Michigan can not make a law upon the subject which shall interfere with interstate commerce; that is to say, with the freedom of commercial business between the different states of the Union, for the very simple reason that the Constitution of the United States vests the jurisdiction over commerce between the states exclusively in the United States. So, therefore, while there was a law which would prohibit the class of acts that were being done here, provided it was not interstate commerce, it had no relation whatever to the plaintiff and his associates in the business which it has been shown by the undisputed evidence in the case they were engaged in.

Under the testimony as it is given here, the plaintiff and his associates were carrying on a perfectly lawful and legitimate business and their manner of business was legitimate and lawful under the Laws of the United States, which could not be interfered with or prohibited by the statute in question or by any law passed by the State of Michigan, and their business in that regard was just as lawful and just as much entitled to protection as was or is the business of the defendants.

It follows that the arrest of the plaintiff and his associates ought not to have been made and that it could not be sustained as against the laws of the United States which made that business lawful and it may be said here—that an action would accrue or has already accrued to the plaintiff to recover damages by reason of false imprisonment or some other form of action by reason of the arrest in an action for which the plaintiff was not properly liable. This case, however, is brought under a special Federal statute, sometimes spoken of as the interstate commerce statute, and this statute provides as follows: "Every contract, combination in the form of trust or otherwise or conspiracy in restraint of trade or commerce among the several states or with foreign nations is hereby declared to be illegal. Every person who shall make any such combination or engage in any such combination or in any conspiracy shall be deemed guilty of a misdemeanor and, on conviction thereof, shall be punished by a fine of not exceeding \$5,000 or by imprisonment not exceeding one year or by both such fine and imprisonment in the discretion of the court."

That statute is not only a prohibitive statute, but it is a remedial statute; it is intended for the protection of those engaged legitimately in interstate commerce from interference in their business by unlawful combinations and conspiracies, and the statute is intended to afford a remedy to all who are injured by an infraction of it, no matter how small that injury may be, because a subsequent section of the statute provides that any person who shall be injured in his property or business by reason of a breach of this statute shall be permitted to sue for recovery in the United States Court, regardless of the amount of the damages; that is to say, although ordinarily one can not bring an action for damages in the United States courts unless the damage amounts to \$2,000, yet for the purpose of protecting any person who is injured in his business or property by a breach of this interstate commerce act, a remedy is given in the courts, regardless of the amount of the injury. There are other features of the statute

which it is unnecessary for us to discuss here. You will see the remedial nature of it and the intention that those engaged in interstate commerce shall be protected under it.

The statute, as has already been suggested, is highly penal and highly criminal and it is in view of those facts that some of the instructions that are given you are presented.

Now, the question for you to determine is whether or not the facts given in evidence here justify a finding on your part that the defendants or any two or more of them have violated this statute. It is charged in the declaration that the defendants entered into a conspiracy to cause the arrest of the plaintiff under the State law and with the design—to state the substance and meaning of it—to drive them out of business in the vicinity of Freeport and crush the competition which existed there on the part of the plaintiff and his associates as against those who were resident dealers at Freeport and vicinity.

Now what is a conspiracy or combination within the meaning of this statute? A conspiracy is a combination of two or more persons to accomplish by concert of action either an unlawful purpose or a lawful purpose by unlawful means.

It is the law that in order to establish a conspiracy, it is not necessary to prove that the conspirators came together and entered into a formal agreement to effect a particular unlawful purpose, but a common design to effect such purpose may sometimes be regarded as proven if the jury believe from the evidence that the parties were actually pursuing in concert a common design either to accomplish an unlawful purpose or to accomplish a lawful purpose by unlawful means. In other words, it is not necessary that anybody should come forward and testify in express terms to a formal making of the combination or conspiracy, but the existence of such a conspiracy may be inferred from such facts and circumstances as jurors frequently infer conclusions from facts and circumstances in other cases.

It is also a rule which is proper for you to consider here, that if two or more persons conspire together to do an unlawful act or to accomplish a lawful act by unlawful means, and that conspiracy is once formed, then acts of any of the conspirators in pursuance of the conspiracy become the acts of all who are in the conspiracy, for the reason that each one is assumed to have assented to all the acts done in pursuance of the unlawful purpose and unlawful conspiracy, but in this case that question is, Do the facts in this case bring it under this Federal statute? As I have already said in your hearing, there is no proof in the case of the formation and the existence of any general combination between the defendants or any two or more of them generally to restrain trade or commerce among the states, nor any general combination whose natural effect would be to make such restraint. In other words, there is no evidence here which would justify a jury in finding or believing that there was any general combination or agreement or conspiracy or concert of action among these defendants or any two or more of them for the general purpose of restraining trade and commerce between the states or to prevent a complete interchange of business between the states, as the laws of the United States provide shall be done. The only question which I can submit to you under the testimony in this case is whether these defendants, two or more of them, have actually combined and conspired together with the intention and for the purpose and through the means of an abuse of the criminal process of the courts of the State of Michigan to prevent the goods sold by the plaintiff from being brought into the vicinity of Freeport and in competition with dealers there, the defendants knowing or having reason to believe in so doing that the laws of Michigan forbidding the sale of goods by peddlers without obtaining a license therefore did not apply to the plaintiff and that the latter was entitled to make sales, notwithstanding the laws of Michigan. That is the only question of fact in that regard upon that branch of the case that I can submit to you.

I am free to say I have been in doubt at some time during the trial of this case whether the facts in the case were such as to come within the intent and purview of this Federal statute, the interstate commerce act, but it is the judgment of the Court, and you are so instructed, that if you do find in this case that the defendants, two or more of them, have actually combined or conspired together with the intention and for the purpose and through the medium of an abuse of the criminal process of the courts of this State to prevent the goods sold by the plaintiff here (which are shown to have been shipped in from Ohio) from being brought into the vicinity of Freeport and being brought in competition with the dealers there and that they have done this knowing or having reason to believe that the plaintiff and his associates had the right under the interstate commerce law to do what they were doing and knowing or having reason to believe that the law of Michigan—that is, the Hawkers and Peddlers act, which forbids the selling of goods in terms by peddlers without their first obtaining a license therefore—did not apply to the plaintiff and his associates, but, on the contrary, having no reason to believe that the plaintiff or his associates were entitled to make such

sales, notwithstanding the laws of Michigan, if you do find those facts, then I instruct you that there would be a liability under this law. That involves several elements and it is possible the charge in that regard is somewhat involved and I will try to explain it by taking a view of the elements and referring to them specially.

In the first place I have spoken of the intention as necessary in order to make the defendants liable here at all—an intention to keep these goods in question out of the State and to prevent competition on the part of the plaintiff by means of an abuse of the criminal process of the State; now that means this, that if the defendants knew or had reason to believe that this statute of the State of Michigan did not apply to the plaintiff and his associates and that they were protected under the interstate commerce act or under these statutes of the United States against any prosecution by and under the State laws, it would be an abuse of the criminal process of the State of Michigan to arrest them under the laws of the State of Michigan for the purpose of driving them out of competition or driving them out of the State or out of the vicinity. That is what is meant by an abuse of the criminal process of the State. I have said it would be necessary, in order to make a case under this statute, for you to find in addition to that or in connection with an intended abuse of the criminal process of the courts of this State that the defendants in so acting either knew or had reason to believe that the laws of Michigan which forbade the selling of goods by dealers—the act to which I called your attention a moment ago—did not apply to the plaintiff by reason of the fact that he was engaged in interstate commerce. That, it seems to me, is plain. That is a question of fact for you to determine in connection with all the testimony in the case, whether the defendants, in taking the action which you may find they took, either knew or had reason to believe that the Michigan statute to which I have referred does not apply to the plaintiff at all but knew or had reason to believe that he was exempt from it under the action that was taken for the purpose of driving out competition, and, as counsel stated to the jury, thwarting the laws of the United States.

Now, I hope I have been able to make myself clear upon that proposition. I do not like to repeat what I have said, but I will say, in addition, that it should be distinctly understood from what has been said that an enforcement of the laws of the State of Michigan in good faith, thinking that they applied to a case in hand, is not an abuse of the criminal laws of the State and is not a violation of this Federal statute under which this

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action was brought. So, notwithstanding they have taken part in encouraging this prosecution under the State laws, notwithstanding they have been the means of causing the arrest of the plaintiff under the State laws, notwithstanding the fact that that arrest should not have been made by reason of the interstate nature of the business that the plaintiff was carrying on, yet, if you find that that prosecution was encouraged, participated in and carried on in good faith by the defendants or whomsoever you find to have been connected with them and in the belief that they were simply enforcing a valid and enforceable law of the State of Michigan, then manifestly there should be no liability in this case, for it is not an unlawful purpose within the definition of a conspiracy to seek to enforce the law which governs in the State, nor can it be accomplishing a purpose by unlawful means if the means involved are simply the good faith means of employing the laws of a State, believing them in good faith to cover the same; in other words, there could be no such thing as a conspiracy if neither the means is unlawful nor the act in pursuance of the purpose unlawful. Because it is lawful in good faith to use the criminal laws of a State and to enforce the statutes of a State, provided they are applicable to the case and if the defendants believed the plaintiff was liable under them. So, upon this branch of the case, as to the question of the liability of the defendants, as to whether they have committed a breach of this Federal statute, the question is one of fact for you to determine, and in deciding that question you have the right and should take into consideration all the testimony that has been given here which throws any light upon that subject. You have the right to consider the testimony given as to the call by the defendant and his associates upon plaintiff previous to the arrest and whatever occurred there, and you have the right to consider the matter of the application to the Prosecuting Attorney and whether or not there was concealed from the Prosecuting Attorney information received as to the exemption of the plaintiff and his associates from liability under the State statute, and it goes without saying that if you should find that the defendants intentionally and purposely concealed from the Prosecuting Attorney information that they had gotten, which to their minds raised a ground for belief that the plaintiff was not liable under this statute, that would be a very strong circumstance tending to show that they acted unlawfully and it would be for you to say as to that. You have the right, also, to take into consideration whatever information was received by the defendants in their interview with the plaintiff and his associates regarding the nature of their business and the protection that was given to them under the Federal laws and the extent to which the defendants may have understood or may not have understood the meaning of it as to the enforceability of the laws of the State. In other words, you may take into account all the testimony and circumstances in the case that have been brought before you as bearing upon this general proposition.

The burden of proof is upon the plaintiff to satisfy you by a fair preponderance of the testimony of the existence of the facts necessary to make out the complainant's case. I presume you know without receiving any extended explanation of what is meant by a fair preponderance of the testimony. It does not mean there must be more witnesses in favor of the one who may sustain the burden of proof than upon the other side, but it does mean that, before the burden of proof is satisfied, the one on whom the burden is cast must have convinced you or you must be convinced in favor of the proposition asserted.

Now, to sum up the subject on this branch of the case, I charge you that unless you find that the defendants, two or more of them, combined or conspired together with the intention and for the purpose by means of an abuse of the criminal processes of the courts of this State to prevent the goods sold by the plaintiff from being brought into the vicinity of Freeport and in competition there, and knowing or having reason to believe that the laws of Michigan forbidding the sale of goods by peddlers without obtaining a license therefor, did not apply as to the plaintiff, and that the plaintiff was entitled to make such sales, notwithstanding the laws of Michigan, there can be no recovery by the plaintiff. If, on the other hand, you do find by a fair preponderance of the evidence in the case that the defendants, two or more of them, did actually combine and conspire together with that intention and for that purpose and by means of such an abuse of the criminal process of the courts of this State as has been defined to you to prevent the goods sold by the plaintiff from being brought into the vicinity of Freeport and in competition with them there, and if they knew or had reason to believe that the laws of Michigan which in terms forbid the sale by peddlers without obtaining a license did not apply to the plaintiff and did believe or had reason to believe that the plaintiff was entitled to make such sales, notwithstanding the laws of Michigan, then the plaintiff would be entitled to recover.

If you find the plaintiff entitled to recover, it would be your duty to assess the actual damages to his business and property which have been tangibly shown to you by the evidence that the plaintiff has

suffered. You can not take into account any speculative, uncertain or remote damages and you can award only such damages as you have been satisfied have been fairly proven before you by the testimony to have been suffered by the plaintiff in respect to his business and property. You can not take into account any damages by reason of humiliation or injury to his feelings or anything of that nature, but they must be confined, if you find he is entitled to damages at all, entirely to the damages to his business and property and they must be such as you can tangibly find from the evidence presented to you here have been actually suffered by reason of this act.

So you have these two propositions: First, as to any liability whatever under this statute, if you find there is no liability under this statute, your verdict should be simply no cause of action or not guilty. On the other hand, if you find there has been a violation of that statute under the instructions given you, you will then assess the damages that the plaintiff has suffered in accordance with the instructions given you. I think that covers all the instructions.

A Juror: The jury is in doubt about a special point in the instructions and may we ask Your Honor for information before we retire?

The Court: Yes.

A Juror: I am not clear upon this: If there was not sufficient evidence to prove a conspiracy, whether the parties, through ignorance of the interstate commerce laws, were liable for the damages to the business? If there was not sufficient evidence to show conspiracy and the defendants were in ignorance of the interstate commerce law, are they still liable for the actual damages to the business? I didn't get that clearly.

The Court: This statute contains as the gist of the liability the making of a contract or combination or conspiracy in restraint of trade; in other words, in order to recover under this statute, the jury must be satisfied that there was an actual agreement or combination or conspiracy between the defendants or between two or more of them for the purpose of restraining interstate commerce. If there was not such an agreement or concert of action or combination or conspiracy between them, no matter how much damage has resulted, there could be no liability under this statute. For instance, if Mr. Pomeroy acted alone of his own motion and on his own responsibility without any collusion or concert of action or combination or conspiracy with anybody else, even Mr. Pomeroy would not be liable under this act because the very gist of it and the fact necessary to be found in order to have any recovery at all is the unlawful combination, agreement or conspiracy against the interstate commerce. Does that answer the question?

A Juror: Yes, sir.

The Court: I will say to you that a conspiracy never can exist unless two people are connected with it, so in this case, if you should find only one person to have done the wrong, your verdict must be not guilty, but if there were two persons engaged in the wrong, you would find a verdict as to those two and not guilty as to the third.

Additions Made by Health Food Companies.

Battle Creek, Jan. 29—Unusual interest attaches to the construction of the Quaker Oats Co.'s big grain bins here, since these have no duplicate in Michigan. Several food-makers and architects have been here to look over the bins, which are built entirely of fire clay tile. Each block is four by twelve inches. The bins will have a total capacity of nearly 40,000 bushels of grain, and will be topped by a grain sprouting house. The huge stone towers, this being what they most look like, will be 60 feet in height and 15 feet in diameter, laid on solid cement foundations and both fire and moisture proof. The idea is a new one even in this city of many health food industries, and is watched with interest sufficient to guarantee that other cities of Michigan will probably see a duplication of the idea.

A second local food factory has found it necessary to arrange for another enlargement. The Hygienic Co., maker of Mapl-Flake, will add a fifth story to their fine building on McCamly street as soon as the weather permits. A new oven, with a capacity of 1,000 cases a day, and made by the Johnson Machinery Co., also of this city, has been added.

The National Cereal Co., which makes X-Cel-O, has joined the "never close" brigade, operating night forces as well as day. This concern, one of those condemned by the suspicious public as sure to go under, is now at flood tide with orders.

Other industries of the city are keeping apace with the food plants. The American Steam Pump Co. now announces a new building for early spring, to extend from Monroe to Division streets, and the Battle Creek Interior Finish Co., which, by the way, makes furnishing materials and not breakfast food, as facetiously remarked occasionally, reports that the city never had such a building outlook as for 1907. Enough local orders are now in to make this company hustle all summer, while New York contractors are begging the firm to help them get out enough material to push their work.

The National Cereal Co. has been obliged to shut down for a peculiar cause—lack of crockery. The company gives dishes with its food and has been unable to keep up with the demands, depending entirely on the crockery manufacturers for the furnishing of these premiums.

Good Report from Zeeland.

Zeeland, Jan. 29—During the past year this place has landed two industries, a furniture factory and a planing mill, while the Wolverine Novelty Works has nearly doubled the capacity of its plant. This city is quite a furniture manufacturing village. It has three good sized furniture factories. The Wiehens Wagon Works is doing a good business and is scarcely able to keep up with its orders.

This place boasts of one of the largest cheese factories in the State, and also has a H. J. Heinz Company salting station. During the past year about twenty-five modern houses have been erected, and prospects are favorable for the building of many more this spring.

No man sees less than the one who always looks out for number one.

The Michigan Trust Company

Of Grand Rapids

Capital - - \$200,000.00
Additional Liability
of Stockholders 200,000.00
Surplus and Undivided
Profits - - 200,000.00
Deposited with state
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SEND FOR copy of our pamphlet entitled: "Laws of Michigan relating to the descent and distribution of property." ALSO blank form of will.

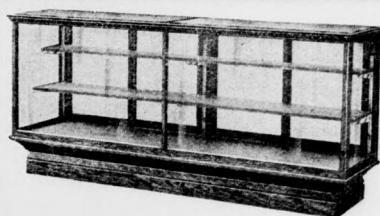
DIVIDEND No. 38.

The checks, more than 2,100 of them, for the thirty-eighth regular quarterly dividend of two per cent, on the issued capital of the Citizens Telephone Co. to the amount of \$49,648.91 were mailed on the 19th.

Subscribers to the original capital have therefore received back 76 per cent. of their investment in cash now.

The surplus and undivided profits now exceed \$130,000.

Inquiries from those seeking an investment are solicited.



Wolverine Show Case & Fixture Co.

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

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, January 30, 1907

GOOD AND BAD CITIZENSHIP.

As a veritable treasure house of mechanical ingenuity and skill in physics Grand Rapids is without a peer, and the spontaneity with which evidences to this effect have appeared during the past fortnight is most exhilarating because of the supremely absurd confidence with which such dictums have been pronounced. The insignificant facts that Lyman E. Cooley has formulated and recommended a plan for the protection of the city from high water, that said plan has been approved and adopted by the city, and is being carried out, has no bearing in the minds of the critics. They have all sorts of illustrations to back up their arguments, covering periods from the time when David Burnett built the first dam at the head of the rapids to last Saturday when the ice gorge was at its height.

When Flat River and the Rogue River sent their millions of logs into Grand River each spring conditions were thus and so, and it follows naturally(?) that similar practices would better be observed to-day. Forty years ago, when the Grand River watershed of about 5,000 square miles was densely covered with forests of timber, the spring freshets were like this or that, and so they must be similar at present.

And the fact that the U. S. Army Engineering Corps, after years and years of actual experience in correcting flood possibilities and in creating navigable streams, in all parts of the country and under all sorts of conditions, recommends certain methods as to Grand River, is merely a trivial incident when compared with these half-baked criticisms and suggestions based upon no practical experience and no scientific knowledge whatever.

The waterway construction along our river below the city has been the chief cause of the ice gorge at Grand Rapids is one of the idiotic howls. If this is true (but it is not) what relation do those improvements bear to the ice gorges at Ada, Lowell, Ionia and Portland? There was no sign of a gorge above the Grand Rapids dams when the Portland gorge formed.

Wait until our ice gorge goes out and see what becomes of the Government wing dams is the dire threat indulged in by many. With a depth

of water from 10 to 12 feet above these wing dams and with clear flowing water between the under-ice of the gorges and the tops of these dams we will wait with fear and trembling, only to be at last direly disappointed. Barring slight injury through the scouring of the heavy and "downward ice," the dams will be unharmed.

A purely personal and individual charge against our City Engineer is that, in a certain instance, he attached a discharge pipe, say 12 inches in diameter, to a 16 inch pump. This critic seemingly does not know that such an act may be wisely done, but such an act may be not only done but that it is a resource very frequently and most wisely followed in hydraulic practice and is evidence of accurate knowledge and fine judgment on the part of our City Engineer, rather than the opposite.

What has been the result of all this foolish, off hand criticism?

The Engineers have been hampered by insufficient funds because the aldermen, themselves unskilled in hydraulics, have been fairly dazed by the mix-up through unwise and unpatriotic criticism and, not wishing to do the wrong thing, have not known what to do. And so the improvements already made have been made under handicaps of the worst nature.

William Widdicomb, at the citizens' meeting at the Board of Trade Monday, showed that the improvements already made along the lines of Mr. Cooley's plan saved last year to the Widdicomb Furniture Co. the handsome total of \$75,000. That is to say, that company lost \$81,000 by the flood of 1905, whereas, through the flood of 1906, that company's loss was only \$6,000. And this is due solely to the work thus far completed in accordance with Mr. Cooley's recommendations.

In the light of these facts, it was a timely and very wise action on the part of our Board of Trade to call the meeting of citizens that was held. Moreover, the meeting was a splendid example of representative good citizenship holding up the hands of our city government; and no such wild chatter to "the galleries" as was indulged in by Alderman Renihan at the Council meeting Monday night can hinder or harm the progress there recorded.

The Doukhobors, that strange religious sect from Russia who startled the world a few years ago by their mad ecstasies and fanatical pilgrimages, have begun to feel the calming effect of the Canadian climate. Although Vereghin, their leader, can not speak English, he has imbibed the English spirit and has left the search for the Messiah to search in the earth for gold. His people are making good farmers and seem to be becoming very good citizens, their only fault being that they are vegetarians, subsisting on cereals, eggs and milk with peanuts and sunflower seeds for dessert. Everybody works, even father, except their animals, and they only bar the horse from it when the weather falls below a certain temperature.

A WORKING SECRETARY.

It falls to Secretary Root's lot to do and to say those things which make for the most advancement in American affairs. When he was Secretary of War he revolutionized and reformed the army and, although a plain civilian, introduced into military affairs improved systems by which the country and the service have greatly profited. He set the pace for administration in the Philippines. His work in that department will stand and be gratefully remembered to the second and the third generation. Having finished the task before to be recalled as Secretary of State. Many thought this was a position of large dignity but small activity. The new incumbent retained all the dignity and speedily added a lot of activity. He had not been long in office before he materially improved the business methods of the department and saw to it that a bill was introduced greatly increasing the facilities of the department for good work. What he is doing is all directed toward making the department of practical value to the people.

Hitherto and for the most part the office of Secretary of State has been regarded as thoroughly dignified and very ornamental, but less directly useful in its service to the people than those other departments which have charge of the treasury, the postoffice, the war, the army, the navy, etc. Under Mr. Root's management the office of Secretary of State is just as ornamental as ever and a great deal more useful. He requires that the American consuls shall gather and send home some information that is of value to American manufacturers and merchants. He gave up all of last summer, which other people used for vacation, to a trip round Cape Horn, with calls at South American capitals, and the result is increased good feeling and the opportunity for a wonderful increase of American trade. Before the delegates of the foreign commerce convention at Washington the other day he argued for a tariff revision by the speedy enactment of laws providing for a maximum and a minimum tariff, to the end that the State Department through reciprocity treaties can increase the export trade. Unlike Speaker Cannon, he is in favor of this change right away, a change which shall "proceed upon a generous and intelligent consideration of all interests." Seldom has one man in so short a time rendered such varied and distinguished service to his country.

DEMAGOGUERY DECLINING.

Time was, and not so very long ago, when a man with a ready tongue, a plausible manner and generous impudence could successfully curry favor with the average American audience of men by pandering to the ignorance and prejudices of people. An insignificant statement, forcefully put into a sentence with just the necessary intonation and emphasis, achieved the desired effect. A silk hat or kid gloves, or silk stockings, coupled with the term aristocrat, were certain, if spoken of with the skill of the

average demagogue, to set an audience wildly in favor of the speaker and the cause he happened to represent.

Fortunately, as was demonstrated at the last meeting of our Common Council, such efforts at effecting a sinister purpose are less formidable to-day than was the case a decade ago. Americans, as a rule, are readers, not only of the printed page, but of men and their motives. And when a demagogue arises and gives utterance to an old-fashioned speech which implies that the people he addresses are little less than fools, he is apt to find a jolt awaiting him.

Men who think for themselves are in the majority and such men do not, as a rule, assume that silk hats and stockings and kid gloves are synonymous with incompetence, disloyalty, dishonesty and all the rest of the misrepresentations by the demagogue.

Cesare Lombroso, the great Italian criminologist, has prepared without personal examination a lengthy statement in which he asserts that Harry Thaw is insane and has been a degenerate from his birth. It is the reason therefor, however, that is interesting. He says that by superhuman work for a short time Harry Thaw's father became a millionaire and that to his consequent mental exhaustion is due the insanity of the son. As regards the Thaw case this may be taken for what it is worth, but assuming it to be a fact that the sons of geniuses, even if that genius extends only to saving pennies, are generally imbeciles, is that not a very good argument for an inheritance tax or even distribution of great fortunes? This would be a good topic for a certain class in the Fifth Avenue Baptist Sunday school of New York.

An old woman of Sag Harbor, L. I., whose body and limbs are gnarled and twisted with rheumatism, imbibed freely of cider the other night and then nearly asphyxiated herself with coal gas. Then, lo and behold, her rheumatism disappeared and the old form was renewed in straightness and suppleness. The ancient dame says she will stick to the cider, but, cure or no cure, no more coal gas.

Several of New York's prominent physicians got together the other night and related some marvelous tales concerning the effectiveness of fresh air as a cure for insanity. It is said that even acute cases may be cured by sunlight and plenty of outdoor life. However that may be, any man who thinks he feels it coming on will be wonderfully invigorated by taking this cure right away.

Don't be afraid to demand as much of a customer's time as you need to do yourself justice; but feel it a shame to waste his time by not talking to the point.

When a woman is sick she takes a good deal of pride in thinking of the miserable life her husband would lead if she were dead.

If you can not say No to many trifles you will never say Yes to any great triumph.

DEPOT DIALOGUE

As Heard by the Man on the Back Seat.

Written for the Tradesman.

I was down at the depot, the other day, waiting for a relative to come in on the train from Detroit. I was too early, or rather, the train wasn't on time, and so I amused myself in listening to the conversation of the three people who were sitting in the row of seats directly back of the one I was occupying. They seemed not to notice me—at any rate they did not drop their voices any lower than the ordinary tones of conversation; in fact, they "made no bones" of what they had to say—by the way, I wonder what that odd expression comes from—so I could not, by the widest stretch of the imagination, be accused of eavesdropping.

One of the trio was a vivacious girl of about 23, one was younger still and the other was a sharp-visaged, sallow-faced girl of uncertain years. Once in her lifetime she might have been 25—but she wasn't that age now.

It was her voice that first fell on my ear. They were discussing various matters that interest a group of girls all of whom like "small-talk," and quite naturally the topic of dress drifted in. She of the peaked nose and pointed chin was remarking:

"No, I can not truthfully say that I am excessively fond of so-called dress. I like to look neat and clean always—always; but as for being a slave to Dame Fashion, she can't count me among her votaries. I do not like to spend my money well enough for that. I earn it myself, and I know what a dollar means—which is more than I can say of many girls in my situation.

"When I started to work—I wouldn't care to state how long ago—I made up my mind that I would spend only \$30 for my clothes the first year. I already had a pretty good coat for the winter. My hat was a shabby affair, but it must do. I haven't a bad foot" (here Old Maid stuck out a foot which certainly was a shapely one and well shod withal), "and there was where it was going to be hard to economize. But I did. I bought cheaper shoes than I had dreamed I could wear when good paterfamilias got my footwear. I wore my nicest shoes in the summer and my old ones I covered up with rubbers in the winter. Rubbers were always quite an item of expense with me, for I hate a shabby rubber; and, too, I looked upon it that if I sacrificed my feelings by wearing miserable old shoes I could be allowed the possible extravagance of the good overwear. As to gloves, I never, even now, pay more than a dollar a pair; I think that is a great plenty for any poor girl to pay." (Here Vivacious Girl's pretty little nose went up in the air). "My underwear I buy ready made, because I get it cheaper that way, and, besides, it saves me the bother of sewing, which I somehow don't 'take to.' The same is true as to my other garments. I can buy what Elise here would call a 'hand-me-down' suit for \$25. I didn't even pay that much that first year. I bought a part-cotton and part-wool dress for \$10, and

I may add that it did me excellent service for three years. I never was much on gewgaws"—

"You needn't be looking at my watch-fob," said "Elise" quickly, trying to cover the ornament with her pretty hand but not succeeding very well.

"And so they didn't bother me that first year—nor haven't since," added the Old Maid, with conscious rectitude.

"Elise" made a little moue, and she of the sharp features went on telling of how the struggle continued from year to year until at last she reached a joyous one, where she no longer had to count the cost but could get most anything she needed or wanted.

But, judging by her appearance, her necessities do not affect her strenuously at this present time and luxuries do not appeal to her. Evidently, grown stingy through Poverty dwelling with her so many years, she was unable to accustom herself to her new comfortable circumstances when "pinching a penny" was no longer a subject to be considered.

Since listening to her talk I have learned the identity of those three girls who beguiled my otherwise weary wait that day in the depot and my diagnosis of her financial case was correct.

"Elise," as they called the little Frenchy one, tossed her curly top-knot and began her say:

"I'm not like you" (the girl looked a trifle daggerish at the previous speaker), "I go in for a good time, whether or no. I'm not going to fritter away my time working for a particular sort of future that may never arrive. I am going to have all the pretty clothes that my wages can command, and I'm going to have all the fun I can extract from life as I go along. I'm young" (here "Elise" got more than even for the "gewgaws"), "and I'm not so bad looking" (she surveyed herself complacently in the convenient mirror opposite), "and I intend to keep myself young and attractive. I aim to dress in good taste" (she was exquisitely befrocked), "and bye and bye I intend to marry and settle down. But not for now! I'm going to have my fling first. I have a good home and loving parents; they worship the ground I walk on." (How could they help it, I wondered, with such a fascinating little daughter?) "My mother is forever trying to make my life easy and happy at the expense of self-denial. She buys me the loveliest underwear—much nicer than I can afford with the wages I get—all lace and hand embroidery. When I marry I'm not going to take up with any old stick, but he's got to be handsome and rich—and, best of all, goodnatured. Many of my lady friends who are married advise me to pick out a widower, declaring that a 'warmed-over' man makes the best kind of a husband; that if I can get the sort that was 'good and kind' to his first wife he will be the same to me. I'm turning over the question in my own mind and keeping my eye open for a nicely-browned widower! Know of any 'eligible parties?' I've never yet seen the young

unmarried man I'd like to tie to for sure, but I know several married ones I could learn to love—and it wouldn't take me half a jiffy to do so, either! All the nicest men I know are married, so I think I'll have to just jog along and live in hopes that a wife will die somewhere along the route. I don't see any other way for me to get the particular brand of man that I like."

"Well, when I marry," began the Rosebud, "I'm going to marry for pure, true love for the fellow I get. And I'm not going to be like Elise here—wish that some other woman would die so I could get her husband away from her. I'm going to have gumption enough to get one of my very own. I don't believe in that kind of business. I don't think it's right to want another woman's husband before she's dead. The other women got their husbands, I'll get mine. If I wasn't as smart to catch a man as they were I'd never own up to it! As I say, I want a nice, good, true husband. My husband is never to yelp at me in public. If there's any scolding coming my way it's to be done behind our own bolted doors. I think too many women allow themselves to be berated by their husbands before folks. They should have backbone enough to give them to understand that such insults don't go down. I don't want one that'll hang out nights; and he'd better not let me catch him making eyes at any other girl, either. If he did, she would make no eyes back at him, for she'd have none to do it with—I'd scratch 'em out for her! I'm the one that's going to be the only girl for him—first, last and all the time. The man I marry is going to treat me always with respect—at least before folks, and I hope he will treat me so all the time. When we are out together my man is not to pay other girls attention in preference to me. He is to look out for my comfort first. If there is time for gallantry to others after I am cared for—well, they can have what's left. I've seen men neglect their wives shamefully for younger and prettier women. I'd never be one to stand for that. I am to be supreme in my husband's affection. I shall marry for a dear little home of my own. I dote on a bird's-nest of a place. I'd never care for 'marble halls'—but I do want a whole lot of sofa pillows!"

"You can't eat sofa pillows," snap-

ped the Old Maid, who had listened to this rhapsody with scarcely-concealed contempt.

"No, of course not—nobody said one could," laughed the Rosebud, "but they'll go a long way toward making me contented with my lot when I possess a home of my own. I intend to have a million of them—well, a dozen anyway—and all handsome ones. I can cook like an angel. Angels don't cook? Well, I can make 'angels' food,' and if angels don't cook it where do they get it? Tell me that! And I shall keep my dovecote in apple-pie order all the while—no dirt for me, please. I shall keep it so nice and clean that my bird won't want to fly out of it. Now you two have my ideas of matrimony and a perfect home, and I think they rather throw yours and Elise's in the shade," ended the Rosebud, triumphantly, at which "Elise" and the Old Maid sniffed in silence.

The train I was waiting for here arrived and I sidled out and lost myself in the crowd so that the trio would not notice me and imagine I had heard what they had been saying.

Which of course I hadn't! Tom.

Trained Too Well.

The rule of the Street Railway Company is that children over the age of 5 years must pay full fare, those under that age being carried free.

One afternoon not long ago there were among the passengers on a Cherry street car a woman and her son, the latter a big boy of apparently 7 years, but who was held in his mother's lap as if he were a baby.

Presently the lad grew restive. "Mommer, mommer," he murmured, "Say, mommer!"

The mother, with a premonition of impending danger, tried to silence the youngster, but to no avail, for he continued to call upon his "mommer."

Finally, the woman asked: "Well, what is it, son?"

"Mommer, when do I say I'm only 5?" asked the irrepressible.

Count up the interests which you have in common with your employer and with your trade. You will be encouraged by the result.

Vehemence, without reasonableness, is like a train off the track.

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.

SHOT THE ROBBER.

Exciting Experience of a Toledo Traveling Salesman.

A few years ago I had an adventure that made me quite a reputation and also the recipient of \$500.

In the business in which I was employed, that of traveling salesman for a wholesale house in Toledo, it was necessary for me to visit the smaller towns of the country in my territory, in many of which hotel accommodations and police protection were not first class.

I put up one night at a dilapidated old hotel in Southern Michigan. Besides two young men who clerked in the only store in the village, and a woman telegraph operator, who was on duty during the day at the little railway station near, there were no other guests except myself, and a stranger who had come upon the same train upon which I had come that afternoon.

After supper, while sitting at the hotel office table arranging my work for the coming day and writing some business letters, I chanced to look up and caught the eyes of the stranger who was sitting in the darkest part of the room watching me intently. As soon as he saw that I was aware of his attention being fixed upon me he turned away and looked listlessly about. Several times during the evening my eyes unconsciously sought that portion of the room where he sat and each time found his gaze riveted upon me.

He was a small, dark skinned, wiry

man of about middle age. His clothes were much the worse for wear. He wore his coat collar well up around his neck and a wide brimmed slouch hat drawn down over his head as if he did not care to be recognized.

I confess I did not like the looks of the man and when I went to my room I took extra precaution to fasten the door and windows, for I had a considerable sum of money belonging to the firm upon my person, which I was obliged to keep, for the hotel had no safe and the town no bank.

About 9 o'clock in the evening I retired. I did not extinguish the light as was my custom. I had a presentiment. I believed that the man who had scrutinized me so closely meant to do me harm if he could.

After tossing about for some time I do not know how long, I fell into a light dose from which I was awakened by a sound near the head of my bed. A rat, I thought, was gnawing at something between the partition walls. What an annoyance! I could hear it too plainly to go to sleep again while it continued.

It made me extremely nervous. I was about to reach over and strike the wall with my hand to frighten the creature away, when it occurred to me that the sound did not resemble exactly the gnawing of a rat. It lacked the harsh, rasping noise made by that intrusive rodent, nor was it the dainty nibble of a mouse. That I felt sure. I was suspicious. I raised my head from the pillow and could distinctly hear something sifting down, then a muffled cutting as if

a knife were being used. I was sure now that the sound I was hearing was being produced by human agency.

I got up and dressed as quietly as possible, turned the light down so low that it scarcely showed, then placed my ear near the spot from whence the sound came. At once the situation was made apparent. Some one was cutting a hole from the adjoining room through the partition walls, on a level with the lock on the door of my room and within a short arm's reach of it.

Stealthily the work went on. Pieces of lath were cut and split away with as little noise as possible. Now and then a small portion of mortar would fall down between the walls and a pause would follow, as if the person, whoever it was, were waiting to learn whether or not I had been disturbed. Seemingly satisfied that I was sleeping soundly the knife was again put to use. Soon a small piece of mortar fell from the wall in my room. This was followed by a long silence. The work was then resumed, and finally, by the dim light of my lamp I could discern a finger being forced through the hole. Cautiously then it broke off a fragment of mortar and as cautiously drew it in and carried it to the other side.

I was thoroughly aroused, but restrained myself surprisingly. The object of the thief was, I believed, to cut a hole through the walls large enough to admit an arm, reach through, turn the key in the lock to my door, go around through the hall-

way, come in, and rob me; if I resisted, murder me.

"Well," I said to myself as I came close to the aperture and awaited developments, "if that is what you intend trying to do I shall defeat your purpose and teach you a lesson that you will never forget, if it costs me a good deal of exertion to do it."

While thus soliloquizing three fingers came through and another piece of mortar disappeared. A knife was again used to cut out a piece of plastering lath, which, being done, the hole was large enough, if my surmise proved correct. I waited in great suspense. Yes, I was right.

Slowly and with extreme caution came a small, dark hand through the opening, followed by a slender, yet muscular, arm. Inch by inch it came, like an ugly deformed snake, until the well developed biceps were visible on my side of the partition. Then the fingers extended and grasped the key. But they did not turn it, for this was the opportunity I had hoped for, and I improved it.

Springing, like an eager, hungry cat upon a mouse, I gripped, then pulled the extended arm with all the strength I could control, at the same time bending it back against the rough edges of the hole.

The surprise, pain and fear of capture made the would-be thief frantic, but I had every advantage over him. I was far more muscular than he, besides, if he had been stronger, I had him drawn so closely against the partition that he could not brace himself.

Yet he tugged and pulled and kick-

"IT'S ALL IN THE JAR"

How often have you had complaints as to poor quality of Fruit Jars and loss of fruit? You never heard of failure or complaint of

ATLAS SPECIAL WIDE MOUTH FRUIT JARS

We think so much of them that we spent several thousand good dollars last year telling the housewives all about them. We had thousands of inquiries which we did our best to satisfy, but in very many cases were unable to supply the goods. This year we will continue to advertise in the leading women's papers, for the benefit of the retail grocer.

We want to ship in car lots as we also supply Atlas Mason Jars, Atlas Mason Improved, and **Atlas E. Z. Seal Jars** (new wide mouth). There is no trouble about making up carloads. Don't put a lot of cheap jars in stock but write us for prices on the BEST before it is too late. We have done our part, so now it is up to you, and really "IT'S ALL IN THE JAR."

HAZEL-ATLAS GLASS COMPANY
Wheeling, West Virginia

ed and strained every muscle in his body to gain his freedom. I held him fast.

Up to this time neither of us had spoken. Seeing his struggles were useless he relaxed his muscles, and, panting and quite out of breath, said:

"Well, you have caught me, sure enough! Ease up a little, please, and let me explain! Don't bend my arm back! You're breaking it! Give me a chance, won't you? This is my first offense."

Getting no response, he continued: "If you let me go this time I swear I will lead an honest life, as I always have heretofore, and further, I will give you \$200, cash, all the money I have in the world. What do you say?"

I gave him no answer, and, he, thinking that I was considering his proposition and not fully on my guard, gave a violent jerk. I had anticipated a move of this kind and gave his arm a quick wrench backward until he yelled with pain. Immediately I heard the sound produced by the cocking of a revolver, and before I could realize the situation two bullets, fired in quick succession, whizzed dangerously close to my body. In a twinkling I pulled my own revolver and fired through the wall where I fancied the robber's head was.

A second later I felt the muscles of his arm relax and twitch spasmodically, the fingers grow limp, and then I knew that I had hit my unseen assailant. I did not let go my hold, however. I did not know but that he might be feigning, and so held on.

The landlord, guests and villagers, attracted by the sound of shooting, came hurriedly and excitedly upon the scene, and after an explanation from me, to whose room they came first, they passed on to the adjoining one, and found the would-be robber stone dead. The bullet from my revolver had entered his brain just above the ear, and he had died without a struggle or a moan.

I was exonerated by a coroner's jury, and when it was ascertained beyond a doubt that I had killed Bill Smiley, a desperate character much wanted at Cleveland, for highway robbery and murder, I received the \$500 reward offered for his arrest, dead or alive.

To be sure, I would rather not have taken the man's life, but since it was unavoidable and purely in self-defense, I have no compunction, and never have lain awake nights lamenting the occurrence.

William A. Davis.

Woman's Useless Questions.

How many of our words are absolutely superfluous, serving no end but the waste of time.

A man stood before a mirror, his face well lathered and his razor in hand.

In came his wife; she looked at him and enquired "Are you shaving?"

"No," he replied fiercely, "I'm blacking the kitchen range. Where are you—out driving or at the matinee?"

Coalite To Replace Coal.

Coalite is imitating coal and is reputed to excel the genuine article. By a newly discovered process the experts can produce from coal of the cheapest quality this substance of coalite. This coalite produces 20 per cent. more heat than coal. So little carbon is emitted that it can be burned in a white stove without discoloring. So little oxygen is required to support its combusting that the long draft is unnecessary, and the tall chimney is made a thing of the past. It is further declared that the gas produced is stronger, purer and less costly than that to which we have been accustomed. Finally, it is said that the by-products of the manufacture of coalite can be sold for more than the original price of the coal, so that coalite costs less than nothing to produce. If only coalite were edible as well, the goal of human happiness surely would be looming in sight.

Mexican Poultry Poor.

All the eggs sold in Mexico City are laid by hens owned by Indians in the surrounding country, and there is no scientific breeding of poultry for either meat or eggs. The hens are allowed to raise themselves the best way they can and when they feel like laying they do so. At present they have made up their minds to take a rest. Owing to the haphazard manner in which the hens are raised, it is hardly surprising that the Mexican market is often suffering for lack of eggs, and that the price goes soaring high at such times.

Although there is no duty on eggs imported into Mexico, there are no foreign eggs being brought in. According to dealers in eggs, the express charges and freight rates would make the imported egg even more expensive than the domestic one. It looks, therefore, as if Mexico will have to bear the inconvenience of dear eggs until the Indians have learned to care properly for the hen and to feed her for laying.

Vast Lake Drying Up.

The other day it was announced that Great Britain, France and Germany had agreed on their respective shares of Lake Tchad, Central Africa. Before many years the shares of water surface will be shares of swamp land, as the lake is drying up. In fifty years its area has diminished by 1,000,000 acres and it is now very shallow throughout.

Gone for Good.

"Is Mike Clancy here?" asked the visitor at the quarry just after the premature explosion.

"No, sor," replied Costigan; "he's gone."

"For good?"

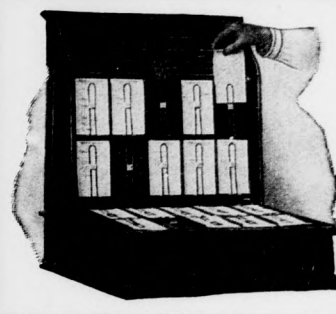
"Well, sor, he wint in that direction."

We Sell Whale-Back and Lady Ryan Cigars. Do You?

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich.



Don't Neglect Your Accounts

Don't WASTE your valuable TIME posting and copying bills and statements.

It is TIME thrown away.

You can handle your ACCOUNTS by the McCASKEY SYSTEM with ONLY ONE WRITING, giving your customer a copy with each purchase showing the items and total down to the minute.

ACCOUNTS always ready for settlement without making another figure.

NO FORGETTING to charge goods with the McCASKEY.

NO disputes with customers.

The greatest COLLECTOR of ACCOUNTS ever invented.

It is the McCASKEY ACCOUNT REGISTER system.

We will gladly give you complete information.

The McCaskey Account Register Co.

Alliance, Ohio

Manufacturers of MULTIPLEX Duplicating Carbon Back Counter Pads; also End Carbon, Side Carbon and Folded Pads.

J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids

Agencies in all Principal Cities

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

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Don't measure your capabilities

With a yardstick made to fit;

Try "AS YOU LIKE IT" horse radish

And it's sure you'll never quit.

PACKING APPLES.**The Reasons Why Honest Methods Should Be Pursued.***

At a meeting held by the Boston branch of the National League of Commission Merchants the subject was brought up by myself as to whether or not the time had come when we should demand an honest package and honest packing of apples. Immediately the League proposed that I should present an article to the convention upon this subject. As all of us are interested in the same business and reaching out for the same ends it would seem that this was the proper place to discuss such a topic, and, speaking for the Boston branch, I would say that it seems to each and every one of us that we should have apples packed as honestly as eggs are graded, or a barrel of flour is put up, so that we could sell our goods not only in our home markets but in any market in the world and have them give satisfaction. In order to do this we certainly must have a standard for packing the goods. Up to the present time there have been no steps taken, as I understand, to bring about this much-needed reform. I think the members of our League are of the opinion that the packing of apples in this country should be legislated upon in order to get an honest pack.

It was the sense of our branch that apples should be packed in uniform barrels in the states where apples are packed in barrels, the measurement of the barrels to be the same as the flour barrel, which, I think, is 17 1/4-inch head, the states using boxes to use a uniform box also. It was the impression of all those at the meeting who handled apples that No. 1 apples should measure not less than 2 1/2 inches in diameter. All apples should be well colored, free from imperfections and should grade, when packed, not less than 95 per cent. of perfect fruit. Also, all apples grading 2 1/2 inches and larger, not colored, should be packed and marked "light colored." Also all apples from 2 to 2 1/2 inches should be packed as No. 2s. All apples under 2 inches, whether colored or not, should not be allowed to be packed and sold as apples for either eating or cooking purposes. They should be used entirely for cider, dried fruit, etc. Of all apples that drop from the trees, only one grade should be packed, and those should not be less than 2 1/2 inches and free from broken skin.

Each and every packer, whether grower or speculator, should be obliged to stencil plainly the packer's name, state where grown and quality of the fruit in letters not less than 1/2 inch in length.

Should apples be packed with excelsior padded heads? I think they should, as the fruit is much better, there being fewer spoiled apples and more that are suitable for consumption.

Would there be an incentive for our growers of apples to try to raise more fruit under such conditions as are set forth in this article? If packers were made to feel that they must

pack within these lines would they be of as much use to farmers as they are now, or would we dealers be benefited by such a law? I believe we would be benefited, for by such a law as this we should save at least 20 cents per barrel on each and every barrel of apples we sell, for we are afraid to-day to trust the growers or speculators to pack for us, so we send our men to oversee the work and then we are beaten, for if the party we send is from their immediate neighborhood they work in many instances for the farmer, because they are oftentimes dependent on him for their livelihood. But make it a criminal offense, and then it is up to the grower or packer to have them right, as most men are afraid of criminal law, and we save these extra charges of packing, and we shall soon see the growers and packers of apples trying to improve in the raising and packing of their fruit. Once started in the right direction the packing of apples and all other truck would come under the same law.

Let us at this convention go on record, as we have in the past, in trying to forward a good work for the grower, consumer and ourselves. It is, indeed, a time for action, for we have been beaten so badly the last few years on the packing of apples that now we must stop and try in some way to gain what we have lost. This has not all been brought about by the grower, but by speculators; and the foreign markets are partially to blame for the way in which our apples are being packed. The foreign markets should be discussed fully. I will not take it up here, but leave it for others to bring forward.

Shall the packing of apples be taken up by individual states, or shall it be taken up at once and an attempt made for a National law? I should say that the best we can expect now is to take it up with the agricultural department of each state and then try, if possible, to get a National law. When we get the question fully before the farmers and the people, so that it is discussed by legislatures, grangers and the consuming public, something will grow out of the efforts put forth here at this convention to forward such a good work as this seems to be.

Simplified Spelling.

Speaking of phonetic spelling, we certainly need it, from this story:

Little Willie came home from school one afternoon, crying, and on being asked by his mother the cause, he told her that he had missed a word in spelling and had been whipped by his teacher.

On being asked what the word was and how he spelled it, Willie told her it was pneumonia and that he had spelled it n-e-u-m-o-n-i-a.

The next day Willie came home crying even harder than the day before.

His mother, asking the cause, was informed that Willie had missed another word in spelling, and had been whipped again for his mistake.

He told his mother that the word he missed was neuralgia, and that he spelled it p-n-e-u-r-a-l-g-i-a.

Another Big Opening in Oklahoma

A TOWN LOT SALE IN OKLAHOMA

The Advertising Department of the
American Investment and Development Company

invite you to join them on their annual **Free Excursion** to the Land of Plenty. Write us for further information.

Branch Office, No 210-11 Murray Bldg.
Grand Rapids, Mich.

Main Office, 302-3 Elektron Bldg.
Ft. Wayne, Ind.



Success is Foretold
When BEN-HURS are Stocked

The day has long since gone by when a cigar merchant is kept "guessing" as to whether he is "stuck" or not with an invoice of Ben-Hur cigars. In a tobacco stock they are accounted as standard as H. & E. granulated in a grocery store.

The demand for both is so certain as to make it a necessity for each respective business to stock them.

One is as certain to sell as the other.

There is not an unsaleable box in the world.

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

*Address by E. R. Lord, of Boston, at the annual convention of the National League of Commission Merchants.

THE LAST MAIL.

Rural Delivery Has Superseded the Small Postmaster.

Written for the Tradesman.

"Is the last mail in?"

The oft-repeated question is answered cheerfully by the postmaster or his assistant with no further thought of its significance except for that day. To one whose lot it has been to receive and distribute the last mail ever arriving at a postoffice, and to send away the last mail from the village or locality, it has a deeper meaning. If the dividing line between the old year and the new is worthy of serious consideration, then the last acts which mark the closing up of the old order of things and the inaugurating of a new and better one are also worthy of more than casual notice.

The gray-haired men and women who hailed with gladness the arrival of the mail coach at intervals of a week or more, who rejoiced as the years went by in the improved facilities and the briefer periods between the times when they could hear the news from the outside world or tidings from distant friends, can much better appreciate the benefits of our postal system than those who never knew what it meant to be without a daily mail.

From pioneer days up to within a few years every change in the mail service was an advance along the same lines. It was building on established foundations; it was improving and extending facilities; it was reducing expense to the post-office patron, adding to his comfort and enjoyment. It was not destroying the old and causing delay and inconvenience while experimenting and perfecting a new system.

The time was when a railroad through a section of country meant nearer stores and nearer markets, more frequent mail service and convenient points of embarkation for those wishing to travel. To-day it is the through passengers and the through freight traffic which is most sought by the railroads. The local patronage is of small account in comparison. The larger cities and towns only enjoy adequate service.

The rural free delivery system is of great benefit to a certain portion of the people. Another portion are undecided whether its benefits offset the inconvenience, while still another portion are losers by the change from former methods. So the little villages no longer share in the benefits of present conditions.

The double track and the electric signal system have to a large extent displaced the telegraph operator at the smaller stations. The rural delivery system does away with the necessity of the farmer going to the village for his mail. The postmaster sees the patrons of the office reduced to the residents of the place and possibly a very few near by. The station agent is given a position elsewhere. The depot building is torn down or moved away. No freight can be billed to or from the place. It is only a flag station now. The postmaster must carry the mail pouch and deliver it to the postal car or hang it on the crane and wait for the

incoming mail to be thrown off as the train flies past. The flouring mill, which was once the chief magnet to attract business to the place, runs intermittently for a while and finally the machinery is taken out and moved away. The village store has lost a large portion of its trade. The postmaster's commission is but a few cents a day. It is high time for him to seek a new location. He resigns the office. No one else wants it now. The day has gone by when people are willing to accept the postmastership for the honor of it or for the good of the community. Uncle Sam is rich now and can well afford to pay his servants. Moreover, if the indispensable servants are well paid there will be less revenue for grafters to plot to secure.

The postmaster's resignation is accepted and an order comes to discontinue the office at a certain date. The final reports are completed. The records, the stamps, the cash balance, the postmarking and cancelling stamps, the key and its chain are all registered and placed in the mail pouch to be transmitted to headquarters. It is nearly time for the morning mail train. The postmaster closes the pouch and threads the strap through the staples. He was sure before he left the office the previous evening that everything was in readiness, but he carefully surveys the empty pigeon-holes, the desk, the floor and then he snaps on the lock. It is beyond his right and power to open it again. He takes the pouch across his arm and hastens to the station. The train halts for passengers. He hands the mail pouch through the doorway of the mail car. The heavy door slides shut. The train moves on.

"Yes; the last mail is in."

E. E. Whitney.

The Hen Bird.

Behold

The Hen bird,

The modern mistress of the barn-Yard,

The great talker,

The gabbler, gossipier

And producer of fruit,

The renowned originator of the Prehistoric omelet.

The creator of the "sunny side up,"

The purveyor of the rare delicacy

Which accompanies

"Hamand—"

The celebrated inventor of the

Lump of indigestion known as

"Hard-boiled."

I salute you,

Take off my hat to you.

I have met your cold storage

Children, ancient and modern,

Many times.

Fresh from the Stork they are

Delicious.

But lying forgotten and in disuse

Peradventure.

May your days be enlightened.

May you walk in the ways of the

Inspired

And some day may you learn

That the mission of true Henhood

Will be fulfilled

When you can lay a poached egg

On buttered toast

Fresh

Every

Morning!

TOWN FOR TOWN STORE FOR STORE

THE BIGGEST AND THE BEST
SELL

ARBUCKLES'
ARIOSA
COFFEE
AND GET THE
VOUCHERS



"Liquor improves with age. The longer you keep it the better it is for you."

You can't keep

Mother's Oats

on your shelves very long

Because

your trade call for it.

That's why YOU ought to push it.

More money in it with our new

PROFIT SHARING PLAN

The Great Western Cereal Co.

Sole Manufacturers of Mother's Oats

Chicago

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—The situation is firm and strong, and buyers of napped goods have been very active during the past week. As was explained before, there will not be enough outings to go around this year, and buyers are finding it out. The openings of some lines brought about trading that may fairly be considered of a record nature, and should the volume of trading be kept up, the total output would pass into consumption in a very short time. No doubt late buyers will pay much fancier prices than the present ones for desirable deliveries, if, indeed, it is possible to get the goods at all.

Sheetings have been rather quiet, sellers busying themselves in keeping track of deliveries rather than in taking orders. Bleached goods have done a fairly good business here and there, but they, too, have been rather quiet. No further advances are reported in this connection, but an increase in the demand may be expected to precipitate such a condition at almost any time. Three-yard 3.25 and 3.50 sheetings could no doubt accommodate more business as readily as any other line of fabrics in the market. Propositions to the export trade however, elicit no response on account of the attitude of the buyer toward what he is pleased to consider a high price. The position of tickings, denims and fabrics of this nature remains fully as strong as heretofore. Gingham, also, show the same degree of strength as formerly.

Dress Goods—This market is beginning to shape itself, and in some instances to assume a very active front. Some sellers report a very satisfactory business. One in particular, handling worsted dress goods to the jobbing trade, reports that his entire output is already half sold up. Indications now point to an earlier opening of fancy woollens than was thought likely a short time ago.

Underwear—For such goods as are available prices show an advancing tendency which in some cases is of a substantial nature. The best known lines of substandard fleeces have recently scored an advance, and as far as standard goods are concerned, it is almost impossible to get them at any price. It is stated in some quarters that the extraordinary mildness of the weather is affecting the business on heavyweight lines in general not a little. Buyers are cutting down orders for future stuff for the reason that their stocks are not moving at all to suit them, and the chances are that they will be obliged to carry over large quantities of goods until next season. Sellers have stood in fear of such a condition for a month or more, and the fact that it is now being precipitated is not a surprise. A good volume of business was done on ladies' ribbed carded yarn goods, and sellers express themselves as be-

ing satisfied with the results. A happening of interest at the convention of jobbers to underwear in general, but particularly to this class of underwear was the postponement of the proposition to request the stamping on the garment itself of the word "second" on all goods coming under this class.

Hosiery—With the large number of buyers who are in town and have been in recently it can not really be said that the conditions, as far as the market is concerned, are all that might be hoped for. Most of the buyers who were here came for other purposes, and took advantage of their presence here to arrange or rearrange matters on which the business had been already transacted. A limited amount of buying for fall was done, and also a comparatively small amount of duplicating. However, the weather is a severe handicap to trading in general, and sellers deplore the fact greatly. If the remainder of the winter is to be as mild as it is at present, it will be more of a handicap than ever.

Sweaters—These goods show a healthy revival of interest. The activity now noticeable is in boys' and youths' sweater coats at prices ranging from \$4@12 per dozen. The old style of sweater did not have any call to speak of this year whatever. In the higher priced lines that are sold to the jobbing trade a large business has been done, at least one line of high-grade goods being sold up. The demand really shows improvement over last year that is of a noticeable character despite the oft-repeated statement that they had run out.

Hard Work, at That.

"I know few men get the better of a clash with a railroad, but there's one I turned the tables on eight or nine years ago."

"Tell us about it."

"It was simple enough. I worked at the roundhouse."

Parting Words.

Church—In her application for divorce a Pittsburg woman made use of 42,000 words.

Gotham—Well, it was the last chance she'd have to talk to her husband, probably.

The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP
It's economy to use them—a
ing of 50 to 75 per cent. over
any other artificial light,
which is demonstrated by
the many thousands in
use for the last nine years
all over the world. Write
for M. T. catalog, it tells all
about them and our systems.



BRILLIANT GAS LAMP CO.

42 State Street

Chicago, Ill.

THE Keeley Cure
LIQUOR MORPHINE
27 Years Success
ONLY ONE IN MICH. WRITE FOR
GRAND RAPIDS, 265 So. College Ave.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



See Our
Spring Line
Before
Placing Your Order

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 26—Coffee, in a speculative way, started on an advance yesterday, but the movement led at once to the usual liquidating process, and a return to the lower level ensued. The spot market remains in just about the same condition as previously reported and buyers are not taking large quantities. At the close Rio No. 7 is worth 67½¢. In store and afloat there are 3,912,330 bags, against 4,269,093 bags at the same time last year. Not an item of interest is to be found in the market for mild coffees. There is simply an average sort of business going on, and quotations show no change in any particular.

Jobbers report a fair demand for teas, and especially strong are low-grade sorts of Ceylons, Indias and Congous, owing largely to the somewhat limited supply here. The market as a whole is in a satisfactory condition so far as can be judged and holders are quite content.

The refined sugar market seems to be in a sort of waiting mood and the trade is expecting that next week will see some changes in selling terms, and there is a conflict of opinion as to the general course of the market. Buyers are taking very limited quantities and are simply awaiting future developments.

Rice is firm and unchanged. Supplies are not very large and yet there seems enough to meet requirements. Choice to fancy head, 4¼¢@5¼¢.

The market for spices shows little, if any, change and at the close prices are on the same level as last week. Pepper seems to be firmer but no advance has taken place.

Grocery grades of molasses meet with fair call and rates previously paid are firmly adhered to. Buyers are not taking large quantities in any one case, but in the aggregate the volume foots up well. Good to prime centrifugal, 27¢@35¢. Syrups are steady and without change. Good to prime, 18¢@23¢ for good lots.

Buyers of canned tomatoes have been fighting shy of late and seem to be waiting for something. Naturally holders are unwilling that this waiting mood should last too long, and it is thought that some concessions might be made if necessary to work off good lots. While the quotation is still \$1, some are offering at 92½¢@97½¢ f. o. b. Corn is steady and Maine stock is held at 90¢@95¢. Western pea packers are almost all sold out on futures as are New York State canners. Spots are worth \$1.20 @1.50 for New York State; Pumpkin, 75¢@\$1 for No. 3; spinach, \$1.15. Fruits have not been in great call, but the supplies are running rather light and holders are very firm, especially in the case of California fruits.

Supplies of top grades of butter have been running very light, and

this must inevitably result in advancing quotations. For extra creamery 32c seems to be about the correct figure, although this has been exceeded in some instances. Seconds to firsts, 28¢@31¢; held stock, 29¢@30¢; imitation creamery, 22¢@25¢; factory, 18¢@21¢; renovated, 21¢@23½¢, latter for top grades.

There has been an active market this week for cheese and both domestic trade and export business have shown more vitality. Full cream is still quoted at 14½¢, but no surprise would be occasioned should an advance come next week, and this is the more likely as supplies are in control of very few dealers.

A good word for a bad one is worth much and costs little.



Buying a Silk Dress

in days gone by was an event of a lifetime. Fashions did not change so often as they do now-a-days, and silks lasted longer than most merchants would care to promise to-day for what they call "pure silk."

Manufacturers at that time made the production of good silks a matter of honor. Among the few who through the years have adhered to this policy, are the makers of our

DEPENDON
TRADE MARK

**BLACK & COLORED
TAFFETAS**

For lustre, finish, purity and wearing quality this taffeta is to-day unsurpassed. You will have no cause for complaint if you buy silk bearing the picture of La Fayette on the **DEPENDON** ticket.

Space for your name here

**YOU CAN
DEPEND ON
"DEPENDON"**

Sign Firm Name and Address Here

T.

Over Shirts

Boss of Michigan—"our brand"—means just what it says. Can't be beat in quality of material, make up of garment and price. We carry a complete line from \$2 25 to \$9 00 the dozen in Duck Shirts, Negligee Shirts, with cuffs to match in plain and fancy colors. We can fill your order for any quantity.

P. STEKETEE & SONS

Wholesale Dry Goods and Notions

Grand Rapids, Mich.

A Claim and the Proof

Do you know whether the Taffeta you sell is the best your money will buy?

Have you anything to go by except the wholesaler's say-so?

It is easy enough to "claim" that a certain brand of Taffeta is the best.

It is quite another proposition to "substantiate" the claim.

Our customers—thousands of them—have sold the line of Taffetas, which now bears the **DEPENDON** Ticket, for years, and they keep on selling **DEPENDON** Taffetas, because their customers find that **DEPENDON** Taffetas give perfect satisfaction.

That is the basis of our claims for **DEPENDON** Taffetas.

The specimen Retail ad in the margin is a sample of the ready-to-use ads that we furnish, free of charge, to old customers selling **DEPENDON** Merchandise.

Other Selling Helps are outlined in the **DEPENDON** Book—photographs and descriptions of effective window displays, selling plans, etc.

If you want a copy sign your name in the coupon and mail it to

**JOHN V. FARWELL
COMPANY**

Chicago, the Great Central Market

DELIGHTS IN DOUBLES.

Curious Freaks Indulged in by Dame Nature.

The curious case just reported of a "dead man" coming to life, he having been "identified" by his relatives and "buried," a complication arising from the remarkable resemblance between the two men raises an interesting point. From general experience it would seem that Nature, during certain periods when she apparently is possessed of a spirit of mischief, becomes an ardent disciple of duality and loves to turn out her subjects in pairs, with sometimes amusing, sometimes disastrous consequences. In imagination one can see the soulful dame shaking with laughter at some droll complication resulting from her willfulness, or knitting her brows in perplexity and dismay at a human tragedy due to her wayward pranks with humanity.

Novelists and dramatists have laid this curious trait under profitable contribution, and if our police were not so obtusely unimaginative and so mischievously creative they might have found a satisfactory explanation for many so-called crime "mysteries."

Remarkable instances of human doubles may be traced back for many years. In the sixteenth century was the remarkable case of Martin Guerre, where a man was enabled to step into the shoes of another who had mysteriously disappeared, and contrived to sustain the colossal fraud for years until the real Simon Pure appeared upon the scene and confounded the rogue. But even then the untying of the tangle was no easy matter and occupied a considerable time, for the fraudulent one stuck to his guns and posed as a wronged man as long as possible.

There is also the tragic story, writ large in the annals of French crime, of Lesurques and Dubose, which is familiar to most people. It has been given a sinister fame through the medium of the stage, particularly by the masterly interpretation of the two characters by the late Sir Henry Irving. Scarcely a day passes but is brought to light some extraordinary case of personal resemblance, resulting in a complicated situation, either tragical or trivial. Many people are walking about, free and independent citizens, of whom some evil shadow exists, and requiring only a certain set of circumstances to bring them into disastrous association. I remember a situation in an old Surrey melodrama when a supposed murdered man walked briskly into a court of justice, where a man was being tried for bringing about his demise, thus frustrating the machinations of the evil genius. The "situation" seemed grotesque in its wild improbability, but not long ago a case was reported in the papers where a man was found drowned, identified by his wife, who subsequently drew his insurance or his club money, only to be confronted a few days later with her genuine husband, who was neither dead nor gone before.

Another extraordinary case was where a man was found drowned in the Thames, near Hungerford bridge.

A man came forward who recognized him as a former fellow-clerk in a certain city house. In the dead man's pocket were found certain articles which did, in fact, associate him with that firm, and a malformation of one of his fingers tallied with a digital malformation the missing clerk was known to have. Yet, in spite of all these circumstances, the body was not that of the man it was supposed to be, who subsequently turned up at the inquest. As the coroner grimly remarked, many a man might have been hanged on less circumstantial evidence.

I suppose most people have a striking double somewhere about. Such doubles as the Czar and the Prince of Wales and John Hare and Arthur Roberts are well known. People are confounded one with another almost every day of their lives. It is a circumstance that suggests infinite possibilities. T. P. O'Connor.

What Vitalized Air Does.

The application of vitalized air for the preservation of matter such as fruits, meats and vegetables is not entirely new, yet a recent invention makes it easy to manufacture it mechanically, merely by the turning of a wheel. It is no Tripler liquid-air matter, but a simple process, so it is said, which is purely mechanical, no chemical or chemical process being used, and this mechanically made (and cheaply produced) vitalized air preserves fruits of all kinds as well as fresh meats and vegetables, etc., perfectly for an indefinite length of time with all the natural quality and flavor entirely unimpaired, irrespective of temperature conditions. It is said that the results of this wonderful agent are just as effective and pronounced at 100 degrees or over above zero as they are at 50 degrees below.

Not merely can this process be employed for domestic uses and for canners or packers but in the shipment of fruits from the Tropics and fruits and vegetables from the South to Northern markets, the valuable part of the use of it being that there is no change whatever in the condition of the fruit or vegetable. It can be started ripe and ready to eat and reach a distant market in a first-class salable condition, thus doing away with refrigerating cars.

Swimming Machine Invented.

Motor swimming is the twentieth century way. It is the way of the man who invented a method of applying the gasoline motor to the propulsion of motor skates. It appears that this same ingenious brain has devised a special motor for propelling swimmers through the water. It is in the form of a box, to be strapped to the swimmer's back, and contains within itself the motor and all its accessories, from the gasoline tank to the sparking plug. The screw propeller projects from the back of the machine, and is protected by a funnel from accidental damage. This weird contrivance is intended as a life saving device and also for sport, the idea being that bathers will adopt it for swimming long distances.

How the Culver Patent Hair Dryer Was Launched.

"Good morning Simpkins," said Col. Culver to his Secretary, as he entered the office one bright morning. "Don't you think we need a little more to do? Don't you think it advisable to take up some new branch of work, young man?" suggested the promoter.

"Why, yes, sir," answered the Secretary, "I think we can take on more work. What is your suggestion, sir?"

"Well, my boy," said Culver, "I really don't know. I've a thousand notions in my head, but—ah, yes, I've got it," he cried, eagerly. "Let's market one of my inventions."

"Which one, sir?" asked Simpkins.

"Well, we've never failed to make money yet out of any woman's fad we have put on the market. Am I right, my boy, am I right?"

"It seems to me, sir, that you are," answered the assistant. "It has always been our experience that the women will get what they want and pay us what we want for it, sir."

"Quite right, my boy, quite right," agreed the Colonel, looking blankly at the wall.

In a few minutes a smile lighted up his face.

"Does your wife wash her hair, Simpkins?" he asked abruptly.

"Why—why, yes, sir," faltered the Secretary, "I may say that she does—at least that is my opinion, sir—I could not swear to it. Still, I do remember seeing her sit in the sun all of one day last summer drying it. Yes, sir, I'm sure she does."

"Dried it in the sun, did she?" questioned the promoter. "Rather awkward process—took a whole day; too much time. Yes, great nuisance. How does she dry it in winter?"

"I don't know, sir," responded Simpkins, thoughtfully, "but my wife's mother sits over the register to dry her hair. I know because I asked what caused the smell of burnt hair the other night when I came home, and they told me."

"Simpkins, something must be done for the poor, suffering, vain women; they can't put up with all this inconvenience much longer. It's a burning shame to make them do it. We'll take pity on them, my boy. You see my idea, young man—you get the point?"

"Why, yes, sir," answered Simpkins. "That is, I think I do. You will advocate the use of false hair to eliminate this evil and stop the great waste of time in the drying of hair. Is that it, sir?"

"No, my boy," laughed the promoter. "Not exactly. I am not so sure that the women would care to be deprived of their crowning glory. I think that we can easily substitute something else. How would an alcohol lamp or a gas tube do to heat an asbestos sheet on which to dry the hair quickly? How would it do, Simpkins, how would it do?"

"Great, sir," rejoined the clerk, "that will fill the want. Will you have the goodness, sir, to explain your idea a little further?"

"It simply is this," continued Col. Culver, "I have perfected a thin as-

bestos sheet which will heat evenly and quickly from a small alcohol lamp or gas jet. The woman, after washing her hair, sits down in a comfortable chair and arranges her hair on this sheet, which is supported by a light frame, so that it does not inconvenience her. The heat quickly dries the hair which is nearest to the sheet and by simply turning it over and re-arranging it, spreading it out, the whole is uniformly dried. It's a good deal like roasting peanuts, just shift them around until they dry out.

"There is no chance of overheating, as the lamp easily can be regulated. My wife tried the invention and it worked perfectly, drying her hair completely in ten minutes by the watch. She thinks it is wonderful and can not do without it."

"Now, most women wash their own hair; it's cheaper and usually more satisfactory. This device will have a market among all womankind—they will buy on sight; all we have to do is to advertise it in an attractive manner."

"I rely more on the fact that it is for women than anything else, for they will have anything that is novel, if they want it, and they'll want this, all right. Take a dictation, young man."

"For the last nineteen hundred and seven years women have washed their hair. They still are washing it."

"For the last nineteen hundred and seven years women have looked for a practical process of drying their hair quickly and conveniently. They still are looking."

"It has been discovered at last."

"The Culver hair drier is a simple apparatus which dries the hair beautifully in ten minutes. Think of it, ten minutes, not ten hours."

"The apparatus consists simply of a small alcohol lamp and an asbestos covered sheet. The lamp heats the sheet to an even temperature, which it maintains. The hair is spread out on the sheet and dries immediately. What could be more simple?"

"It costs but \$2 and lasts a lifetime."

"You see the saving."

"Send for it to-day, and wash your hair to-morrow."

The Culver Hair Drier Co."

"It is a wonderful advertisement," said the Secretary, "and I am sure that it will bring the business."

"Yes, young man, I may say," continued Culver, "that it will bring the business. It has been a lifelong custom of Culver's to write advertisements that do bring the business. It has also been a lifelong custom of Culver's to fill up any of the ragged, rough places in life, smooth them out, and help to make living really agreeable. This last idea of mine will help greatly. It will revolutionize womankind. It will help greatly to stop worry and fret and make life one long dream of joy."

Robert Carlton Brown.

As the best wine makes the sharpest of vinegar, so the deepest love makes the deadliest of hatred.

Any man who puts his mind and heart in the work can learn to sell goods.

363
Purity

363
Health

Soaps That Every Grocer Should Sell

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

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

BUCHAN'S Toilet Soaps

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

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

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

PURITY

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

BUCHAN'S SOAPS CORPORATION
Flatiron Building, New York City

363
Economy

363
Unadulterated

LIABILITY OF RAILROADS

On Account of the Detention of the Cars.*

Never perhaps in the history of the produce trade in Philadelphia have we had so much trouble and annoyance and been subjected to so many vexatious delays in getting cars of bulk and barreled goods into the selling yards of the various railroads as during the fall of 1906. This applies to both the Pennsylvania and Philadelphia and Reading Roads especially, but more particularly to the Philadelphia and Reading Road, as by this road the large percentage of these goods are carried.

The combined yardage of these two roads (the selling tracks), where cars are placed for unloading, contains space for about 300 cars, including both bulk and barrel goods, consisting of bulk potatoes, onions, cabbage and apples, also apples and onions in barrels.

As previously stated, the large majority of this merchandise is handled by one road, the Philadelphia and Reading, whose yardage for the sale of bulk produce will accommodate 134 cars and of barrel goods about fifty cars. When more cars arrive than can be placed in these yards the railroads store the cars at outside points on their tracks from five to fifteen miles from the sale yards, and cars can only be run into the selling yards, as in these yards they are emptied and released. On this account and for this reason there have been great accumulations of cars at these outside points, numbering at times fully 500, of perishable produce.

The railroads some years ago made an arbitrary rule that during congestions such as we refer to no house (represented by one or more cars on the tracks in the selling yards) could have full cars delivered from the storage tracks except as fast as an equal number of cars were released in the selling yards.

This worked great hardship to many of our large receivers, who frequently had from fifteen to forty cars ahead of them, which they were anxious to dispose of and unload promptly and render sales to shippers, but were prevented from doing so on account of these conditions.

These delays, covering as they did periods of from five to fifteen days, and in a number of cases twenty to thirty days, caused heavy losses from decay and depreciation in values and seriously handicapped quite a number of our larger houses, because of the fact that their outlets and sales of these goods were greatly restricted by the arbitrary stand taken by the railroad companies in refusing in many cases to place in position to sell many cars that were asked to be so placed, and substituting other cars more convenient for the company to deliver, or, as was frequently done, give none to the consignee who had emptied and released cars, but instead placing the cars for others who at that time were not represented in the yards. This action of the railroad company worked great hardships to the regular and heavier receivers especially, they being handi-

*Address of S. S. Darmon, of Philadelphia, at the annual convention of the National League of Commission Merchants.

capped by this arbitrary allowance of cars, thus curtailing their business considerably, causing accumulation of cars at these outside points and rendering them powerless to sell the contents until the railroad company put the cars in position for selling.

The consignee was also subjected frequently to harsh criticism from the shipper for not more promptly disposing of shipments, and this in many cases resulted in shipments being diverted to other markets to the loss and damage of the consignee, as the shipper felt that his interests were not being as carefully looked after as they should be.

These conditions have prevailed for several years, notwithstanding the fact that the trade here, through committees from trade organizations and in person, have protested time and again against it; and but little relief has been given by the railroad companies.

Suggestions have been offered and plans laid before the companies which we believe would have solved the difficulties had they been entertained or put into operation, but all to no purpose. The companies persisted in pursuing their own sweet will to our detriment, loss and serious inconvenience, and there appears to be no attempt on their part to take the necessary steps to avoid these conditions in the future, although they are profuse in promises of relief that will apply to the business of 1907.

All public franchise corporations have a duty toward the public which they should be compelled to perform, and the principal one is sufficient and prompt service for passengers and freight.

While the railways have not been giving good service, and are neglectful in a large degree of the patrons' interests, yet this should not be claimed by them as a victory, nor should the fact be obscured that at the present time, in spite of recent legislation, the railways are making large sums of money. They ought to be using their energies and their surplus toward giving the best service to the greatest number. This is what they are not doing as they should and this is where all the reasonable complaint comes in. The railways must do better and they are likely to be compelled to do so, not to their detriment, but to their great advantage and to that of the long-suffering shipping public.

A great hue and cry is being made all over the country relative to car shortage, and considerable suffering and loss have resulted. The Inter-state Commerce Commission blames the shippers in a great measure for this shortage, but unjustly so. The Commission has evidently not studied the case as thoroughly as it should or the blame would be placed where it properly belongs, that is, with the railroads.

Cars can not be unloaded unless proper and sufficient terminal facilities are afforded. Shippers can not, nor will not, unload cars until they are placed in position for prompt unloading, and shippers should not be blamed for this.

The situation that confronted us in Philadelphia for some forty or fifty

days during a part of October, the whole of November and a portion of December just past was that cars were held at outside points from five to fifteen miles from the regular delivery points of the various roads here, and were held from five to thirty days, awaiting delivery at terminals so they could be unloaded, during which time the accumulation amounted to several hundred cars.

As these conditions prevailed in most of the larger markets the aggregate number of cars which the railroads failed to provide proper terminal facilities for was very large, probably 3,000 or 4,000. Had this congestion been avoided serious loss to many shippers would not have occurred, and the shipping public would not have suffered so many troubles, inconveniences, delays and loss of business.

The agricultural industry of this country is too important to be relegated to the lower ranks. It should hold an honorable place. The magnificent results obtained from the farm and dairy are a great part of a grand total, so vast that it can hardly be treated here with fairness and the consideration it justly merits, but the tale would not be half told if we did not affirm that the business is in the hands of men who are competent to deal with it. The solitary fault that can reasonably be found with the men who handle these products is that they have been culpably tolerant of combinations in railroads that have seriously interfered with the progress we should have made as a result of years of labor. This should not be, and would not obtain but for the unjust discrimination practiced by the railroads.

The growth of the country and the development of our business demand more protection and a fairer and quicker means of adjusting the wrongs complained of than the present laws in force will give. The great trouble we now contend with is that the railroads are so strongly entrenched with capital and combination it is next to impossible for an individual shipper or a relatively small association of shippers, such as are now operating in various parts of the country, to successfully cope with the railroads.

An action against them can easily be brought but in the majority of cases would be so vigorously opposed and bought by the railroads that it might be years before the action could be settled.

Individuals and ordinary associations being mindful of this hesitate to begin these actions, and so the troubles not only continue but multiply to our serious disadvantage and loss.

The sum total of the evil is that as things stand now nothing is done. In my humble judgment the reason of this is not so much the difficulty of the law as it is the difficulty of its administration. What we want is results; we must accomplish something. We want to know that when we suffer from injustice on the part of the common carriers we can obtain speedy relief, and to do this there must be set into motion machinery

San Francisco, California, Crowd.

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

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



Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis
Consolidated Salvage Company

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

Eastern Branch:
ADAM GOLDMAN, Pres. and Gen'l Mgr.
377-379 BROADWAY,
NEW YORK CITY.

that will be fair to the public and the railroads, and thus do something toward giving and maintaining fair and equitable conditions.

As a means to bring about the solution of the difficulties under which we have so long labored the importance of developing the rivers and harbors of the country is forcing itself upon public attention as a question of pith and moment. Emphatic endorsement of the broad proposition that the waterways of the United States must be developed and utilized to their fullest transportation facilities has been made by those who have given this matter careful thought and study, and the consensus of opinion is that the Government should concern itself with the proper control and utilization of the waterways where they are fitted to be the great arteries of communication, as it is imperative that we need and must have further facilities for transportation, and one of the effective methods of regulating railway rates and affecting prevailing methods is to provide for a proper system of water transportation.

The railroads in the past, because of their fear of rivalry, have absorbed the most of the canals and waterways that could be so controlled, but now, as there is ample business for both water and rail, it should be demanded that these ways be opened and freight shipped. By so doing much of the congestion in freight terminals in the various cities of the country could and would be avoided.

It is not denied that the railroads have increased their facilities in the past and are adding to their equipment from time to time, but thousands of instances are being recorded of their failure to transport the tremendous volume of traffic with promptness and efficiency. As the nation grows and the business develops this difficulty is not unlikely to increase.

The use of these waterways by many classes of freight, of less perishable character than ours, would serve as a check on unduly high freight rates, and in a reasonably short time would have far-reaching results, and the systematic development of this suggestion, with governmental regulation, would be effective. It is time to bring to bear upon Congress the force of an intelligent organized public sentiment that will re-

sult in multiplying and improving the waterways which are among the most valuable of our possessions.

Among other remedies we would suggest that the railroads should rapidly increase their rolling stock and be compelled to double track all single track lines, thus insuring prompt movement and avoiding delays; also the establishing of a car clearing house, in which all the roads in the country should have membership; that consignees be urged to unload cars as quickly as possible, and where cars are held an unreasonable time at terminals the per diem charge for detention to be increased.

We would also suggest the passage of a reciprocal demurrage law, requiring all railroads to pay a penalty for failure to furnish cars promptly as ordered by shippers, and that this charge apply also to cars detained by the railroads at terminal points where cars are not placed in position to be unloaded by the consignee.

As it stands now the railroads hold loaded cars of perishable produce an indefinite period after they arrive at terminals, and not being in position to unload the consignee is subject to severe loss and the railroads pay no penalty for their negligence, but do not fail to tax the consignee for full demurrage after they have been placed in position for forty-eight hours.

This custom is general all over the country, but does not alter the fact that in the interests of justice the railroads should be subject to a like penalty for failure to place cars for unloading within a reasonable fixed time after their arrival at terminals.

We see that a National convention has been called to meet in Chicago early in January to investigate the reciprocal demurrage question, and to formulate plans to regulate it and compel the railroads to furnish sufficient cars to handle the business offered them.

It is earnestly hoped that some arrangement can be offered and made practical that would clear the horizon and give needed relief, as failure on the part of the railroads to handle promptly the business offered them has become so grave as to be a great hindrance to individual prosperity.

The National League has always stood for reform, and its object has always been to help and assist any movement intended to bring good results; in fact, it has had the honor

of originating many reforms that have proven beneficial and helpful in many sections of this country. But its work is not yet done. Other reforms are needed, and in order that our organization may expand and increase its usefulness and maintain the high standard for which it was founded we must go onward and seek by every just and honorable means to throw around our business those safeguards so essential to its success.

There is also a moral duty involved in the demand for constructive legislation, and our talents should be alert and not permit stagnation in the midst of bountiful resources of Nature and civilization.

We must not neglect the limitless possibilities of untrammelled transportation, the bringing of which means greater prosperity; nor overlook the expansion of new means of communication. We should be active in opening up wider opportunities; do our utmost to remove the barriers of unjust laws which hinder and obstruct, and seek in every possible way to foster and advance those interests committed to our care.

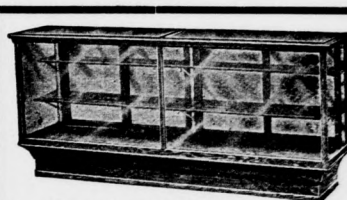
Encouraged, therefore, by the past, with its victories over great evils, let us enter upon the new year hopefully, assured that while we have

never faced more important tasks than now confront us, yet we still believe that the future was never brighter with promise for great achievements.

As soon as a lazy man finds out what it costs to be a sun he goes into the cloud business.

There is a lot of difference between the rule of gold and the golden rule.

Who dares destiny conquers it.



A CASE WITH A CONSCIENCE

is the way our cases are described by the thousands of merchants now using them.

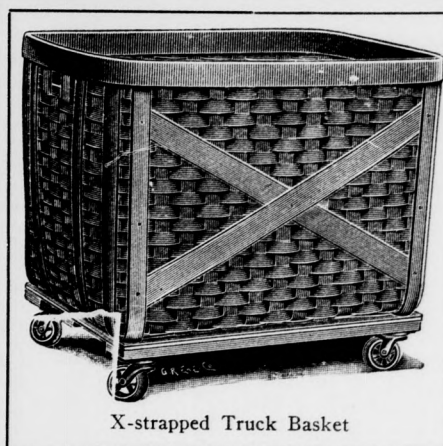
Our policy is to tell the truth about our fixtures and then guarantee every statement we make.

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

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding Mich.

Clean Oil and a Clean Store

You don't have to put up with dirty, greasy floors and furniture, contaminated merchandise and odor-laden atmosphere, simply because you store and sell oil in the same room with your stock. Neither do you have to sell your customers oil which is full of dirt and grit and only half as efficient as it ought to be on account of evaporation, simply because you store the oil yourself for a time.

The Bowser Self-Measuring Oil Tank will store your oil and keep it pure and clean and secure from evaporation. It will pump the oil directly into the customer's can without funnel or measure and it will keep the store as clean and free from odors as if no oil were sold there.

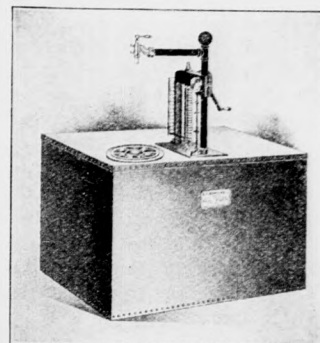
The pump can be placed where it is most convenient and the tank can be on the first floor, in the cellar, out doors or underground, in fact, anywhere.

Send for catalog M which describes the Bowser System.

S. F. BOWSER & CO., INC.

Fort Wayne, Indiana

If you have an old Bowser and want a new one, write us for our liberal exchange offer.



Cut No. 9—First Floor Outfit with All Metal Tank

WAYS THAT WIN.

Some Features Which the Employer Commends and Admires.

It has been said, with at least a semblance of justification, that "any fool can earn money, but it takes a wise man to keep it." This kiln dried adage may be read that "any fool can get a job, but it takes ability to hold it." Unquestionably this statement is freighted with truth, for practically every one has obtained a position or several positions, while only the worthy hold them.

It must not be understood, however, that success is dependent necessarily upon the retention of a position for any specified length of time, for a change and sometimes several changes appear to be necessary, and occasionally make for success. Certainly the records of successful business men show that a few of the rolling stones gather moss, and that men of constant change not always are failures. The man of success uses judgment, and does not remain in a position which offers him little for the present and less for the future, if he can obtain a better one. Nevertheless an axiomatic rule may be established here, subject to only infrequent exceptions, that the holding of a position for a considerable time is decidedly in one's favor, and that the majority of successful men are those who have done little shifting of their business base. The rule of average is safer to follow than the law of exception.

No matter how much the boy may think he is worth, and no matter how much he may be worth to himself, he is worth little to his employer the first year, and, perhaps, during the first two years. Notwithstanding that he keeps long hours and works hard and apparently accomplishes much and is faithful to his duties, he is in a training school and should consider the experience he is receiving as a part of his wages. Unless it is necessary that he should be self-supporting, what the positions offer, their present advantages and future prospects, are of vital consequence. A dollar to-day with a prospect of many dollars to-morrow is far better than two dollars to-day with less future opportunity.

While faithfulness and energy count mightily in the winnings of success, no material advancement is possible without a reasonable amount of self-satisfaction on the part of the worker or employee. Nobody can do his best work, no matter how honest or faithful he may be, if he chronically is dissatisfied. The habitual faultfinder rarely succeeds. I don't mean to say that one should be satisfied without reason, or that he should live continuously under the dictates of the oft-repeated and dangerous-to-follow rule that "it is best to make the best of things." Reasonable dissatisfaction breeds success, while too much self-satisfaction works failure, but unreasonable dissatisfaction, the kind that makes one fret and keeps him from doing his best, is one of the great causes of failure. No boy or man should enter

the factory, store, or office with a feeling other than that he is going to succeed and with a definite determination to do so; and, further, with a willingness to work, to do his level best whatever the height of the obstacle he meets. Unless he is pre-disposed to be satisfied, and is willing to recognize trouble as a natural and inseparable part of his upbuilding, and unless he is determined not to allow little things to bother him, he will not place himself in the line of promotion, and most likely he will not retain his position. At best he will be little better than a drone, automatically doing a mechanical part.

Never be late. Better be many minutes ahead of time than a few minutes behind. Being ahead of time may waste a minute; being behind time may spoil a day. Nothing annoys an employer more than tardiness on the part of employees.

Quite often the tardy employee excuses himself because his duties do not begin at the opening hour, and he figures that it does not make any difference whether he is on time or not. Therefore, he may arrive promptly to-day, but is late to-morrow. This is the worst kind of policy, and is sure to react on its follower. The employer is entitled to the employee's services from the specified opening hour to the agreed upon closing hour. It is for the employer, not the employee, to determine these hours and when they are settled upon the lowest kind of economic policy requires that they be kept religiously.

True, promptness of arrival may not be of consequence to the employer in nine cases out of ten, but unless the employee always is on time the employer can not depend upon him. Neither can determine in advance whether or not either or both will be needed at the opening hour, and the employee's tardiness may injure the business and is sure to work against him. The day that he is late may be the one time of all when his services are particularly required. Experience has proven that one of the fundamental elements of success is promptness, without which there can be no dependence. If the train you take is liable to be late, take an earlier one. Better stay in the depot and read a good daily paper or an instructive book, and arrive at the office on time, or a little ahead of time, than to take the chance of a delay.

Don't be in a hurry to go home. Success refuses to watch over the man who watches the clock. While the employer may not be entitled to overtime work, and while, from a purely legal standpoint, the employee has a right to stop work at the closing hour, a persistency in this direction will work against promotion and ultimate success. The employer watches the employee. When the opportunity arrives he is sure to consider favorably the one who is not only on time in the morning but who seems to be in no hurry to leave in the afternoon.

Do not throw down your work at noon and leave it an unfinished state, for injury is liable to occur by so doing. Of course, you should eat your

lunch regularly, but five or ten minutes one way or the other will not affect your health. Be sure to return within the time allotted to you, unless you tell your manager that you may be delayed. When you request an extra ten minutes never exceed it. Your employer should be able to depend upon your prompt arrival in the morning, your return at noon, and your going away in the afternoon.

Don't consider your working time limited to the specific working hours. Give your employer all the time he needs, provided it does not interfere with your health. If the firm is busy, come in voluntarily half an hour or so earlier and stay a little later if you can be of service. This will impress your employer favorably. Under no circumstances be a clock man.

Work steadily. Avoid loafing during business hours. You are entitled to a breathing spell, and it is well for you to rest occasionally, but when you rest, rest, and when you work, work. Don't sit with your penholder in your mouth, and don't chew your pencil. Don't spend your time telling stories or jokes. If your employer doesn't give you anything to do, find something. Better be dusting or cleaning up here or there, even if it isn't part of your work. Don't loaf. Loafing isn't resting. If you have the time, learn about the business, not only your part of it but all parts of it. Keep constantly at something. Show your interest in the business, and show it actively.

Anticipate your employer's wants. Find out what he likes and dislikes

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

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Made Up Boxes for Shoes,
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Folding Boxes for Cereal
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Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

and cater to him. You need not do this in a cringing way at the sacrifice of your manliness. It is proper that you should be and do what he wants you to be and do, provided it doesn't interfere with your individuality and honor. Don't be obtrusive. Don't force yourself upon him. Be on the lookout for a way to help him. There are a hundred courtesies and favors which you can do which will be costless to you and which will be appreciated by him. Your employer is more or less worried. He has a harder time of it than generally is supposed. The responsibilities and worries of business are upon him. A little courtesy here and there will attract his attention and be appreciated.

No matter how subordinate your position may be learn your duties from the bottom to the top. Be master of the smallest detail. Be an authority on your work, even if it be limited to sweeping out the store and to cleaning the cuspidors. Do the most menial work so well that the quality of it will be noticeable. Take as much pains with sweeping out the corners as with removing the dirt from the middle of the floor. When you dust, dust thoroughly and don't overlook the side places. Be thorough. Don't work mechanically. Use your brains. Of course you are under the discipline of the office and must follow directions, but there are two ways of following directions, the mechanical way and the sensible way. If you are told to do something and you can think of a better way of doing it, first become reasonably sure that your way is an improvement, and then courteously and modestly suggest it to your employer. Perhaps there is a better way of filing letters than that used by the house you work for. If there is, learn about it, and when you know about it, present the advantages of it to your employer. Keep up to date. Don't be a mere doer of what you are told to do, but do what you do because you want to do it.

Read the trade papers and keep posted about the business you are interested in. Much of it may be beyond you, and you may not have for years an opportunity to use this information, but read the trade papers just the same. Some time the knowledge you have acquired will come in to play, and it may play a mighty big part. The more you learn about the business the better are your future prospects, and a good trade paper is one of the best educational mediums.

Read a good daily paper, and read it regularly. The successful business or professional man is not ignorant of current events. A good daily paper is a necessity. Without it we would be little better than savages. I can not impress upon you too emphatically the advisability and necessity of keeping posted. Cultivate the newspaper habit, and never allow yourself to be rid of it. Don't confine your reading to the matter under the big type headings; read the editorials, the solid matter, and the parts of the paper which give general information.

Don't sit up late at night. Sufficient

sleep is necessary for your success.

Eat proper food. Plain, good, substantial, and digestible food costs no more than fancy stuff, and generally less. Don't hurry your breakfast. Get up earlier in order to have plenty of time to eat. Never limit your breakfast time to less than half an hour. Allow a little time between breakfast before starting for office. Avoid hurry. Don't run for the train. You need exercise, but hurrying is not the right kind of exercise. If you live near the office, walk there. If from necessity you must take a suburban train or trolley, leave the car a mile or so from the office and walk that distance, or take the car a mile or so from your home. Bad weather will not hurt you, if you are properly clothed. A rain coat and a pair of stout water proof boots are health accessories. Keep in the open air all you can.

Before starting to work visit a first class physician and subject yourself to a thorough examination. The expense is trifling and the advice may be of inestimable value. Tell him all about yourself and what you are doing and expect to do. Ask him about exercise and the best food to eat. Have yourself diagnosed and a physical map made of yourself and follow the prescribed rules. If you are sick, don't doctor yourself and don't ask the druggist's advice—a regular doctor is much cheaper. What seems to be a cold, a headache, or a sore throat may prove to be something dangerous. A doctor in time is worth a barrel of medicine. It is a good plan to visit a physician once a year, even if you are in first class shape or think you are. Avoid all patent medicines and other concoctions not prescribed by a regular physician. Never consult a doctor who is not a member of one of the two great medical societies—allopathic and homeopathic. All other physicians are quacks and are not likely to be reliable.

Remember you are working for yourself as much as for your employer, and that you can't be faithful to him if you are not faithful to yourself.

Don't listen to cheap store gossipers and to the usual fault finders. The majority of workers criticise their employers. Sometimes it is justifiable, but most of the fault finding has no basis in fact. The cause of dissatisfaction often is with the employe as much as with the employer.

The policy of business-doing, whether right or wrong, requires obedience to certain written and unwritten laws, many of which may appear unjustifiable and unfair from the employe's standpoint, and often from the viewpoint of others; therefore, the employe criticises his employer, and appears to be, or really is, disgusted with the methods pursued. He doesn't think that he is treated fairly; he feels that he isn't given the opportunity which he deserves. This is true in some cases, but so long as business is conducted along its present lines unfairness will be a part of business. For good and sufficient

reasons the employer can not take all of his employes into his confidence. The employe, not knowing the inside conditions, is liable to misconstrue and to form wrong ideas.

Sometime this distinction may not obtain, and there may be universal equality in business as well as out of business, but so long as the present state of civilization remains, and business is done as it now is done, there must exist a sharply drawn line between the employer and the employe—the one to command and the other to obey. During business hours the employe is a member of the ranks, and the employer rightly carries the sword.

No man can command successfully who has not been commanded successfully. The fact that he is your employer and is in command of you is evidence that he is your superior during the conduct of business. The better you serve in the ranks the sooner you will be placed in command. From the best employes spring the best employers. He who is successful in doing small things becomes able to handle great things.

Nath'l C. Fowler, Jr.

Always in Season.

"There is something wonderful about the prune," remarked the thin boarder.

"And that is?" said the lady at the head of the table.

"It seems to be always seasonable!"

Inherited.

"He invariably gets things twisted."
"Yes, his father was a ropemaker."

Alabastine

The Sanitary Wall Coating

Dealers handle Alabastine

Because it is advertised, in demand, yields a good profit, and is easy to sell.

Property Owners Use Alabastine

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

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

Walter Baker & Co.'s Chocolate & Cocoa



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

48 HIGHEST AWARDS
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Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.



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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

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C. E. WILDE, District Manager

Grand Rapids, Mich.



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.

HIGH RETAIL PRICES.

To What Extent They Tend To Restrict Consumption.*

At the close of another season, when the harvest is gathered, and we pause in retrospection conscious of the part the jobber has taken in the distribution of vegetables, fruits and produce, we find, as the orator from the Ozark's—of Ben Davis fame—would say, much food—for thought.

The matter of distribution of the country's products in our line has been and promises to continue to be a vital issue for the intelligent producer and those identified with him in reaching the consumer.

As we note the wrecks along the line in working out these problems and we can see the commission man, by heavy road expense or bank guarantee, carrying too often the entire load from the field to the retailer, arriving with a profit or otherwise (often the latter), it appears to me that this is a fitting time to bow our heads in silent prayer.

The selection of plant life, the growing, the package, the packing, the mode of transportation, the distribution, in fact, the stimulus of the whole vast production for distant markets, is due chiefly to the aggressive effort of the commission man.

As steam in its application to machinery, as the electric current applied to the motor, is his knowledge and experience essential to the successful movement and profitable handling of the products of the orchard and garden. His elimination would result in chaos of a most demoralized type.

The matter of distribution, as well as intelligent production, strikes us right where we live, and when followed closely in all the terms imply, means the application of much thought and labor as the two increase, and I might say, especially does it concern the jobber when conditions exact a heavy road expense or rely on the pernicious system of bank guarantee, with nothing tangible behind the goods, as is so often the case.

We have no fight on with the grower. Our interests are mutual and our object is identical, namely, a good living and prosperity for all.

The topic for discussion, High Retail Prices Restricting Consumption, is only one of the many problems with which the wholesaler has to contend, and our interests being mutual it is only proper that these matters be threshed out on the convention floor for the benefit of all concerned.

The wholesale market on potatoes in Cleveland to-day is 38@40 cents per bushel, and the consumer, outside of a few districts, is paying the retailer from 75@90 cents for fractional parts thereof. Choice to fancy apples, wholesaling at from \$1.75@2.75 per barrel are retailed at from 7@12 cents per quart, or at a rate equal to \$7@9 per barrel. Onions are dull at 45@50 cents per bushel and retailing from 80c@\$1 per bushel. Eggs are wholesaling at from 24@28 cents for storage and fresh, and the con-

sumer is paying from 35@40 cents; and I could go on down the list in much the same proportion and prove to you sufficiently for all practical purposes that the average retail grocer is asking a margin out of all harmony with the condition of things.

Winter planting and production are expensive and often disastrous. This to the farmer is the load that he alone must carry.

The business or professional man starts out on life's journey and succeeds or fails. This is their load.

Winter-produced vegetables or fruits in the South must necessarily fetch a high price when they reach Northern markets. As the season advances and other sections come in with commodities grown at less expense, in quantities that lessen transportation, the demand should keep pace. Here is an opportunity for fine work. It has taxed our efforts to the uttermost and we are, year after year, not much nearer the solution of the problem. Alabama and North Carolina berries must be marketed when ready. How many of you commission men have gone into these fields with the best of intentions, with honesty of purpose, with the money to buy, and have started the cars homeward? How many anxious men have waited at the "ticker" for some word from home, some response as to what their market is doing, some incentive to buy or basis on which to solicit?

The reply too often comes back, "Market inactive—prices low."

The cause to a large extent (poor carrying quality excepted) can be laid to what my topic implies, namely, "restrictive retail prices."

It is not politic on the part of the jobber or wholesaler to dictate what should constitute a retail margin, but in view of the manner in which some commodities are handled, when conditions demand an increased consumption, it is time that someone was up and doing. Our inactivity along this line is making the load heavier to haul.

How little does the average consumer in our thickly congested centers know except in a general way of the supply of any one commodity. The average consumer whose financial condition does not warrant a canvass of the market for something cheap to eat knows but little of conditions that would warrant a heavy consumption unless that commodity and the reasonableness of price are brought to his attention. Their table is set with whatever appeals to the taste of the housewife at the grocery, and is often a toss-up as far as price is concerned whether they eat Florida pony refrigerator or North Carolina car-lot berries, Florida or Baltimore beans, Florida oranges or New York State Baldwins, Jersey sweets or ordinary Murphies.

Retail values out of all harmony and proportion to supply and wholesale price are retarding the movement of apples, potatoes and onions in more cities than one right now.

Earlier in the season, when Florida berries are retailing at from 80 cents per quart down to and seldom below 40 cents, the average consumer takes a look and says, "Not for me—me to

the Ozark's for some Ben Davis." The North Carolinas offered him at around 25 cents per quart often serve to decorate the top of an occasional "shortcake," but at 15@18 cents he eats long and hard, and the retail dealer takes home fifteen crates instead of from three to five cases.

This restriction of consumption can not necessarily be construed as an intention on the part of the retailer to willfully hold up consumption, but is an example of shortsightedness on his part of a most pronounced character.

Publicity and education must be the slogan.

Young America would never have filled up on Hornby's Oats were it not for the fact that H. O. had been written in the skies and stared humanity in the face at every turn.

If it is necessary to use the billboards, the matinee programme, or the morning daily, to get word to the consumer that old Mother Earth is sending a flood of strawberries our way, let's do it.

If potatoes, apples and onions are a drug on the market and we are obliged to sell to the peddler or hold, let's get busy.

Let us oil our trucks at this convention for the coming season's work.

It is no longer policy to leave to the retailer the information that

"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 34x16x5 1/4 inches.

The Wabash Limited—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. 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.

The Wise Man saves part of his earnings.

Our Savings Department, opened six years ago, has grown away beyond our expectations.

Our Patrons know their deposits are safe.

Our Responsibility is over two millions of dollars.

Blue Savings Books are used by thousands of the good people of this city.

Highest Rate of interest paid on these accounts.

The Old National Bank

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THE NATIONAL CITY BANK

GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

*Paper read at the annual convention of the National League of Commission Merchants by R. P. Wonnell, of Cleveland.

should reach the consumer, when we know it to be a fact, and to the sorrow of all down the line, that the man with the appetite and the money to appease it is often not thoroughly aware of the fitness and cheapness of things until advised by the cry of the "huxter," who is seldom, if ever, known to pay anyone a profit.

Let us get a sane solution of these problems into our system, and with harmonious and united action get them into practical operation.

What the Jew Has Done in America.

The Jews are making extraordinary headway in America, and especially in New York, in large banking, industrial and commercial enterprises. Newspapers and theaters also have been given into their management. Kuhn, Loeb & Co., James Speyer & Co., and our own house (J. & W. Seligman) are illustrative of what the Jews are doing in banking. The first Jews to come here were Portuguese. They were good men of business. The Germans, who began to arrive in 1845, however, were better, and the Portuguese were crowded out. Then the Russians, shrewd and able in all practical matters, vanquished the Germans. It is said that Jewish names are over many of the stores and factories of New York. True enough; and some of the best stores and factories at that. However, it is not generally known that most of the names are Russian.

What has made the Jew so uniformly successful in business? The animal which is the prey of man and other animals adjusts itself to conditions and Nature lends its help. The pheasant is as brown as the forest leaves in which it hides. The squirrel can jump from one tree to another. Excluded from land and the mechanical trades, the Jew adapted himself to other things. He had to live and, therefore, to work. But there are inborn characteristics among the Jews. Moreover, they have had the laws of Moses. I am a liberal Jew, but I do not lightly cast aside the Mosaic writings and teachings which have governed my ancient race. You must remember that the Jew takes a profound interest in the thing he has to do. He gives his business all of his time and talent. A moral man, he loves his home and is there when he isn't at his store, bank or factory. I am not talking of the young Jew, the Jew of to-day,

whose life is before him, but of his father and grandfather, who wrought out their own characters and destinies.

From Abraham down the Jew has venerated and obeyed his father. There is a head to every Jewish family, and among parents and children there is more than the usual bond of affection, loyalty and helpfulness. If you look into the matter you will find few divorces among my people. There are many more now than formerly, but, as I said, I am not describing or discussing the present generation. The family of a Jew is the center of his love and interest. His business provides food, clothing and a shelter for his wife and children. Can't you see why he works and how closely the affairs of his world out of doors are knit into the affairs of his home and heart? But he has had a hard fight. His manner and his appearance are against him. He is not nearly so attractive personally as the rosy faced, blond haired Swede who may come in the same ship.

He can not work in the streets like the Italian and negro because he is physically inferior to both. Taught self-reliance by persecution, he may go into business for himself, if it be no more than a rag buyer's push cart. Conditions and the Jewish law have made him what he is. There have been great Jewish musicians, but few artists and no sculptors. Here again we find the repression of the law which says: "Thou shalt not make unto thee any graven image, or any likeness of anything that is in heaven above, or that is in the earth beneath, or that is in the water under the earth."

Ninety thousand Jews are emigrating to New York annually, and we have considerably more than 750,000 as it is. The United Hebrew charities collect \$350,000 a year, and it gives the poor Jew a little money until he can get employment and become self-supporting. Unfortunately a good many of the immigrants go to peddling at the fish market or in the streets. Some are shoemakers, tin-smiths and butchers. Not a few find work in sweatshops. The Russians whose names are seen on the signs in Broadway began in that manner. They lived on what Americans would throw out, worked early and late, and now they are independent. Go to the East Side and you will be astonished at the progress which the Jews are

making. Their children are in school and are refusing to speak Yiddish at home or at play. As a rule they are an industrious, frugal and law observing class of people. They own things, or will, either merchandise or some little business, and as men of property they will be conservative citizens.

Not any considerable number of Jews are accepting Christianity in this country. Proselyting societies have been formed, but they are a waste of money and effort. The American Jew has all the rights that others have, and he gains nothing by rejecting his religion. I am sorry to say, however, that many of the foremost Jews in Germany are being baptised. An old law which keeps them out of the army and deprives them of other public offices and privileges is blamed for their recreancy.

Isaac N. Seligman.

The root of evil does not become the tree of life by planting it in an ecclesiastical atmosphere.

Parting at the Station.

Those who listened as the man and woman parted at the station heard this conversation:

"Good-bye, dear."

"Good-bye. Don't forget to tell Bridget to have the chops for dinner."

"All right."

"And be sure and feed the canary."

"Sure."

"Lock up the silver every night."

"Very well."

"And don't forget that the gas boy is coming to renew the mantles. Be sure and have him put a four-foot burner in the servant's room."

"I'll remember."

"Order kindling wood on Thursday."

"All right."

"Consult the list I made out if you forget anything."

"I will."

"Better not kiss me. People will think we are just married."

She who is born a beauty is half married.



Established 1872

Buy the Best



Jennings' Flavoring Extracts

Known and used by the consuming public for the past 34 years. The Jennings brand is worth 100 per cent. in your stock all the time. We shall hope for a continuance of your orders during 1907, assuring you of a square deal at all times. * * * * *

Jennings Manufacturing Co.

Owners of the

Jennings Flavoring Extract Co.

19 and 21 South Ottawa St.

Grand Rapids

Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich

THE CREDIT MAN.

How He Watches the Habits of the Merchant.

Don't go into business unless you have money enough to discount your bills. This does not mean that if you have a cash capital of \$5,000 or \$10,000 you should confine your purchases of goods to these amounts. No. If you go to market to buy your opening stock you can buy a reasonable amount of goods on credit, provided you can show to the credit man that you can buy about two-thirds of the goods for cash and that your reputation for honesty and integrity is beyond reproach.

Be careful in buying. Don't buy more on credit than you can reasonably expect to pay when the bills become due. If your business is established and your reputation good you can borrow a reasonable amount of money from your bank, which surely should enable you, with your daily sales, to discount the bills before they mature.

Nothing will build up your reputation and credit in the business world sooner than promptness and business-like methods; nothing will weaken or destroy them more than trickery and meanness in dealing with other firms. Every business man who regularly deducts more discounts than he reasonably is entitled to, or habitually makes unreasonable claims, or regularly returns goods without excuse, or habitually countermands orders, is reported and placed on record with all large business houses of the country and he forfeits the respect of the firms and loses his rating as an A No. 1 account.

B. buys a bill of clothing to be shipped Sept. 1, bill dated Nov. 1, 6 per cent. off in ten days, 5 per cent. off thirty days, or four months net. The four months are up and M. has not paid. The firm sends a statement with request to remit. M. sends a draft for half the amount. The firm waits another thirty days, then when no remittance comes it makes a draft. The draft is returned and M. sends a check for the balance, deducting 6 per cent. discount for the whole account. The firm returns the check promptly, saying, instead of allowing discounts they are entitled to interest. A check comes back with 3 per cent. discount deducted. Again the check is returned with a sharp reply. Finally in May after two more letters, the firm, rather than place the account in the hands of a lawyer, allows half of the discount, crosses the man's name from their books. He never can buy a dollar's worth of goods of this firm again.

There are other cases not quite so bad. Often a merchant takes off 1 per cent., sometimes 2 per cent. discount more than he is entitled to. He says: "Well, I will try it. If they don't like it they can return the draft. If they kick it will not hurt me."

Often the firm says nothing and sends a receipt for the amount, but such an imposition leaves a bad impression, and those guilty of such unbusinesslike methods lose the respect of the firms.

I know of one firm which took off \$26 more discount than it was entitled to. The draft promptly was returned, but it came back and was returned again. Then a letter came, threatening that they never again would buy a dollar's worth of goods of the house if they would not allow this extra discount.

What could the credit man do against such a "holdup?" Rather than lose a good account he accepted the draft.

Try to make your credit A No. 1 with all the firms you deal with. By this I mean, try to make your word and promises as good as your note. Never make a promise if you can not keep it. If you buy a bill of goods with 6 per cent. discount in ten days don't take off 6 per cent. discount in twenty or thirty days; it means a net loss to the firm that sells you the goods.

If you can't pay your bills in ten days, pay in thirty, less 5 per cent., that's business. If you have four months' time on your goods and are hard up and need a little extra time, write a letter to the firm, requesting an extension. Such a letter will be appreciated. They gladly will grant you reasonable favors. But don't ignore a statement when a bill is past due. It is not businesslike. Sometimes a merchant receives three, four, or more statements for an account past due, but they are ignored. This creates a bad feeling in the house, whereas a line with a request for a little extra time would be accepted cheerfully.

Don't neglect to pay a bill when it is due if you have money in the bank. Some merchants let a bill run twenty or thirty days past due merely for the sake of letting the money lie in the bank. This is not right. Be prompt and treat the firms you deal with as you want to be treated yourself. This is the only way to establish a good reputation.

Don't feel insulted if you receive a monthly statement from a firm. Some merchants feel hurt by it. That is a mistake. Some firms send out statements regularly every month whether a bill is due or not. This is done so you can compare your books with the statements. If there are any differences you should notify the firm at once. Some retail merchants send in daily mail orders to a firm. In such cases it is important that books be compared every month.

Don't be offended if the credit man of a house of which you ask credit requests a statement of your affairs. If you are in business you will not trust a man with a suit of clothes if you are not fully satisfied that he is able to pay for them. So it is with the jobber and manufacturer. You can not expect that they will give you their goods on credit if they do not know whether you are worth 5 cents or \$5,000. A merchant of sound financial standing and honorable intentions never objects to making a statement.

How much stress the credit man lays upon the good moral character of his customers when giving credit I once had good opportunity to witness.

Mr. Boker, representative of a large New York hardware importing firm; Mr. Stout, head of a wholesale hardware house; and Mr. Long, friend of Mr. Stout, a wine dealer, sat around a table and held an animated conversation, Stout and Long doing all the talking, while Boker listened. Stout was a customer of Boker's, and he and Long both tried their best to make an impression on the New Yorker as to their good financial standing, good habits, good business qualities, and everything else which tends to make a good impression upon the credit man of a large firm.

Boker said nothing, but off and on smiled a little when they made it too strong. All at once, when the others seemed to have exhausted their self-praise, he turned round in his chair, took a small book out of his pocket, and, with a smile on his lips, said: "Now, gentlemen, I have listened to your arguments attentively. You have told me all about yourselves. Now, listen. I want to read to you something out of this little book about the affairs of our customers. Here, my dear Mr. Stout, let me read to you what my little book says about yourself: 'A man of moderate means, business qualities not too good, spends much money for wine, play cards, often for money, not prompt in his payments.' Here, Mr. Long, this is what my little book tells me about you: 'Spends much money for champagne and women, neglects his business by gambling; caution advised.' Good night, gentlemen."

Conduct yourself carefully, both in private and business life. If you don't, your reputation will become one able and sure to ruin you.

C. L. Wettstein.

She Argued from Analogy.

"Mamma, Ise got a stomachache," said Nellie Bly, 6 years old.

"That's because you've been without lunch. It's because your stomach is empty. You would feel better if you had something in it."

That afternoon the pastor called, and in the course of conversation remarked that he had been suffering all day with a very severe headache.

"That is because it is empty," said Nellie. "You'd feel much better if you had something in it."



FOOTE & JENKS'

Pure Extract Vanilla and Genuine, Original
Terpeneless Extract of Lemon

State and National Pure Food Standards

Sold only in bottles bearing our
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FOOTE & JENKS, Jackson, Mich.



Sell

Your Customers

YEAST
FOAM

It is a Little Thing,

But Pays You

A Big Profit

THE SINS OF MEN.

How They Are Regarded By a Married Woman.

There is not a woman existing who has not, at some time of life, envied man his manhood and that greater field of action which manhood implies. The girl-child learns early that the brother has magnificent privileges in which she never may hope to share. To begin with, he is dressed in a fashion that makes play—real play—possible. He can disappear with his friends on golden half holidays and return dirty, torn but jubilant, brimful of adventures, and with a gigantic appetite, only to be appeased by a raid on the pantry.

Perhaps there never was a time when woman, the true woman, was so little understood. Men have a growing contempt for women these days, for their littleness, their petty deceptions, their unreliability, overlooking the fact that they themselves are, in the main, responsible for these defects in women of which they so loudly complain.

The great, the natural aim of woman is to be pleasing to man; what man demands she gives. The attributes he admires she cultivates.

If I were a man, a real man, and not something dressed by a tailor to resemble one, I should knock down the man who began to discuss women as they are discussed in the smoking rooms, in the clubs, at the tables after dinner. I would duck in a pond the man who paid undue attention to married women. I would thrash, within an inch of his life, the man who tried to sully the mind of a young girl. I would close my doors against both men and women who were known to hold lightly the tie which should be holy between the sexes. I should be ridiculed, if not violently used, but I should go right on. If I made enemies, well, it would be among those I would not call friends.

Emerson says, "Society everywhere is in conspiracy against the manhood of every one of its members. The virtue most in request is conformity." If I were a man I would be a nonconformist—not in the usual acceptance of the term. I would be strong enough not to conform to useless and baneful customs. I would speak the rude truth and take the consequences. Why should we be afraid of truth, afraid of ill-fortune, afraid of each other? Why should society's standard be taken, when every man has within himself a standard, unless he has torn it down and trampled it in the mud to satisfy conformity?

It is bad form to be unusual, yet if I were a man I would be unusual. I would dare to strike out a path for myself. A man who can stand alone can work miracles among his fellow-men.

Then, again, if I were a man, I would not send my sons unwarned to a public school—or any school. It is absolutely appalling to think of the gross neglect of fathers in this respect. They would never dream of sending these same boys into a battlefield without their being fully

equipped. Yet they send them into a far fiercer battlefield unarmed by the timely warning which might prevent the ruin of a good moral nature.

For the boy's education, for his placement in life, for these things the father concerns himself, but that the boy should be taught to avoid the moral pitfalls which will inevitably beset his path no kind of care is taken. He is flung into deep water, to sink or swim as it chances. Men who are destitute of all other faiths seem to have a most comfortable and firmly rooted belief that the boys for whom they take no precautions in respect to the most important thing—the formation of sound moral principles—will "turn out all right."

If I were a man I would take no chances. One often hears it said of a young man who has gone hopelessly wrong, "His position is due to the influence of bad companions." If I were a man I should take good care to have the first "innings" in influence upon my boy.

The woman who sees all this is hampered by sex.

I have no sympathy with the "screaming sisterhood," with the woman who, while justly enough feeling the galling limitations of sex, tries to ape man and thus becomes only a detestable and pitiful caricature. I only say that if I were a man I would fight on the side of the purity of women—the preservation of boys.

I would at least do what one man could to raise the tone of conversation among men. I would not hide my light under a bushel when women were present, or give them narcotizing drafts of meaningless flattery. I would not treat fictions as realities and realities as fictions, nor say the pleasant things which I knew to be false. Nor should I become unpopular with women by thus unflinchingly showing myself antagonistic to the shallow—to the false. Women—most women—respond readily to the best. They admire and respect a man whose ideal is above pleasing them at the expense of truth. That is why I hold men to be, in a great measure, responsible for the shallowness and unreliability of women.

A girl once said to me—she was a fresh, modest girl, just out—"Men never seem to want to talk to me. It is the fast girls, who don't mind what is said to them, they like to talk to."

It had only been a matter of weeks for this girl to learn that modesty was at a discount. The girl was bored. She got no fun and probably before her first season was over had thrown aside previous ideas of what becomes a woman and had learned the arts which men demand in the women they condescend to amuse and be amused by.

If I were a married man, I think I should try to act as if the word "obey," as it occurs in the marriage service, did not imply that a wife was a kind of slave and I a master. I would try to give her the consciousness that we had equal rights and equal obligations. I would try to inspire her with trust, and so do away with the necessity so many wives find of "keeping things to themselves." One often hears the remark among

women, "It does not do to tell a husband everything."

That women should think this shows that the men have not inspired confidence. Without confidence, marriage is but a makeshift at best. Marriage means more than a housewife's thrift and the rearing of children. It is, or ought to be, a marriage of souls. If the ideals of the husband be high, so surely will his wife climb. There are no lovers like married lovers and no heaven upon earth like theirs. They are sure of each other, sufficient for each other. They carry a talisman against all blasts of ill fortune.

If I were a man I think that, however ill equipped I might find myself in intelligence and education, I should not rest until I had found what was my own individual bit of work for my country. I ask myself sometimes, is love of country dying out? Certainly it looks like it. One hears young men sneering openly at the land that gave them birth, finding actual amusement out of this or that muddle that this or that government has made. I would ask those scoffers what they personally have done for our brave country. If I were a man, and a man in a position to make laws, every man should be a soldier—should be trained in case of need to fight. Every boy school should have a rifle range.

If this were done we should have fewer men playing the fool in ladies' drawing rooms.

Coulson Kernahan.

A Mine of Wealth

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

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

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

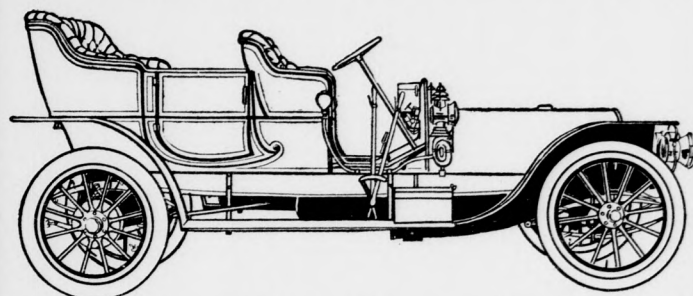
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An Auto? No!

Peanut and Popcorn Seller.
Catalog show'em \$8.50 to \$350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

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

CLOTHING

Why Quietness Pervades the Retail Hat Trade.

The hat trade at retail throughout the country has been normal, on the whole, considering the season. January and February are the quietest months of the year and, therefore, dealers are not expecting any volume of business.

The hat trade is in close relation with the clothing trade and when one is good the other is almost always good. The light call for all lines of seasonable apparel has had its influence on all sorts of headwear, more especially on caps. It is generally conceded that this branch of the trade in the larger cities shows a falling off when compared with former years.

Whether this is the result of the mild winters of the past two years or due to the ability of the consumer to pay more and get a hat is a question on which the factors in the trade differ. At any rate sizable cap stocks on hand are sufficient testimony of the fact that caps have not had as good a demand as buyers anticipated.

A prominent retailer in a metropolitan city recently made the statement that he did not order a single new cap for this winter's trade, but was disposing of the goods he carried over from the previous year. Perhaps he overbought, in which case his action is not significant. A good many merchants in the smaller cities and towns will be inclined to doubt the statement of this retailer, because caps form so large a part of their trade in winter, but hatters in the large towns will not be surprised at such an announcement, even supposing the retailer in question carried over only a normal stock.

Just how the early Easter is to affect the hat business is only a conjecture at present. If weather conditions are favorable a heavy pre-Easter trade is almost certain. As stated above, hats are, to a very great extent, in demand when clothing is, and if the spring suit can by any chance or possibility be worn on March 31 the spring hat will accompany it.

It is possible that the showing of spring blocks by well-known hatters will be a trifle earlier than is usual, but some retailers with whom we have discussed the matter do not think the dates will vary much on that account.

A well-known department store has a way of keeping stock that is original and merits the consideration of retailers in general. Each grade of hat has a tip distinctive of that grade, viz., \$3 hats have one style, \$2 hats another and so on through the entire range of prices carried. All hats are removed from boxes and put in glass showcases and there is a separate case for every grade just as there is a different tip. In addition to this every hat is marked inside the sweat band in plain figures. The possibility

of getting stock mixed is thus minimized and selling facilitated.

In jobbing circles there is great activity. Retail stocks are low and retailers are, therefore, in a position to accept spring consignments at once. In fact, a great many buyers are calling for shipments to be made with all haste, and the orders that salesmen who are still out are sending in are nearly all marked for immediate or very early delivery.

While the spring business is for the most part booked, there is still plenty of business to be had. Stiff hats are in good demand and as they are about the only style that retailers sell between now and the time of spring openings, it is principally the stiff hats that are wanted at once. Confidence is expressed in the brown and cinnamon shades for stiff hats, but very little for steel. The popularity of 18 and 24 ligne bands throughout the West is noticeable in popular-priced stiff hats. Broad bands, however, are confined almost exclusively to a hat to retail at \$2 or less. In the East the demand for bands broader than 16 ligne is limited but said to be growing.

A wholesaler of hats recently said to the writer that he had read an article in a trade paper which called attention to the possibilities of window displays by wholesalers. This he said was exactly in accord with his ideas and he knew that it paid to display a few good things. He makes a point to have a few attractive numbers in his windows all the time and it is surprising how many passers drop in to ask where such hats can be purchased at retail. This clever wholesaler is located on a street which leads direct to a railway station and thousands of persons pass every day. Realizing the value of his windows as an advertisement of his goods he has had them emblazoned with several of the brands of the house and keeps always on view some of his "newest dope," to use his own expression.

The possibility of an extension of the Panama hat industry through mechanical production is brought up by a report from Colombia which points out the prominent place the industry is taking in that country and the present primitive means of manufacture which is, of course, entirely by hand. Undoubtedly any machinery that could be invented to increase the output would be an excellent thing for the Panama hat trade. It is a question, however, if machine-made hats would have the peculiar fineness of texture and uniformity of weave of the hand-made article. Providing machines could be invented to do the weaving equally well, the manufacture of Panamas would seem an attractive proposition, not only because of good returns but because very little capital would be required. There are now no regular factories, either in the countries where the palm from which the Panamas are made grows, nor in this country, and were some enterprising straw hat manufacturer to take up the importation of the fiber, with a view of weaving it here, or were he to establish a properly equipped factory near the sources of sup-

ply, the chances of success would seem good.

By hand it takes a woman four days to make an ordinary hat, and as much as fifteen days for the best made in Colombia, and her pay is about ten cents a day. A machine ought to weave many times that number of hats in the same space of time, and one man could tend several.—Apparel Gazette.

The Hidden Friend.

The clerk was most obliging, but the young woman customer was hard to please. Roll after roll of blankets did he patiently take down and show to her; nothing suited.

For some fifteen minutes this mock sale went on, then the young woman rose from the stool where she had been sitting, and said, condescendingly, "Well, I don't intend to buy. I was just looking for a friend."

"Oh, wait, madam, a moment!" cried the ever-polite clerk. "There is one more blanket left on the shelf. Let me take it down. Maybe you will find your friend in it."

Vain Search for Workmen.

The agent of a Canadian railway arrived in St. Petersburg a few days ago seeking laborers who were wanted to construct a new transcontinental line. He did not get them, the authorities being of the opinion that it was not desirable that Russian workmen should be brought into close contact with American workmen.



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.

SECOND HAND TOOLS.

Their Sale Can Be Made a Paying Business.

One of the most profitable forms of business for an amateur to embark in is selling second hand tools. About half the workmen of Chicago use the second hand grade, which they buy at the junk tool stores. There are a dozen or more places in that city where second hand tools are sold, and all of them do a big business and the profits on the sales are large.

Nearly every kind of tool that is made can be had at any of these stores, and the prices range from a hammer for 5 cents to a drill punch for \$3. A saw can be had for 40 cents; shovel, 25 cents; rip saw, 45 cents; pickax, 20 cents; molding plane, 33 cents; plumbline, 5 cents; paint brush, 5 cents, and a grindstone for \$1.10.

Teamsters' supplies also are on sale, and a horse blanket that would cost \$4 or more in a department store can be bought for \$1.98. Whips that look like the kind that sell in a retail store for 25 cents are sold for 5 cents. Teamsters' sheepskin coats are sold for \$1.25, and a pair of felt boots are sold for 75 cents.

Rubber hose and coils of rope are good sellers and the profit on these two articles is large and they are in demand at all times. The best sellers, however, are saws. More saws are sold by these tool dealers than any other article in the place.

The prices on tools vary according to the make and the condition they are in. A saw of first class make that cost \$2.50 when new, if in good condition, will bring not less than \$1.25; if it is rusted about 70 cents is the highest price it can be sold for. Some saws can be had for 40 cents, but these are of an inferior grade, still they are good sellers.

Despite the great precautions taken by the dealer in second hand tools, he buys a large quantity of stolen goods. A man who sells a tool to any of these dealers must give his name and address, why he wants to sell the tool, where he got it, and where he was last employed. All this data, with the number of the tool and a description of it, is written in a large book kept for the purpose.

Every morning the dealers are visited by detectives from the Central headquarters and a list of all the tools that have been bought on the previous day is given them. These lists are placed on file in the detective headquarters, and often they have been able to return the stolen property to rightful owners by having the description and the number of the tool.

Another method of getting tools is buying job lots of "seconds" from the large manufacturers. The "seconds" look as good as the first-class article, and the flaws that are in the steel are not detected easily. Soem of these "seconds" are as good as the flawless kind, but the manufacturers can not put them on the market as first-class goods. They may last as long and give as good service as the tool without the flaw, and the small price that it is bought

for makes it worth while for the workmen to take the chance.

Tools sometimes are pawned by working men who are in need of money and often they never are redeemed. These usually are of the best and costliest make, and always are in the best of condition, for the dealer seldom will loan money on a tool that looks worn. Unredeemed pawns can be sold easily and at a good profit, for the most a tool can be pawned for is usually one-tenth of its value.

Junk dealers who travel the alleys of Chicago in wagons buy a considerable variety of tools in a day, which they sell in lots to the second hand tool man. These tools nearly always are in a rusted condition, but the use of kerosene and good rubbing with machine oil usually puts them in good condition and they are sold easily.

Nearly all the customers of the tool dealer are men that have been hard up and pawned or sold their tools, but have succeeded in getting work again. No matter what trade he is working at, be it plumbing, bricklaying, ditch digging, painting, or at the carpenter trade, the tools can be bought at the second hand store. A workman at any one of these trades can secure a kit of tools for about one-third the price he would have to pay at a first class store.

Most of these places can be found on the West Side of Chicago, in the heart of the machine shop district. They are often found, however, in the districts where the poorer classes live, one of the largest being located in the Ghetto district.

The stores open at 6 o'clock in the morning, to catch the early worker, and remain open until after 10 o'clock at night. Most of the selling is done in the morning early and during the noon hour. The reason that the

stores keep open so late at night is to give the workman who is up against it a chance to sell or pawn his tools.

It takes little capital to go into this line of business, for the trade can be handled by two men, one working in the store and one outside getting the trade. Most of the stock is displayed in front of the store and on the sidewalk, even in the winter, and a man must be stationed outside or most of the stock would be stolen.

In the majority of the stores in Chicago the proprietors work on the outside and their wives look after the inside trade. This cuts down expenses, for they usually live in rooms in the rear of the store, which saves them paying house rent.

On one of the streets of this city there are four of these junk shops in a row. There is keen competition between them, and at times they will sell a tool at a big loss just to take the trade away from the other dealers. If a workman should stop in front of one of these stores and argue with the barker or outside man over the price of a tool, the barker next door would offer the same tool to him for 5 or 10 cents lower. Should he go farther to the next store and tell the proprietor that he could buy a certain tool next door for \$1.20, he would invariably get the same tool here cheaper.

Most of the workmen have learned this game of cutting prices and they will start at one end of the row and finish and usually buy at the other end, and for from 20 to 50 cents less than the price they were asked by the first dealer for the same tool.

Michael P. Connors.

There's a good deal of difference between social prominence and personal eminence.

Sleep Best in Darkened Rooms.

It is a common experience that sleep is of a much heavier nature when the room is kept darkened, and, on the other hand, the early event of light will quickly awaken many sleepers. There are those who can hardly resist rising early when sunlight greets them, while there are others who can resist with little effort any kind of inducement to rise early at all. The lot of the latter may be a tendency to a process of etiolation (unhealthiness due to lack of sunlight), a drooping of both mental and bodily energies, a drowsy and unhealthy condition akin to the whiteness of the plant which is excluded from the life-giving rays of the sun. Sleep is, of course, a physiological and physical necessity, which can, however, be overindulged in with deteriorating effects. There is, however, some excuse for a longer indulgence in the winter, for the short duration of sunlight would seem to enjoin the whole animal world to prolong its sleep as a kind of compensation for the loss of energy-giving radiations entailed by the correspondingly short period of solar influence.

Smooth White Precipitate Ointment.

For the preparation of smooth ointment of ammoniated mercury Professor Morstatt recommends the use of the freshly precipitated chemical as in the case of yellow mercuric oxide ointment. He furthermore advises keeping on hand a 40 per cent. stock ointment just soft enough to mix with ointment bases or other ointments. Such an ointment is best obtained by intimately mixing 40 per cent. of the freshly prepared precipitate with 20 per cent. each of water, wool fat and petrolatum. Mixed with 3 parts of petrolatum it yields an ointment of the official strength.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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.



Sensible Suggestions on the Education of Children.

The old proverb that sets forth that familiarity breeds contempt never has so much significance to my mind as when I observe the debonair and light-hearted way in which parents regard the school problem. The very fact that the early years of a child's life are the formative ones, that his character is like wax in the teacher's hands, and that every school must set its indelible mark upon him, makes it one of the most important questions of life. Yet the father, with a happy sense that he has no responsibility in it beyond paying the bills, leaves it all to the mother; and the mother, who would scour the town to find the latest thing in knickerbockers for Tommy or a dressmaker who could give a correct set to Mamie's skirt, is apparently of the opinion that there is no choice in schools and that any old thing will do.

We make a fetish of education, yet there is nothing else under the sun to whose consideration we bring so little common sense and intelligence. The average child is clapped into school at a certain age and kept there a given number of years, as if he were serving a time sentence in the penitentiary, and when he is out we call the result "education"—God save the mark! He may have spent the time learning football; he may be totally unfitted for the life he was bound to live; it may have been ruination instead of education. It does not matter. He has been kept at school and we have a complacent conviction that we have done our full duty. "Why don't you make that big, strapping son of yours carry this heavy bundle for you?" I say to my colored laundress. "Lawd! Miss Do'thy," she returns, "I wouldn't let Jim demean hisself by totin' a bundle through de streets. I done educated dat boy. 'Size, he ain't got time. He playin' on de base ball, and," with conscious pride, "he don't know nothin' 'bout wuk noway. He's educated."

Of course no one will gainsay its being a parent's duty to give his child the best possible education; to put into his hands not only the weapons with which he is to fight the battle of life, but to give him those higher resources which lift him who can truly say, "My mind to me a kingdom is," above the petty accidents of fate and fortune. The trouble is that to do this seems to most people so easy that they do not give it sufficient thought. Some fine morning the father and mother awaken to the fact that Tommy and Mamie are getting to be big children. "Goodness gracious," they say, "it is time they were beginning their education. There's a school on the next block. How lucky!" and forthwith poor little Tommy and Mamie are bundled off to it and have one of the most important steps in their life decided for them without one thought ever

having been given to what sort of school it is, whether it is going to meet their needs or not, or whether they are to be under a teacher who has enthusiasm and sympathy enough to kindle the fire in their souls, or whether she is a mere teaching machine, who grinds out learning like a hand organ grinds out grand opera, with all the soul of it dead and gone.

You see, we make the fatal mistake of taking it for granted that anybody who can answer a certain percentage of questions in a school examination is fitted to teach. Never was a greater error. As well might we say that anybody who could read "Locksley Hall" and scan its lines and diagram its sentences could write it. Even more than poets teachers are heaven-born—not made—if they are worthy of their vocation, and it is the greatest pity there is not some way to weed out the profession and retire all of the dry-as-dust pedagogues who are doing everything they can to murder the love of knowledge in so many young breasts. It may be set down as a fact, with hardly an exception, that wherever a child hates school and fails to be interested in his studies, unless he is a dullard and a fool, it is the teacher's fault. She has no enthusiasm, no magnetism. Her work bores her and wearies the scholar. There is nothing in her to stimulate and inspire. If we have a cook whose soggy bread and greasy soup and watery vegetables slay our appetites the very first glance at the table we do not starve on year after year under her regime. We send her off and get somebody else. Surely we owe as much to our children's intellectual appetite. If their teacher can set nothing before them that makes them hunger for learning and thirst for information, be certain that she does not possess the first requisite of her calling and keep changing schools until you find what you need.

Another point upon which too much stress can not be laid is in parents trying to find out what a child can do and educate him along that line. This is the day of specialists. There is no place in the world for bungling amateurs with a smattering of knowledge of what they are trying to do. The whole of a lifetime is not too long to learn the craftsmanship of any trade, yet we take no pains to find out what our boys are fitted for and train them to it. It is not too much to say that we could save almost every youth the first five years of hard and discouraging work he has to go through when he starts out in life if, from his very childhood, he had been grounded in the rudiments of the calling he was to pursue; but we don't do it. We grind them all through the same educational mill, and then when they are grown they have to go back and supplement their education by the real education that teaches them how to make a dollar. With girls there is more excuse, for the girls are the unknown quantity in the problem of existence. No one knows what they will do, still less whom they will marry, and in the general uncertainty whether they will need most to know plain cooking or the etiquette of Eu-

ropean courts probably our potpourri style of education is as good as any other.

The boarding school question is another of the vexed questions that parents have to settle. Personally, I am an ardent advocate of the benefits of sending children away from home at a certain period of their lives. There comes a time in the life of every halfgrown boy and girl when they grow restive under parental authority. In their own conceit they are men and women. In their parents' opinion they are still babies. Both are wrong, but it engenders endless conflicts of authority between them. Tommy flatly refuses to give an account of his whereabouts when he was away from home until 9 o'clock. Mamie thinks her mother a monster of tyranny and oppression because she refuses to let her have beaux, and she takes her tears and her complaints to the sympathetic neighbor, who encourages her to meet the Brown boy on the sly. It is the beginning of misunderstanding cold-ginning of misunderstanding, cold-ginning apart that is a tragedy none the less bitter because it is so common.

Out of this difficulty the boarding school offers the open door. By the time the children have had a couple of sessions of it and everyone concerned has adjusted themselves to the new standard, Tommy has had the fact that he is still a "kid" rubbed into him by older boys, and on his side his father has remembered that the world was made when a boy was born, and that every living, single, solitary one has to go through the

same experience. Mamie's mother has gotten used to the idea that Mamie has a right to do her hair pompadour and have long dresses and think about being in love, and Mamie has made enough mistakes and shed enough tears over them to be willing occasionally to listen to a word of advice, and so the dangerous place is safely bridged over. Oliver Wendell Holmes says somewhere that the reason families separate is because of the law of self-preservation, and that it is only by leaving each other that the Smiths avoid being Smithed into the grave, and the Jones keep from being Jonesed into the madhouse. Absence of body is often more effectual than presence of mind in preventing family clashes.

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

Furthermore, the boarding school is appointed and ordained for the salvation of spoiled children. At home the universe may have revolved around Tommy and Mamie. When they got into tantrums mamma cried and begged her precious angels not to break her heart by doing that way. They had developed as many cranks as an old maid. Their table manners were simple savagery, but mamma didn't have the courage to interfere, because they used to eat in that "cute" way when they were babies. Send them to school and they get their first taste of a cruel world, that has no patience with tantrums, that refuses to be bulldozed by anybody's ways and literally guys them into decent manners. There is nothing else as cold, as penetrating and as unmerciful as the criticism of one's schoolfellows, and anybody who misses it has lost a valuable educational opportunity.

To the boarding school there is, however, one serious objection and that is that with few and far exceptions convict fare is still considered sufficient food for growing boys and girls, who need the best nourishment it is possible to give them. Of course, all schools advertise, "All the comforts of a home," but that is the most elastic phrase in the language. There are comfortable homes and there are others, and in selecting a boarding school this is one important thing to consider. Plain living and high thinking is a charming theory, but there is no earthly sense in starving the body while you feed the mind. The two should go together.

Finally, there are two important "don'ts" to the school question. Don't send a child to any school, however good it is, and feel that you have a right to wash your hands of further responsibility. It needs to inspire the child on, for few of us are born with a passion for learning. The love of study is just as often and as much an acquired taste as a love for olives and raw oysters. Only the favored few are born with a natural hankering for them. Above all, don't crowd a child; don't put pressure on him because he is slow and dull. That involves idiocy and physical collapse. Be honest with yourself and with your child. Don't let your love blind you to defects. Find out what he can do by good, hard, honest work, but not by overstrain, and keep him up to a good average, but don't attempt to push him beyond it unless you want to wreck him, mind and body. And remember, for your comfort, that precociousness in children is no sign of future cleverness in the grown person. The sturdiest trees are of the slowest growth. The sweetest fruits are the slowest ripening.

Dorothy Dix.

Why He Went Down.

"What? Fell downstairs! How did it happen?"

"Why, you see, I started to go down, and my wife said, 'Be careful, John!' And I'm not the man to be dictated to by any woman, so down I went."

Some heaven in the heart is the essential passport to heaven as a home.

CROWN OF WOMAN.

Nature Has Invested Her With Two-Fold Nimbus.

However perfect a marriage may appear, something—indeed, its highest crown of glory—is missing if the blessing of children be denied it. Childlessness is one of the bitterest trials in a woman's life, and few can tell how hard the struggle may have been before she learned to resign herself to her lot. To make it harder still to bear the absence of this link, the fact that not one pledge of their mutual affection has been granted them to carry on their name, this, their common disappointment, may by the cruel irony of Fate become a source of estrangement to the unfortunate couple. Even where this does not take place, even if they have not drifted apart, one may read the whole extent of their disappointment in the eyes of such a childless couple when they rest on the children of others. To them the largest family does not seem too numerous; it will appear to them that those on whom this blessing has been most richly bestowed hardly value it sufficiently. And yet their sorrow, to whom heaven has never granted a child, is as nothing compared to the unspeakable anguish those parents feel who have known this highest happiness, but lost it. No other pain is like to this; it is, indeed, almost beyond the power of human endurance to bear. And should then also their common sorrow, instead of drawing them closer together, tend but to estrange the bereaved parents; should the little grave, in which all that made life worth living, all their hopes and joys die forever buried, remain but as an open gulf between them—heaven help them then; for earthly help or consolation there is none in the immensity of such distress. Even under ordinary circumstances, where the two stand bravely side by side to bear their loss together, it is overwhelming enough in itself to cast an eternal blight over both their lives. Above all, may heaven help the poor mother on whom falls so cruel a blow! For in her case there is an actual bodily pang, her own flesh and blood being rent from her, in addition to the tearing asunder of the heartstrings, to the intolerable anguish of the soul. And with all this the world often expects of her to wear a smiling face, and to find within herself a fund of strength with which to support her husband in his grief, when, after all, the stir and bustle of public life must afford him momentary distraction from his pain, while she is condemned to sit at home by the empty hearth, where everything does but remind her of her loss. No less degree of stoical fortitude is demanded of her than that shown by a patient under the surgeon's knife, and she knows equally well that the wound inflicted on her—even if it apparently heals, and she seems to recover from it—will at the best leave her with an unsightly scar, sensitive to the touch, for the rest of her life.

Something beyond and above mere fortitude—blind, absolute resignation to the Divine will alone—can enable us to bear this lasting pain. We must

accept it unquestionably, for we can not even guess the reason for which our darlings have been removed from our feeble grasp. Perhaps it was that we did not rightly understand how to fulfill the conditions under which alone they could blossom to full perfection. For in eternity it is souls alone that count, and the one thing essential is that they should be allowed to attain their highest and best development. So that if these, heaven's choicest flowers, do not find the soil here favorable to their growth, they are at once transplanted to other spheres. And yet, although they were lent to earth but for such a moment's space that they had not time to take root firmly here, they brought into the barrenness of our lives that sweetness which would otherwise have been altogether lacking. Like this they will have fulfilled their mission, and have no need to linger on our poor planet, whose function it is to serve as a place of trial and probation to all the rest of us imperfect and erring creatures. "Too good for this world" is what we are in the habit of saying of these angelic visitants, who but brush its surface with their wings, and leave us to return to the home which we acknowledge to be rightly theirs, although our own hearts break at the parting.

Nature has invested woman with a two-fold nimbus, as virgin and as mother, and often bestows the martyr's crown in addition to both these. Surely this consecration should suffice for our pilgrimage through this sad world.

Carmen Sylva.

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Conform to the most stringent Pure Food Laws and are guaranteed in every respect.

If you do not handle them write for our special introductory proposition.

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SPICES



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

GRAND RAPIDS, MICHIGAN

WHOLESALE DISTRIBUTOR

THE BUSINESS WAY

The Only Way To Do Anything Well.

Written for the Tradesman.

Knox owned the best store in town. His show-windows were cleaner, his displays more attractive, his stock newer than those of any of his competitors. Everything was business with Knox. He prided himself on doing things in a business way. Those who went to him with withered and shelf-worn schemes were informed that it wasn't business to mix with them. That was all.

Knox thrived. He owned the finest delivery horses, the largest house, the prettiest drivers and the largest bank account in the town. Business came to Knox just as snow adheres to the snowball which is large and heavy enough to pack it down and pick it up and eludes the little light ball.

One day three deacons of the First Baptist church, of which Knox was a member, filed into his private office, looking abashed and worried.

"Good morning, gentlemen," said Knox, "what's the trouble?"

The deacons shifted feet and looked into their hats, which they had removed on entering as a sort of tribute to success. Each waited for the other to speak.

"Well," said Deacon Howard, when the silence grew embarrassing, "we've come to see you about a little matter of business."

"Of course," said Knox. "What is it?"

"It's about the church."

"I supposed so."

"We want you to accept the position of business manager."

Knox looked thoughtful.

"New office?"

"Yes; the head deacon has always looked after business matters, and he hasn't made a success of it. I'm the head deacon."

"I see," said Knox, "and you want me to get you out of debt and stand you on your pins again? All right."

The deacons looked pleased.

"Understand, though," said Knox, "that I am not to be hampered as to my methods. I'm to have a free hand for six months. If I run the society into debt I'll make good. If I don't please the congregation I'll get out. Is it agreed?"

The deacons looked furtively at each other and said that it was agreed. Still, they did not appear pleased at the conditions exacted by Knox. Knox had a way of doing things that made people talk, sometimes, and if he got into any of his odd humors in connection with the church work, why—

But the society was broke and Knox was the last resort, and so the good deacons smiled and tried to give the impression to each other that they liked the terms they were arranging.

"First," said Knox, "what seems to be the matter?"

"Small attendance. Membership dropping off. Why, the sale of slips brings rather less than the pastor's salary, to say nothing of the choir and the running expenses."

"The pastor," said Knox, "ought to be sent South for his health. He's getting into an intellectual decline. I

heard him preach last Sunday and I've been wondering how he has the nerve to draw his salary."

This was rank heresy to the good deacons. The pastor was a pleasant-faced man who had an incomparable manner of saying "Good morning" when he met a friend. He presided remarkably well at weddings and funerals, and was loved and respected by all who didn't see that he had missed his vocation in not acquiring a farm in early life. Yes, this was lese-majeste! The deacons could not stand for it!

"You are not to interfere with the choir," said Knox.

"The choir," said Knox, "is rotten. We must have a new choir. Why, those folks we have now can't sing a little bit. What was it you said about my not interfering with the pastor or the choir? Oh, you'll get used to me after a time. I have your promise, you know. I'm beginning to like this job."

"But, really," began Deacon Howard, but Knox stopped him.

"You go over to the parsonage," he said, "and tell the pastor that he's been voted a three months' vacation, with salary and expenses."

The deacons gasped. The pastor's salary hadn't been paid for many a month. Knox drew a check for \$500 and tossed it over to the three pale-faced deacons.

"There," he said, "that will get him out of town, hoof and hide. Get him out quick. I want to get things moving. Tell him that a great brain specialist who heard him preach last Sunday advises rest and pleasant surroundings. No, perhaps that will not do! Well, get him out of town. When I'm handling a stock of goods that the people won't pay their good money for I make a swift change. Now, about this choir. Can't you hire a man to come here and abduct 'em?"

Lese-majeste again. The deacons began to think they had entered the private cage of a madman. Why, that choir had been singing in the church ever since the—well, for ever so many years.

"We hardly think you ought to molest the choir," they ventured.

"Another case of goods the people won't pay their money for," said Knox. "I'll get a pastor and a choir that will bring 'em out like women to a bargain sale. Has the church any money on hand? I shall need some for advertising purposes."

The three good deacons looked as if they would be able to stand up only a second more. Advertising! Well!

"Never mind," said Knox, taking their silence for a negative, "I'll advance a few hundred. Do you get a discount on account of church work?"

"Why," said the three deacons in a breath, "we never pay for advertising."

"I should judge so, considering the condition of the business," said Knox. "Well, drop in at any time. You are not to interfere, you know. You let me have the pole and I'll build you a new church with a steeple a thousand feet high."

"But we wouldn't want a church

with a steeple a thousand feet high," said Deacon Howard, who got nearer to the door with every one of Knox's suggestions.

"You would if it would bring in the spuds," said Knox.

The deacons went away with heavy hearts. They had bad dreams that night, in which Knox was pushing their pastor and their choir up a steeple a thousand feet high. As for Knox, he got busy at a series of telegrams as soon as the eminent men walked out of his office. After that he sent a notice to the members of the choir that their services would not be needed during the absence of their beloved pastor, who had gone South in quest of renewed vitality. The next morning when the three deacons arose they hunted up the morning newspaper. They had no idea what sort of a break Knox would make, but they had a notion that there would be something doing. There was.

On the first page of the Morning Herald, in red, red type, at the rate of \$3 per square inch, appeared this charming advertisement:

Announcement Extraordinary!

At the First Baptist Church,

Sunday, Dec. 23,

The Eminent Missionary,

Randolph Worldwide,

Will positively appear. He has been

Chased by Man-Eaters

in all the wild countries of the earth. His coming to this country has created the

Wildest Excitement!

The reverend gentleman will bring with him a choir of cannibals, who will render

Music on Native Instruments!

Seats are free, but a silver collection will be taken during the service. Come one and all. Come early and avoid the rush.

Don't Forget the Date.

WINTER GOODS

Our travelers have started out with the finest line of Blankets, Robes, Fur Coats, Mittens, Etc., we have ever shown. You'll be money ahead if you see our line before you buy. TRY IT.

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have a reputation for quality. They are correctly made and we guarantee them to give absolute satisfaction. It will pay you to handle our line. Write for catalogue.

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No Talk Required to Sell It

Good Grease

Makes Trade

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Harness Soap

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Our 1907 Line of Show Cases and Fixtures is Now Ready

High Grades

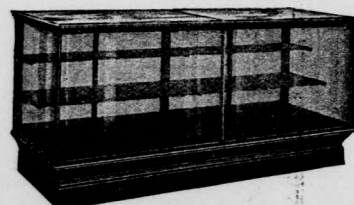
Low Prices

Write for our New General Store Catalogue "A"

Grand Rapids Show Case Company
Grand Rapids, Mich.

New York Office, same floors as Frankel Display Fixture Company

The Largest Show Case Plant in the World



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

The three men of God met in Deacon Howard's carriage house, so they could have their fits together. They remained in the carriage house most of the day, and when night came they made their way to the railroad depot and got out of town. As they looked back they half expected to see the fires of Sodom destroying the city, but the landscape was not thus illuminated.

Was there talk about that advertisement? Well, it was written by a business man who never wrote advertisements for fun. It was read and it was talked about, and long before Saturday night the city was in an uproar. Knox grieved to think that he couldn't get up an excitement of that character that would do his business good!

The church was crowded at both sessions Sunday, and people were turned away in droves. The missionary was there and the cannibal choir was there. The missionary was a genius and delivered a conservative sermon in the matter of belief but a ringer as to the demands of decency in modern society. The choir of cannibals remained but one Sunday, the preacher held the people. Pew rents went up, and by the time the deacons came back out of the tall timber and began to take notice the membership had doubled and the society was out of debt.

"You see," said Knox, turning a comfortable sum over to the Treasurer, "there is only one way to do a thing, and that is the business way. You were offering goods the people did not want. I brought in a new kind, and you've got the trade of the town in your line. Now, we'll get a real choir and a man who can play the fiddle and we'll hold the crowd all winter. Sacrilegious? No, sir, nothing but business."

The deacons were not satisfied, but, then, the church was out of debt.

Alfred B. Tozer.

Man of 50 Still Good Despite Age Limits.

The number of business houses and corporations that are putting into effect the age limit gradually is increasing. Some business firms refuse to keep a man in their employ beyond the age of 50.

Does it look as if we were a civilized nation when we are turning men out of employment at the age of 50? We let our thirst for money run at such a high rate that we must turn a man out of business when he is old.

In almost every city in the United States there are men going from place to place looking for a job only to be refused because they are 50 years old. The man who is at the head of a business does not cease working on his fiftieth birthday. Why does he not stop; why does he not give way to the young man? There are many business men who have employees working under them that are their superiors, who when they reach the age of 50 must step out of the harness. It has been said that it takes a man until he is 50 years old to learn how to successfully carry on his business. This is not far wrong. Recently the Erie Railroad enacted

a law that no man be kept in their employ after he has reached the age of 50. Is this just? After a man has given his best years of strength to the company and he becomes old and is not so quick in his step, he is turned aside; he can find a vocation elsewhere only by hard effort, and possibly not at all. If he secures an engagement it is at low wages or at some work that is hard for him to do. He has, perhaps, worked at such wages to make a living, and is a poor man, not financially able to stand up for more wages, and when the age limit is reached he is turned out without any means in return for his prompt service.

What will be the result if such things are continued? It means that the younger ones of the family must take the responsibility of supporting the family. They must leave school, lose their education and become handicapped through life for the want of instruction. Thus may it easily be seen that such methods of business are coming closer and closer to child labor. The poor boy is crowded back to the place where he has no schooling, simply because his father is old and is not able to support the family while he gets an education. The "old man" is fully competent to discharge his duties, but he is 50.

But, thanks be to the all wise God, all business firms do not do this way. It is with pride that we turn the curtain back and see the First National Bank of Chicago bestowing upon its old and trusted employes a pension. Richard J. Street and Holmes Hoge, two of the oldest governing employes, are to resign with a pension of \$10,500 each a year. Doesn't it show an appreciation of their steady work for that bank? Is it not true that as long as Mr. Street and Mr. Hoge live they will stand firm in praise of the First National Bank—not only they but their children? It has been made possible after giving their strength, their knowledge and time to the bank to live in old age and at least give their children a public school education. It is a grand thought to know when those two men have retired from service on account of age there is a pension for them.

Each employe is taxed a small assessment of each month's wages to pay the pension of the employe who must retire from old age or ill health. This is made from the President down to the lowest salaried employe. Each one who is compelled to retire receives seven-tenths of his yearly wages as his pension so long as he lives.

Why is it that all firms and corporations could not pension their employes when they reach the age limit or have ill health? Beyond any doubt this could be done. If this were the law all firms would want it; when a man becomes too old to work or can not then he should be pensioned. There would not be a word said about the age of 50. Men would be growing valuable at that age.

J. M. Baldwin.

To preserve a friend three things are necessary: to honor him present, praise him absent and assist him in his necessities.

Guns and Ammunition

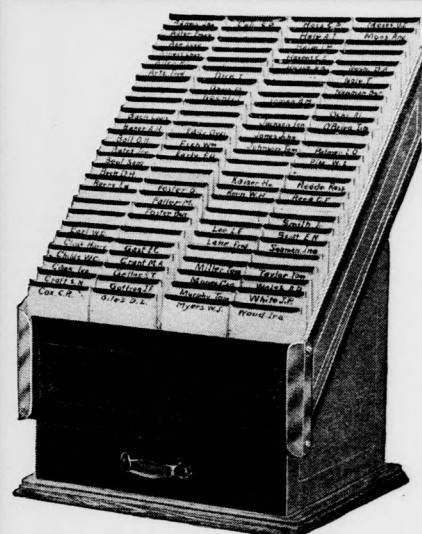


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Fremont, Ohio, U. S. A.

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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BRAVE SOULS.

Ordinary Men Prove Heroes When Test Comes.

The germ of heroism lies at the heart of every man's nature. Scratch the ordinary citizen and you find a hero. This truth is the more remarkable because the power to perform heroic deeds, upon occasion, by no means presupposes or even implies an elevated mental or moral status, the endowment of marked courage. The man who will forswear his best friend for the sake of money or ambition will lay down his life for a stranger under the sway of the heroic impulse; the woman who screams at a mouse will risk not only life but love and beauty to serve her rival when the same voice calls to her. Some of the bravest deeds ever done or chronicled have surprised nobody more than the doers, who, "lifted out of themselves," have become heroes in the twinkling of an eye.

Leaving to psychologists and scientists the much discussed question of whether the sublimated self, unsuspected but latent tendencies, or a power quite outside the personality wields the unseen wand that at the wonderful moment makes of the ordinary man or woman something fine and noble and worth reverence, it is worth noting that the heroic impulse is swayed by no recognizable laws of education, social standing, or altruism. The giving of the Carnegie, Weaver, and other medals and rewards for heroic deeds calls renewed attention to the fact that the transforming heroic impulse glorifies alike all sorts and conditions of humanity's children. Young and old, rich and poor, vigorous and feeble, the learned and the uncultured, all receive honor in the lists of those admittedly heroic. The too often unknown, unrecorded heroes who go down to self-sacrificing death in the course of ordinary life and duty are drawn from equally varied ranks.

For specific examples, consider first the case of Louis Lieber, the New York chauffeur, who recently weighed his own life in the balance with the life chances of the two young women rushing toward him round a dangerous curve and pressed down their side of the scales. Not a man of good judgment, it may be deemed, perhaps not of much common sense, since he was taking a narrow cliff road at the rate of a mile a minute when fate confronted him with the "their life or mine?" problem, but a man of superb courage, beyond doubt.

It needed but a second for Lieber to decide that death is better than life under some circumstances. Steering his car straight at the face of the hill, knowing that the cruel rocks held no single chance of safety, he made a dramatic exit.

"Are the ladies safe?" were the

only words he lived to utter. Yet Lieber previously had been considered quite an ordinary individual, by no means cast in heroic mold.

Such heroic deeds as this, moreover, are so numerous, so common, as to attract but brief public attention. Forbes Robertson, the English actor, recently contributed to a volume entitled "The Bravest Deed I Ever Saw" his admiring account of the courageous act of an American fireman who rescued a woman from the third story window of a burning New York building under conditions of great personal danger. But scarcely a winter passes without some hero of the hook and ladder wagon coolly, almost unnoticed, facing similar risk.

Admiral Dewey in the same collection of true stories admits his inability to distinguish the superlative nobility of two of the many heroic deeds he personally has witnessed. One of them occurred in 1863, when Dewey was a midshipman on Farragut's temporary flagship, the Monongahela, then besieging Fort Hudson on the Mississippi River. A round shot from one of the heavy batteries cut the mainmast in two and fell on deck. No one knew whether or not it was a shell, since the old time fuses were then used; there was immediate danger that it might burst and scatter gory destruction.

A brief, shocked pause and a member of the crew, strolling easily to the grim object, picked it up, threw it overboard, and returned quietly to his place. Such an incident, it may be remarked in passing, occurred at least twice during the Crimean war.

There are those who contend that deeds of sudden courage are performed on the spur of the moment, from pure impulse, and therefore should be described as thoughtless rather than heroic. However this may be, the theory is invalid when applied to those examples of heroism that demand patience, continued suffering, a long wait or trial. Yet these are by no means uncommon. Every now and then, indeed, are told thrilling tales of some brave soul's slow struggle with danger or death.

A number of such instances came to light in connection with the severe storms that not long since swept over the United States, causing water disasters from Maine to California. Ed Jacobson, sailor on the barge Foster that went ashore during a fierce gale above the Portage Lake ship canal near Buffalo, saved six lives through quietly offering his own.

The surf ran high, the shore seemed distant. Slowly the boat pounded on toward the grim death that seemed relentlessly awaiting. No help was apparent, no salvation, no way of escape. Then Foster, taking the free end of a line in his teeth, dropped into the seething water, breasted it, now vainly, now with determined progress that seemed tortoiselike no less to the struggling swimmer than to the anxious eyes peering after him, fought, conquered, reached the land at last.

The line grimly retained during that terrific combat with wind and waves served as a means of communi-

cation with the wrecked vessel. Later the six remaining members of the crew rode safely ashore on a breeches buoy.

A lock tube of the Pennsylvania railroad tunnel, fifty feet below the surface of the earth, near the East avenue shaft in Long Island City, but a short time ago provided scene and background for the life sacrifice of three heroes who died in the effort to save their fellow workers.

These three men, George Chapman, J. Peers and Michael Daly, were at breakfast when the compressed air in the telephone booth caused an explosion and sudden burst of flame. Fortunately, the hour being early, most of the working gang were taking the morning meal beyond reach of danger. The air pressure being about twenty pounds, several men were left in the tube as a matter of safety. These were the men who, to avert appalling disaster, ran back to put out the fire and were themselves shut out by a wall of smoke and flame. Four other heroes, among them Chapman's brother, manfully tried to rescue the innocent victims, but were overcome by smoke.

Heroic deeds and examples might be multiplied indefinitely, feminine names no less than masculine appearing in great number. But where is the use of heaping proof upon conviction? Let it suffice, when pessimists decry humanity and its altruistic possibilities and capabilities, to remember how widespread and variform is the heroic impulse that leads men and women to sacrifice self for fellows, how frequent, how diversified its expression, how impressive the view of humanity thus attained.

John Coleman.

Water Power in India.

J stands for Jhelum River in India, where Americans are building a 20,000 horse power hydraulic works. The Jhelum River courses through one of the greater Indian highways of trade and commerce and has a fall for eighty miles of its length, averaging 31 feet per mile, and in places much greater than this. The minimum discharge is 30,000 gallons a second. The possibility of utilizing the energy of the Jhelum River—something over 1,000,000 horse power that has been going to waste for centuries—was strongly represented to the Kashmir government by one of the royal engineers. A prospective development of the utilization of the Jhelum River power has a world wide relation to the chemistry of commerce. This is the possibility of the manufacture of nitrate of zinc as a fertilizer. The cliffs and hills which wall in the Jhelum River are of limestone. The application by Norwegian manufacturers of the discovery of the Danish chemist, that by the agency of powerful electric currents the nitrogen of the air can be extracted and mixed with lime so as to obtain nitrate of lime, has been investigated on behalf of the Kashmir state and the conclusion reached that the experiment is worth trying. The conditions are similar to those in Norway—plentiful water power which can be easily turned into electric power and unlimited limestone.

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.

Competitive System of George Sand and Hezekiah Goodspeed.

Carl O'Connell, Buckskin & Colt's aggressive salesman for the Appalachian country, gave me this interesting morsel of advertising history the other day as we were speeding across the Bluegrass Region on a northbound Cincinnati & Southern train. It is the sequel to the story of Jacob Pound's Automatic Booster. Jacob Pound, it will be recalled, operates a retail shoe store in Scrogginsville. By means of an ingenious device known as the automatic Booster Jacob Pound called attention to his wares in a most remarkable manner, and literally scooped his competitors. But any one who is at all familiar with the pluck and resourcefulness of Messrs. Goodspeed and Sand need not be told that these worthies quickly rallied from the humiliation of defeat and addressed themselves to the task of recouping. The readiness with which these gentlemen recover from a solar plexus knock-out is an interesting and beautiful trait. Knowing them as he does, O'Connell was morally certain that things would be doing in the village of Scrogginsville at no distant day; consequently on doubling back over his territory, O'Connell went a hundred miles out of his way to learn the latest developments in the advertising movements of the outwitted competitors. The following story, told in O'Connell's words, will perhaps convince the reader that it was time and money well spent.

"About two months after the initial appearance of the automatic Booster

something suddenly went wrong with the internal mechanism of him. The big spring seemed to be intact, all right, and he shuffled along apparently as agile as ever, but he became subject to dizzy spells; he would totter like an old man. He got to be exceedingly erratic and behaved himself in a ridiculous and discreditable manner. Something was radically wrong with his inner parts. A hoodoo was upon him. He got to be a joke, and his value as a trade-puller was obviously in the sear and yellow leaf. Pound tried to fix him up—called in a veterinarian, a jeweler and an expert electrician. But they could not somehow put their finger on the cause of the old booster's ailment. The inventor and maker had mosied—nobody knew whither. So the old fellow, having served his brief day, was taken in, his glory having departed.

"A day or two after the Automatic Booster's retirement the front pages of the Scrogginsville newspapers were devoted to the narration of a singular robbery which occurred at George Sand's shoe store. There were great, black headlines reaching clear across the page, reading like this:

'Bold and Daring Robbery—George Sand's Elegant Shoe Store Entered by Burglars—Over \$200 in Cash Unmolested—But Three Pairs of Fine Men's Shoes Carried Off—Despite the Vigilance of Police Officials. No Clue Has Yet Been Discovered.'

"The papers seemed to vie with each other in making capital out of

the story. The writing staff of the publications had evidently covered the story in a thoroughly up-to-date manner. There were pictures of the proprietor and owner, George Sand, two front views of the store—one before the 'bold and daring robbery,' and one after the dastardly deed had occurred; there were several interior views, and some excellent cuts of shoes similar to those carried away by the unknown criminal or criminals. There was a biographical sketch of Mr. Sand, going back to remote ancestors. The high standing of all the Sands as far back as memory runs was duly dilated upon. It was told how Sand, when quite a young lad—in fact, even before he discarded knickerbockers—evinced a strong and irresistible love for leather—more particularly leather made in the shape of shoes. It was told how he worked for a while in a shoe factory, cutting out back stays with a die, and doing such other highly technical work as fitted him in a remarkable manner for judging of shoe-and-leather goodness.

"The history of his early struggles as a shoe merchant in the city of Scrogginsville was recounted. The growth—the unprecedented and colossal growth—of his business was stated. The good and sufficient explanation of this marvelous growth both papers agreed in locating in just those solid, honest, commendable virtues which, as they intimated, 'are all too rare in these degenerate days of competitive trickishness.'

"George Sand's social and religious status in the community came in for

their share of comment. Both papers averred that Sand was decidedly "It" in both respects, and in many other respects too numerous to recount.

"By way of reportorial comment, attention was called to the need of better police protection. It was shown by such a bold outrage that the business interests—especially the interests of leading men and banks—ought to be safeguarded in the future. 'It is a reproach to our fair name as a city,' declared one of the papers, 'in fact, it may not inaptly be described as a blot on our municipal escutcheon that such an infamous deed should occur in our midst. 'Will not such incidents, if they become the order of the day (or more correctly speaking, the night) have a tendency to drive capital elsewhere?' the paper went on to enquire. 'Obviously such will be the case,' said the writer in answer to his own sad question.

"Upon investigation it was learned that three pairs of shoes were taken, and that these shoes, although differing in style and leather, were identical in last and numbers; they were highly desirable specimens of a most alluring line of exclusive shoes. Outside of the larger cities no other merchants were in a position to handle such exquisite specimens of men's high class footwear. While the loss was not in itself so great it had the effect of showing the insecurity of commodities which appeal so strongly to the cupidity of mortals as these elegant shoes most undoubtedly do. Incidentally, to be sure, the "bold and daring rascal" was to be

Trademarks



Mean more to-day than ever before. Few purchasers, merchant or consumer, pretend to be able to tell the quality of a rubber shoe EXCEPT BY THE BRAND, and that's where the SIGNIFICANCE of the MALTESE CROSS comes in. IT HAS THE CONFIDENCE OF THE CONSUMER because of the record back of it, and that's why BEACON FALLS RUBBERS are in demand by the best merchants. Drop us a card and we'll send you samples prepaid.

The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

congratulated upon the excellent judgment which he showed in his clandestine appropriation of footwear.

Representatives of publications, having waited on Mr. Sand, learned from that esteemed gentleman that he proposed shortly to provide his generous shelving with roll steel curtains, which would be securely locked at nightfall. Mr. Sand also contemplated putting in burglar alarms, communicating by direct wires to the police headquarters. In this way he hoped in the future to protect his valuable wares.

"The thief unfortunately was never apprehended, although George Sand must have made quite a neat sum out of the increased trade which came to him through the advertising built upon the incident. People came to his store from all parts of the country to hear a more detailed account of the daring deed—many of them bought shoes. In almost no time the wonderful 'exclusive line' was exhausted, and more than one rush order was sent in for more of the same stock. Sand had evidently scored good and right. It was now Goodspeed's turn to be heard from. And presently he was.

"In the middle of a balmy November afternoon, when the streets of Scrogginsville were filled with shoppers and sight-seers from the outlying sections, an extraordinary incident happened which focused the attention of one and all upon Hezekiah Goodspeed and his shoes. As an advertising event it may be said in all truth that this one stands in a class all by itself. As the unusual, the spicy and spectacular features of the story have been so graphically set forth in Scrogginsville's newspapers—and on the front pages thereof, be it remembered—there are no originalities left to be used in the telling of this story. Unavoidably I find myself falling into the phraseology of these nimble journalists. The headlines were printed from heavy, black type fully an inch and a half tall. The text was quite in keeping with the attention-smiting character of the type, and the printed story read somewhat after this manner:

Startling Sensation.

A Wild and Untamed Eagle Suddenly, Without a Moment's Warning, and to the Consternation and Awe of Many Startled Spectators, Swoops Down Out of a Clear Sky—Seizes and Carries Off in High Feather a Pair of Shoes from the Superb and Unparalleled Stock of Hezekiah Goodspeed.

"It seems, according to the newspaper accounts, that Mr. Goodspeed was just getting an additional consignment of the newest and most fetching shoes now on the market—a line as attractive in looks as they are enduring in quality; the expressman had deposited a large and generous case of these shoes on the sidewalk in front of the store; seeing the arrival of the case one of the clerks provided himself with a hatchet, and hastily excused himself for a moment from the customer he was then waiting upon, ran out, opened up the box and removed two cartons which he there opened. Standing near the

case was an old friend of Hezekiah Goodspeed's, who was so struck by the beauty and style of the shoes that he wished to examine them. While he was looking at them the clerk went into the store with the remaining pair. He was in the store scarcely two minutes," continued the papers, "when he started out after the remaining pair—in fact his intention was to trundle in the entire case. It was just at this psychological moment, so to speak, when Hezekiah Goodspeed's friend had set the shoes up on top of the case while feeling in his pocket for a plug of tobacco—at this moment there was a dark, swift shadow, a portentous beating of sable wings, and a veritable hissing of wind, and the great brindled bird of the mountains had buried his talons in the soft mat uppers of the shoes. Before you could bat your eyes three times that bird was up and off, rising in ever-widening concentric circles, until he became, as the papers so classically put it, a 'tiny black speck in the blue-tinted dome.' Thus disappeared both bird and shoes—gone to some lonely and sequestered aerie in some far-removed mountain fastness—but why? To feed withal the mother-bird's famishing fledglings? The modest newspaper men of Scrogginsville wouldn't venture a conjecture.

"By doing a little amateur detective work," said O'Connell, "I learned that a mountain boy in an adjoining county had been training that bird for three months to bring him up to the required efficiency. The boy still has the bird, and he would like to do advertising stunts on similar lines for aggressive shoe retailers in other parts of the country. His services can be had for fifteen dollars per stunt, plus expenses. It's a paying proposition as Hezekiah Goodspeed can testify—but he won't." —Cid McKay in Boot and Shoe Recorder.

The New York Stock Exchange people are just now discussing some plan to circumvent the bunco steerers who come down upon Wall Street every now and then with their glowing prospectuses, rope in the high and low alike and skip for parts unknown. There may be some mischievous satisfaction in seeing the giants of the street get roped in now and then, as happens to most mortals in this world, however smooth they may be. But when the great number of poor people who are swindled is taken into consideration there is cause for action. It will be pretty hard to keep people who want to lose their money from doing so, but to pinch one or two of the steerers good and hard would not hurt anyone either.

331 Men After You

We had 331 calls for students from reliable firms last year. Had you taken that course in Bookkeeping or Shorthand sooner 331 men might have been after you.

Grand University
Business
75, 83 Lyon St.
Grand Rapids, Mich.

This is the Trade Mark of Rindge, Kalmbach, Logie & Co., Ltd., of Grand Rapids, Mich.



This trade mark stands for the good painstaking shoemaking that means foot comfort; leather of the most durable kind that means hard wear and lots of it.

This line has brought and held for our customers the best trade in their locality. Why not yours?

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.

Quality Counts

The big successes in selling goods have been made on the square deal, value for value basis.

Hard-Pan Shoes

honestly made and marketed at a profit, command the public's confidence, the essential of prosperous trading, and build up a trade for the dealer that sticks to his store.

Push your business ahead on the square deal proposition. Order a case of Hard-Pans today. A postal will do the business.

Our Name on the Strap of Every Pair
of the Original Hard-Pans

HEROLD-BERTSCH SHOE CO.

Makers of Shoes
GRAND RAPIDS, MICH.

Counterfeit Proprietaries.

At short intervals warnings are sent out by manufacturers of goods selling proprietaries, cautioning the trade to look out for counterfeits of their specialties.

The business of counterfeiting such articles has developed into quite an extensive occupation, through encouragement given by unprincipled jobbers, who, as a rule, will buy anything that comes along at reduced rates, and ask no questions. This bad practice encourages thieving as well as counterfeiting.

Unfortunately these warnings are of little or no value to the retailer, as it is very difficult for even experts to tell the genuine from the imitations. Advising the retailer to look out for unprincipled jobbers is another almost useless suggestion, as the average retailer is not in a position to know about such matters.

The correct way and the only one that will cure this growing evil will be for proprietors to publish and send broadcast the names of the jobbers who buy counterfeit goods. This would enable the retailer who wants to do the right thing to protect himself. As the matter now stands he is the innocent victim of conditions over which he can have no control.

Let the real friends of the retailer

come forward and give them some substantial help, so they will know how to do the right thing and protect themselves and the public.

Gave Himself Away.

"I've made a discovery about Mrs. Blockaway's husband," said Mrs. Kawper. "At some time in his life he was a professional cook."

"How do you know?" asked Mrs. Crossway.

"I happened in there yesterday and found him getting the dinner himself. The girl had left and his wife was sick. He was putting on the table a lot of thing he had got at a delicatessen store and he was doing it properly. If he had been just an ordinary husband, you know, he would have put them all on in the original packages."

Perhaps He Will Do Better Later.

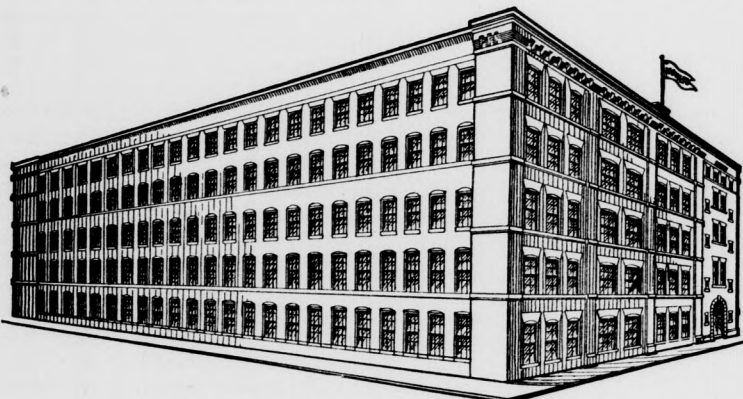
Proud father—John wrote home from the city last week that he is making good money now.

Cynical city man—Yes. It's only \$4 a week, but it's real, genuine money.

One Thing Certain.

Bacon—Noah had his troubles, I suppose?

Egbert—Oh, yes, but he didn't have to bore an artesian well to get fresh water!



F. Mayer Boot and Shoe Co.'s New Addition.

The F. Mayer Boot & Shoe Company of Milwaukee, with a total producing capacity of six thousand pairs of shoes per day, has found it necessary to increase its already enormous facilities by fully 50 per cent. To accomplish this they have already begun the erection of an addition to their mammoth factory, so that when completed the entire plant will represent one of the largest of its kind operated absolutely under one roof in the United States.

The new building will have a frontage of 64 feet, a depth of 150 feet, be six stories high, including the basement and have for its equipment the most modern devices known to builders and manufacturers, whether in the matter of heating, lighting, ventilating or machinery used in the manufacture of boots and shoes.

The remarkable increase in output and demand noted in the 1906 records of this company and amounting to fully half a million dollars, has been due, as all of its preceding increases, to a strict adherence to the absolute guarantee of quality, on the strength of which their goods have

been introduced and reputation firmly established. Mayer "quality," in fact is now a recognized standard of high grade workmanship and material, and, on the strength of this, Mayer shoes have become one of the most popular brands with both dealers and consumers.

The steadily increasing demand for Mayer shoes and popularity attained by them is evidenced in the fact that, while the plant has been run to its full capacity every working day in the year, the company is still away behind on orders.

The Mayer Company is also contemplating an immediate enlargement of its Seattle, Washington, factory, a fact also made necessary by the popularity of Mayer brands in the Great Northwest.

The accompanying illustration represents the new addition to the Milwaukee plant, which, as previously stated, will give to this establishment a producing capacity of nine thousand pairs of shoes per day, and make of it one of the largest and best equipped shoe factories operated under one roof in the United States.

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.

CARE OF TURKEYS.

Raising, Feeding and Fattening for the Large Markets.

Where turkeys are kept they should always be provided with separate living houses. In some localities they are permitted and often encouraged to live entirely out of doors, to roost either in the trees or upon roosts built for them in the open. Where houses are furnished them they should be separate, and all other kinds of fowls should be excluded therefrom. There should always be some ventilation in or near the roof, and the roosts for the turkeys should be well up from the floor and on the level—never elevated one above the other, owing to the fact that each specimen within the building would be so desirous of perching upon the top round as to cause overcrowding, disturbances and quarrelling among the flock. Where the roosts are upon the level, no one has advantage of the other. In selecting stock for breeding, turkey hens over a year old should always be used. Hens in their second, third and even fourth year, are the best producers. With these should be mated toms not under a year old nor over two years old. Toms from 14 to 16 months old or in their second year are always the best. Non-related flocks should be the rule. They should be selected for their perfect health, size and vigor. Never select the overly large ones; those of the medium size or some larger are always the best.

Many years ago the turkey that produced eighteen and twenty eggs in a season was considered of the best. Considerable attention has been given of late years to the improvement of the laying qualities of the turkey hens. It is not unusual now to have them produce as many as fifty or sixty eggs in a season. Some have done even better than this.

The feeding of the stock turkeys should have special attention; they should not be overfed on fattening grain, nor should they be underfed and permitted to grow thin in flesh. Corn, wheat and some oats should be given them. A favorite food for turkey growers for the breeding stock is boiled oats. The oats should be boiled, permitted to cool and be fed to them just warm enough not to be distasteful as cold cooked food. Luke warm or milk warm, as it is termed, is about the right condition in which to feed boiled oats. The reason for boiling them is because it softens the hull or husk, making them more palatable and easy to digest. The turkeys are fondest of corn and wheat.

The range turkeys are considered to be the more profitable, and when well prepared for market, as desirable as are those bred in more confined quarters. Throughout some portions of Texas and the Western States they are grown many thousands in one locality. In a communication received a year ago we were informed by the writer that within his acquaintanceship of many miles of territory would be found in these different flocks as many as 15,000

young turkeys. His own flock consisted of over 4,000. As near as his records could be kept, he had hatched in one season about 5,400 poults, over 4,600 of which were grown and sold to market, leaving him a sufficient number to supply himself and his neighbors and to replenish his flock for another season's work. He had fed almost entirely from start to finish on wheat, oats and corn. During the early stages the wheat and corn were broken into very small particles. As they improved in size, whole wheat, cracked corn and a little oats were fed them. As soon as they were old enough to go upon the range, they were permitted to run at large, being fed only when weather conditions were such as to prevent their seeking for their food. The climate of the Far West having so little dampness during the summer months enables the turkeys to range almost the entire time. It is always necessary to feed the flocks of young turkeys during a wet spell. Too much attention can not be given to this. Continued rains drabble the plumage and remove the possibility of securing a full food supply upon the range. It is always necessary to feed quite heavily in this period so as to prevent the turkeys from becoming weakened for lack of food.

Turkey hens make the best mothers for the young poults. They are apt to hide their nests and hatch their own eggs, if permitted so to do. This may be permitted, providing they are watched and a sufficient number of eggs removed from the nest to avoid the possibility of there being too many of them, which results in chilling a portion of the eggs during incubation and reducing the hatch. When the turkey hens hide their nests, always watch and remove the eggs and care for them, leaving one or two in the nest. When the hen becomes broody place as many under her as she can cover and permit her to hatch them.

The greatest difficulty in the cultivation of turkeys is rearing the young poults from hatching time to six weeks of age. Dampness, the direct rays of the sun, lice and every known ailment possible to young turkeys seem to visit them continually and haunt their tracks up to the sixth week of age. After they have been grown to this age, it is usually safe to permit them to wander away and seek their food supply with the mother hen upon the range. They must, however, be protected up to this time from rain, dampness and turkey lice and be properly fed many times a day. There are many systems of feeding them, all of which may be found in the United States Farmers' Bulletin No. 200, which the Department of Agriculture at Washington is always ready to send without cost to any one making application for same. This bulletin has done much to improve the turkey growing of the country. Thousands of those who have failed before are succeeding now under the instructions gained therefrom.

The feeding or finishing of turkeys for the holiday markets is of great importance to growers. All the

young stock should be plentifully fed as soon as frost begins to visit the locality in which they are kept. All of them should be fed six weeks or two months before being sent to market. This food should consist of wheat and corn. Plenty of grit should always be supplied them. Begin to feed sparingly at first. Always use old corn to begin with if possible. Gradually add to this new corn if desirable, feeding but little of the new corn at first. Increase the supply of this food from day to day until they have become thoroughly accustomed to the handling of the same, when the whole food supply, if necessary, may be made up of this. Increase the food supply from day to day. Plenty of water and grit is quite as essential as the grain supply. When plentifully fed they wander but little and gain much faster in flesh through this manner of feeding. All turkeys may be increased fully one-fourth in their weight from the first of October to the end of November if they are well fed and cared for. Thousands of turkeys are sent to market only three-fourths finished. A very small amount of corn would increase their weight to such an extent as to add more than 25 per cent. to their value. The weight and the value per pound are considerably increased through this kind of care and proper feeding.

Many people are so desirous of choice poultry as to finish them for their own table by feeding a portion of chestnuts and celery seed each day to the growing stock. The turkeys sent from Rhode Island to the President have always been finished with the addition of these very savory foods. The chestnut fed turkey is much talked of throughout the land. It is an expensive food. The feeding of chestnuts and celery adds considerably to the cost of their production. In New York City alone several thousands are sold during Thanksgiving and Christmas times. To finish them in this way the chestnuts are chopped up into small pieces and mixed with celery seed, slightly dampened and coated with ground meal and ground oats, and fed to them in troughs. Meat does not seem to be a valuable food in the fattening of turkeys, nor do they seem to grow nearly so well under artificial methods as when carefully grown in the natural way.

Canned Celery from California.

There is a new California product—canned celery—and it is expected to be the "hit" of the cannery, as it is said to be an entirely new and original idea. The company will use that part of the celery that is usually left in the field to waste, not being considered good enough for shipment. It will be taken green and fresh from the field and put through a process by the cannery, making it a valuable and palatable product. Some prefer the canned article to the fresh celery, as the stringy exterior is entirely overcome in the preparation. A "celery wine" or compound is also to be made at the cannery. It is pronounced a wholesome drink, non-alcoholic, and said to be excellent for nerves and used as a tonic.

Claim to Have Two More Factories in Sight.

Marshall, Jan. 22—The annual meeting of the Marshall Business Men's Association was held last week and the following officers were elected: President, Marvin Ferguson; Vice-President, G. M. Lamb; Secretary, C. W. Graves; Treasurer, F. S. Deuel. The report of the directors showed that two new factories have been brought here during the past year and that the prospects are good for two more during the coming year. There is a balance of over \$600 in the treasury and none of the 1907 dues have been collected. An effort will be made to increase the number of members.

During the past week the New Process Steel Co. has received an order from the Buick Auto. Co. for twenty tons of steel castings, this being the first order from this company. Orders are coming in in such quantities that the erection of four more furnaces and a new foundry will begin within thirty days. This company, which began with seven men less than six months ago, is now employing forty-five and will employ double that number as soon as the new foundry is completed.

The reorganized Dobbins Furnace Co. completed its first year last Tuesday and the secretary's report shows an increase of \$11,000 in the company's business. A year from now, if the increase continues, all of the castings used on this furnace will be made here, which will mean the erection of a new foundry.

At its annual meeting the Marshall Gas Light Co. decided to spend about \$5,000 in improvements on its plant during the year.

At a recent meeting of the Lambert Machinery Co. the report of the Secretary showed that the company has greatly increased its business during the last year and large shipments are being made.

The Marshall Furnace Co., during the year 1906, sold 1,100 furnaces, breaking all previous records for this company. The erection of a large office building will be commenced in the near future and the present office will be utilized for factory purposes.

Contrary to all previous years the C. F. Hardy Co.'s food factory is running full force. The company this winter has a large force of traveling salesmen in the south and the experiment is working to perfection.

The Marshall School Seat Co. has received an order for 10,000 school seats from a Philadelphia firm and, in spite of the fact that this company is already behind in its orders, the big order will be accepted. A Chicago company recently gave an order for 8,000 school seats.

Queer Memories of Drunkards.

Dr. Isador H. Coriat has been seeking to arrive at the truth about the queer detached memories of excessive drinkers. The lost memories are merely subconscious, and during a distraction of the upper consciousness may come to the surface and occupy a place in the conscious mental life. This finding of lost memo-

ries occurs in dreams or in delirious or hallucinatory states. But Dr. Coriat sought to make such memories come back by means of hypnosis, or experimental distraction. A case was admitted to hospital suffering from delirium tremens. On recovery it was found that the patient had lost the memory of all events from noon of one day to the morning of the next. The experiment was made in a quiet and darkened room. No leading questions were asked, and the only suggestion made to the patient was that he must try and fill up the blank period. The patient was asked to close his eyes and to listen intently, while a magazine clipping was read to him, the reading occupying about three minutes. He was then told to open his eyes and say what events had come into his mind. He immediately replied, "I have it all now," and then proceeded to recall the events he had forgotten. Other similar experiments were more or less successful.

Germany Preserves Its Forests.

The Kaiser is preparing forests for the future. Systematic cutting of timber and reforesting are practiced in Germany. The province of Lorraine alone will furnish 8,986,226 cubic feet of timber; 3,410,254 cubic feet is building timber and 5,504,340 cubic feet is fuel wood. Lorraine also furnishes over a million cubic feet of brushwood for kindling and small willow for basketry; and 8,970 cubic feet of stumps and roots, which are carefully gathered together and used for fuel. The mountains never are entirely denuded of timber over any large territory or area, and small strips are indicated for cutting by the authorities, and thick forests are frequently thinned out. All the underbrush and small branches are sold in bundles for fuel. Aside from the large amount of timber furnished by the forests of Baden and Alsace-Lorraine, new timber is constantly being planted to supply the wants of coming generations. The forests are provided with splendid drives and walks, making them at all times accessible to tourists. On Sundays the trains in Alsace-Lorraine and Baden are crowded with people from the cities and towns, who spend the day in the forests.

Knew He'd Land Him.

There is a Philadelphia lad, a pupil in a public school, who is not very proficient in arithmetic, and whose apparent stupidity in this respect is a source of much disgust to his father, himself a mathematician of some note.

On one occasion when the father and son were visiting some relatives in a town of Pennsylvania, they attended a country fair where "an educated horse" was on exhibition. The father took the boy in to see the prodigies the animal could perform.

"Look at that horse adding, multiplying and subtracting numbers!" exclaimed the parent. "Don't you wish you were that clever?"

"Umph!" muttered the boy. "Just let me ask him a few questions in geography!"

Hardware Price Current

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
Drs. of	oz. of	Size	Per
No. Powder	Shot	Shot	Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
238	3 1/4	1 1/2	8
265	3 1/2	1 1/2	6
264	3 1/2	1 1/2	5
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	5 50		
First Quality, D. E. Bronze	6 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	15 00		
Garden	33 00		
BOLTS			
Stove	70		
Carriage, new list	70		
Plow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	70		
Wrought, narrow	60		
CHAIN			
Common	1/4 in. 5-16 in. 3/8 in. 1/2 in.		
BB.	3/4 in. 7/8 in. 1 in. 1 1/8 in.		
BBB.	1 1/4 in. 1 1/2 in. 1 3/4 in. 2 in.		
CROWBARS			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
ELBOWS			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable	40 & 10		
EXPANSIVE BITS			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
FILES—NEW LIST			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
GALVANIZED			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List 12 13 14 15 16 17			
Discount, 70.			
GAUGES			
Stanley Rule and Level Co.'s.	60 & 10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
HINGES			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
HOLLOW WARE			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
HORSE NAILS			
Au Sable	dis. 40 & 10		
HOUSE FURNISHING GOODS			
Stamped Tinware, new list	70		
Japanese Tinware	50 & 10		

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
2 advance	50
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade.	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade.	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	55
12 gal. each	58
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55
Churns	
2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	55
3/4 gal. per doz.	42
1 to 5 gal., per gal.	7
SEALING WAX	
5 lbs. in package, per lb.	1
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	59
Nutmeg	59
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross
50	5 25
70	5 50
Quarts	5 25
1/2 gallon	8 25
Caps.	2 35
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	4 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. 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 90
No. 0 Tub., Bull's eye, cases 1 dz. e. 1	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll.	28
No. 1, 1 1/4 in. wide, per gross or roll.	38
No. 2, 1 1/2 in. wide, per gross or roll.	60
No. 3, 1 3/4 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 coupon 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 5



Observations of a Gotham Egg Man.

The decrease in receipts at markets as compared with last year is doubtless due entirely to the smaller quantity of storage eggs carried over the turn of the year, and to the fact that there has been a much smaller movement from interior storage houses to the seaboard markets. It is altogether probable that all the seaboard markets have had more fresh gathered eggs so far in January than they had last year. Yet the receipts of fresh gathered eggs at all the principal distributing points have been smaller than might have been expected in view of the generally mild and springlike weather prevailing most of the season in the South and Southwest. It is generally believed that production has made an increase normal to the weather conditions, but that collections have been interfered and floods recently prevailing in many sections and that the early clearance of storage eggs at interior points has resulted in a larger country absorption of new eggs.

Owing to the mild weather generally prevailing in producing sections, and the belief that a considerable bank of fresh eggs was accumulating in the hands of farmers and country storekeepers there has lately been considerable uncertainty as to whether the remaining storage eggs could be cleared before arrivals of fresh would increase enough to alone supply all demands on the present basis of consumption. A considerable part of the consumptive demand in this section has been continuously supplied with storage stock, and there has been every indication that our supply of these would be practically exhausted by the first week in February. It will be evident that this situation of affairs has made possible a shortage of stock in case of any interference with a fairly rapid increase in fresh supplies; but on the other hand it has been considered quite possible that the accumulation of fresh eggs at country points would result in very free receipts as soon as stock could be collected and forwarded, so that the market has had a feverish and unsettled tone from day to day with prices fluttering according to momentary conditions of supply.

The output of refrigerator eggs from local storage houses was more rapid last week than the week before and at this writing we think there are hardly more than 40,000 to 45,000 cases remaining to be moved; of these quite a few thousand cases perhaps 12,000 to 15,000—are owned by parties who have special outlets for them and who will not throw their goods upon the general consumptive outlets.

At this writing colder weather is reported in the Ohio Valley and throughout the Central West. It is considered probable that this if not accompanied by much snow, may

tend to increase receipts of eggs by making the roads more readily passable, permitting country holders to market their accumulations; and so there seems to be a fair chance that we shall have enough fresh eggs to supply all demands by the time our moderate remaining stock of held eggs is exhausted. But there are still several weeks before we can be assured of permanently liberal supplies on the basis of spring consumption and prices, and if the belated winter should show up during this time there might yet be a season of shortage.

The fresh gathered stock generally shows a lack of grading and many lots contain a considerable proportion of small or dirty eggs or both; for this reason it is very rare to find any stock that will pass inspection higher than a "first" and the quotation previously made for "extra firsts" has been eliminated. There are, however, a few marks of selected Western eggs, showing good size and running clean for which the prevailing quotation for firsts can be exceeded $\frac{1}{2}$ @1c per dozen. The best marks of Kentucky and Tennessee eggs are selling about even with Western, but there are a good many lots of both Western and Southern eggs which have to be shaded about 1c and a few for the prompt sale of which a greater concession is necessary.

Fresh dirties and checks are in light supply and meet a fair demand; they have not declined in proportion to the reduction in higher qualities.

When fresh firsts were pushed up to 9c last week holders of really fine storage eggs advanced their asking prices to 25c in some instances and a few sales were made at that figure during two or three days; but quality to command that price was exceptional, general sales ranging 22@24c. The stock of storage goods here is gradually wearing away—in fact, the reduction last week was greater than the week before—and holders are still in hopes of being practically out before the receipts of fresh become sufficient to force prices much lower. At the close there is a fair call for the cheaper grades—such as can be bought at about 20@21c—but the stock held higher, say at 22@23c, is moving rather slowly owing to the more liberal supplies of fresh.—N. Y. Produce Review.

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

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 Candling Dept. **We Want Your Business**

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

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

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.

Raising Stuffed Geese a Growing Industry.

Watertown, Wis. Jan. 28—The stuffed geese industry in this vicinity is growing yearly, until now it has reached a total of more than 5,000 geese per season, with an income to the farmers raising them of more than \$25,000, or an average of over \$5 for each goose. One farmer alone received the sum of \$900 for 154 fowls, or nearly \$6 apiece. This enormous product is marketed all over the United States and is purchased chiefly by the Jews, who use the fat in place of butter and make pate de foie gras of the liver, which grows to an enormous size during the stuffing period, some of them weighing 3 1/4 pounds. These large livers are taken from geese which weigh 30 pounds and more one marketed this season weighing 34 pounds. The heaviest ever marketed here so far as known weighed 36 pounds. The price paid for these geese is the average weight of the lot. If they average 24 pounds the farmer receives 24 cents a pound for them:

In the preparation of the geese for market great care must be taken, as the slightest injury before killing will destroy the goose for marketing purposes. After killing, great care must also be taken in dressing the fowl as the skin is very tender and liable to split open if not handled carefully. The stuffing season usually is three weeks, although some make the period shorter and some a trifle longer. The geese are not nailed down by the feet as some people imagine, but are kept in pens toward the close of the season with plenty of water within easy reach. The noodles with which they are stuffed are generally prepared from a mixture of rye and wheat flour which is baked in the oven and afterward can be softened before giving to the fowl. During the first and second weeks the stuffing is done at certain regular intervals, but during the last week they must be attended to almost hourly, day and night. This is generally attended to by the women of the household, although sometimes the men look after the work.

When marketed the poultry have a very inviting appearance, being plump and snowy white with not an abrasion or bruise, and so tied as to resemble a huge roll of white butter. They are stuffed by the farmers upon orders from the local dealers who in turn have orders for the fowl away in advance of the season.

Feeding for Eggs.

Feeding for eggs can be largely governed through a proper knowledge of the food supply. Where fattening foods are given foods that are full of starch and of heat, they do not contain a sufficient supply of

protein. Where all corn is fed, there is plenty of food for the yolk, but scarcely anything for the albumen or white of the egg. When fed freely all foods rich in protein, there is assurance of a full supply of protein for the albumen or white of the egg. We do not think that there is any kind of grain which does not furnish a sufficient amount of the fatty supply. Remember when selecting the winter food supply for the laying hens to furnish them plenty of protein, and plenty of the product which creates the albumen or the white of the egg for in all these there will be plenty of the fat and the water. The one great necessity of the food supply for winter is to have the greatest amount of protein combined with what is called a roughness or coarseness in the food, so as not to have the ration so constructed as to be unbalanced.

A writer from Tennessee gives his experience in feeding cotton seed meal to chickens. Twenty-four Barred Plymouth Rocks that were laying but three or four eggs per day to the lot while feeding on corn gave much better results when the feed was changed to corn chops, bran and cotton seed meal. He is now getting daily eighteen to twenty eggs per day from the flock of birds. The feed consists of one quart each of the chops, bran and a gill of cotton seed meal twice daily, with poultry on an open range. The writer remarks a change is noticed within twenty-four hours when changing from the corn diet to the ration above described. There seems to be considerable experimenting with cotton seed meal with poultry in the South. Many have wondered whether it would make as good food ration as linseed meal. The difference in the ration is as follows: Cotton seed meal shows 37 per cent. protein, wheat bran 12, while corn but 7. The difference in food value between these is very apparent, yet some contend that cotton seed meal is a dangerous food for poultry.

Live Poultry in Cleveland.

Without a permit from the Board of Health poultry dealers will not be permitted to kill fowl in Cleveland, Ohio, hereafter. Members of the sanitary force are investigating all places where fowl are killed and dressed for the market, and unless the same are in a sanitary condition, the slaughtering and dressing of chickens, turkeys ducks and geese will be stopped.

After the place has been made sanitary the dealers ask for an inspection, and then if the place is found up to the requirements of the law, a permit is issued. Many dealers have applied for licenses within the

past few days, and licenses are issued if a permit from the Board of Health is shown.

Some folks always pray, "Forgive us our debts" just before the offering is taken.

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

Three Carloads of Saginaw Noiseless Tip Matches

Sold and delivered in Grand Rapids and vicinity in the last thirty days. Blue tips are the only kind to buy and sell. Write or phone.

C. D. Crittenden Co., Distributors for Western Michigan.
Both Phones 1300 3 N. Ionia St., Grand Rapids, Mich.

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.

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**BUTTER**

For this week's shipment we are paying 22 1/2c delivered here for roll butter well wrapped and good enough for table use.

EGGS

Market subject to change. Better ship by express till weather moderates. We are paying 23c delivered here today (Monday.)

STROUP & CARMER, 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.
President, H. C. Klockslem, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No 131, U. C. T.
Senior Counselor, W. D. Simmons;
Secretary and Treasurer, O. F. Jackson.

Credit for All Sales Made in Territory.

Whether or not it is wise to give a salesman credit for all the orders received from his territory, including those which are sent voluntarily by customers and those secured by "follow-up" systems, is a question that has perplexed many sales managers. It is assumed by many business houses that such credit should not be given to the salesman. They argue that unless a sale is a direct result of effort or influence on his part he can not be justly entitled to credit for it, and that to concede him this advantage would be equivalent to removing his incentive for hard work.

This contention is made especially in cases where a business is so well advertised and established that a great many orders might be expected to come to it without personal solicitation. The manager considers, in such instances, that many of his salesmen would be tempted to "soldier" if they knew that all business received from their territory would be credited to them regardless of whether or not they were instrumental in securing it.

Experiment has proved, however, that exceptions may be taken to this reasoning.

Although we could depend upon a certain amount of trade to come to us without our having to send after it—although, as a result of a sound advertising policy, orders come from customers whom our salesmen have never called upon—results have justified us in crediting each salesman with all the business received from the territory allotted to him.

Under this arrangement the salesman learns to adjust his work in a manner that gets the best net results. He is not jealous of the impression made on prospective customers in his territory by the catalogues and advertising matter which the house sends out—as he might be perhaps if he feared the interest they excited would lead customers to send in orders voluntarily for which he would receive no credit.

Salesmen who know that their territory would yield an abundant harvest of orders in any event, and who know also that they will be credited by their house only with such orders as they have been instrumental in getting, are sometimes confronted with a peculiar temptation. They feel inclined to deprecate the specialties which their house features in its advertising—and which the house therefore has a keener interest in

marketing—since it appears that in pushing these specialties they are aiding a competitor.

To their perverted view of the case the advertising department of their firm seems to be working in competition with them. They are disposed to make a customer suspicious of the advertised proposition, and to create in him a preference for other styles and combinations than those which have been featured in the advertising. The effect of this is to make the customer feel that he can not safely order by mail and that he can safely rely upon the salesman to guide him in placing his order and give him disinterested service. Such an order is filled by the house, and the salesman is given the same credit that he would receive if he had secured the customer's order for the special proposition. The profit and convenience of the house may not be so well served, but the house has little opportunity to object since the salesman can represent that his customer was obdurate; and can argue that, since the customer turned down this special proposition with its obvious advantages, a greater degree of salesmanship was manifested in securing his order for an alternative proposition. It doesn't appear, of course, that the customer supposes the obvious advantages to be all in the latter.

Such restrictions placed upon the salesman's credit may lead to other unpleasant results. The salesman may dissuade the customer from sending in orders by mail, urging that the practice deprives salesmen of their livelihood and assists the supplier in building up a mail order business which may eventually compete with the customer in supplying the public direct.

It also follows that the salesman will be less enthusiastic in distributing his firm's literature among customers. He feels that if he leaves a pamphlet or circular behind him he is leaving a rival salesman on the premises—one that will get business away from him.

A salesman who knows that all the business from his territory will be placed to his credit works in harmony with all the departments of his firm. He distributes its literature liberally; he never forfeits a customer by overstocking him, but prefers to sell him just enough goods to meet his demand so that he will be ready to place future orders so soon as the styles change or a new product is to be exploited. In short, he keeps pace with his customer.

But best of all the salesman, under this arrangement, will "pull" for his customer's mail order business.

He will get many dealers into the habit of ordering by mail—so that his firm secures their business at a saving of the expense of sending a salesman after it.

To state the situation simply, under one arrangement the salesman feels that he is thrown out into a territory to compete not only with other firms in the same line of business but in a sense with the very house for which he travels. With him it is not a question of develop-

ing the territory and getting the best net results in the long run—it is a question of making a big showing at once, regardless of ultimate results. Often he will overstock a customer, knowing that in doing so he will lose that customer's future trade, but so-laced by the thought that if he accepted a smaller order at present he would get less credit and would pave the way for the customer's reordering by mail.

He would rather that the future business of the customer be lost altogether than turned over to the advantage of a rival department in his house.

In a business like ours a great deal must be left to the discretion of the salesman.

There are over 100 items in the line he carries—which is that of photographic supplies—and there is a wide diversity in the class of trade to which he caters.

He may have a customer on the outskirts of some small town who does a thriving business with a very cheap class of patrons. The shop may be small and uninviting. The small photographs exhibited in the place may indicate that the customer adheres to old fashioned methods, employs cheap and antiquated materials and has no conception of modern styles. If the salesman is indiscreet he will assume the role of missionary and try to interest the customer in "new fangled" styles and processes. He would have the photographer revolutionize his business—and the result would be that the latter's clientele, untrained in these new ideas, would quit dealing with him. A discreet salesman will bear in mind the axiom of William D. Howells, which is something to this effect: "One of the first principles in business is to supply an existing demand satisfactorily until another can be created."

A customer who sells tin types and cheap hand-colored photographs may be doing a thriving business and his orders are more desirable than those of a fashionable photographer who buys expensive materials on a very small scale. In selling to a customer of the first type the salesman should enter heartily into the spirit of the class of people with whom he is dealing, selling them what they will like—not what he thinks they ought to like—and taking care not to make them suspect their own ignorance.

People of this class are not capable of accepting new criterions; to make them dissatisfied with the ones they already possess is not so likely to stimulate them to buying better goods than they have been used to as to discourage them from buying at all.

On the other hand, salesmen who approach fashionable dealers must be always ready to advance some new idea and make such dealers see its value both from a practical and aesthetic standpoint. So long as the aesthetic can be proved to be practical one can not be too precipitate in adopting the attitude of missionary and getting the customer to revolutionize his business accordingly.

It will be seen that adaptability is a most essential factor in selling such a line as ours. Salesmanship.

From Frat To Factory.

The College Graduate, just out, entered upon his first employment.

"Do you know Greek?" his employer enquired.

"I took a prize in it."

"Latin?"

"Yes, sir."

"Trigonometry?"

"Yes, sir; every word of it."

"Are you up in history?"

"Yes, all kinds."

"Archaeology?"

"Yes."

"Civics?"

"Yes, sir."

"Economics!"

"Yes, sir."

"Well, clean out that scrap basket and take these letters to the post-office."

Salesmanship: Go in and take an order. Don't expect the customer to suggest that he would be pleased to give you one. Don't wait for him to make a formal speech, bestowing it upon you, like a college professor handing out a diploma to a bashful graduate. No one finds it easy to make up his mind while somebody is waiting for him to do so. Never put your customer to the trouble of making up his mind when you can do it for him. Talk from the start as if you took his consent for granted. Keep the whip hand in the conversation, and don't give him a chance to block you with a definite "No!" As soon as you have won his confidence and made clear to him just as many facts about your proposition as it is necessary for him to know—wasting no time on superfluous information—close the interview by presenting the order blank for him to sign. Do this in a confident, decisive way, as if there could be no question of his complying—as if it were as much a matter of course for him to sign as to answer the "Hello!" of a friend on the street.

When you speak or write keep in mind five cardinal principles of good expression. They are: Correctness in the matter of grammar; clearness in the matter of the arrangement of ideas; force, ease and unity. A salesman, as well as a writer, needs "style."

A close study of business principles is what makes the principals in a business.

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

MULTIPLIES EARTH'S FOOD.

It is reported by cable that Sir William Crookes, one of England's eminent scientists, has discovered a commercially profitable method for extracting nitric acid from the air. If the report is correct, it means the earth's production of food can be greatly increased, perhaps many times multiplied, and the fear of scarcity of sustenance because of over-population may be dismissed. The discovery, if it shall be confirmed, is one of incalculable value to the world. Its importance can be easily realized from the fact that the only known source of supply of nitrates for fertilizing purposes is in Chile, and those beds must sooner or later be exhausted. But even the price of this product makes its use impossible for common fertilizing purposes. Sir William Crookes' researches and experiments have for several years been along the lines of perfecting a method for extracting nitric acid from the air in such quantities and so cheaply as to make the product available for agriculture. Several years ago he published a volume dealing with the wheat problem. He contended therein that practically all arable land in the world adapted to the production of wheat was then under cultivation; that any increase in that acreage could be made only at the expense of some other crop, and that without an increase in acreage or the discovery of some fertilizer rich in nitrates, the soil would become impoverished and production of wheat per acre steadily decrease.

Sir William in his book regarded wheat as the most essential food of man's diet. He asserted the wheat-eating nations were the progressive nations of the world, and, by implication at least, declared there would be a retrograde movement in any people which by reason of scarcity should be forced to abandon white bread as a food. He dwelt upon England's dependence upon America for its wheat supply and pointed out that with the rapid increase of population in the Western Continent the exports to the British Isles would steadily diminish, unless the production of wheat could be vastly increased. Sir William's whole argument was designed to point how urgent was the necessity of finding a new source for supplying to the soil the nitrates of which successive crops were robbing it. His belief then expressed was that this supply was to be found only in the nitrogen in the atmosphere, but the great problem was to make its conversion into nitric acid commercially practicable. While some of the fears Sir William expressed in his book as to a possible shortage in the world's food supply appear to have been much further removed than they were, by the great advances in scientific agriculture in the past few years, the fact remains that students of that branch of science have regarded his arguments as very forcible and the problem of providing nitrates for fertilizing purposes a serious and urgent one. If Sir William and his fellow-scientists have succeeded in perfecting a practical method for the production

of an atmospheric fertilizer, they have rendered mankind an invaluable service.

Movements of Michigan Gideons.

Detroit, Jan. 29.—John H. Nicholson laid his mother to rest last Thursday. He was with her the last few days of her stay here.

Grand Rapids Camp will please report at once the name and address of their new Camp Secretary to the National and State Secretaries.

Louis W. Cheney was in Owosso last week in the interests of the New-aygo Portland Cement Co.

The Michigan State Gideon convention will be held in Lansing Saturday and Sunday, April 27 and 28, and President Huntley is now corresponding with his committees and the Camp at the Capital City. The State Secretary desires a postal card from every brother who can and will attend. Jackson Camp has reported and we desire to hear from every camp and member.

S. M. Wright, E. K. Mohr, B. A. Beneker, Grand Rapids; E. D. Meder, West Bay City; Dear S. Flemming and Kirk S. Dean, of Jackson, are all 1907 Gideons. Fred Albert Osgood is a 1908.

Alfred R. Hardy, of this city, seems to be lost, as all love letters sent to him at his former address are returned. If you find him notify State Secretary, 387 Harrison avenue, Detroit, and National Secretary, 17 Quincy street, Chicago.

George M. Jaynes, Frank A. Vernon, C. H. Joslin, Alonzo C. Holmes, Jacob J. Kinsey, W. D. Van Schaack, Edwin A. Field and Aaron B. Gates were in attendance at the Gideon day service at the Y. M. C. A. last Sunday afternoon. C. M. Smith read the Scripture and Frank A. Garlick gave a very forceful address and talked again in the evening at the McGregor mission.

President Smith and Secretary Garlick were in Toledo last Monday arranging a programme for the eighth National convention, which is to be held in that city July 26, 27 and 28.

Keep A-go'in'.

If you strike a thorn or rose

Keep A-go'in'!

If it hails or if it snows

Keep A-go'in'!

'Taint no use to sit and whine

When the fish ain't on the line,

Bait your hook and keep a-tryin';

Keep A-go'in'!

When the weather kills your crop

Keep A-go'in'!

When you tumble from the top

Keep A-go'in'!

S'pose you're out o' every dime,

Gettin' broke ain't any crime.

Tell the world you're feelin' prime!

Keep A-go'in'!

When it looks like all is up

Keep A-go'in'!

Drain the sweetness from the cup;

Keep A-go'in'!

See the wild birds on the wing,

Hear the bells that sweetly ring,

When you feel like singin', sing—

Keep A-go'in'!

Aaron B. Gates.

One of the Rarest Qualities To Be Found.

Salesmanship of the highest type is one of the rarest qualities to be found. A successful salesman must be charged with energy, enthusiasm, knowledge of his line, and be able to make the customer take the same view of things that he does.

To a great extent selling goods is a battle of minds, and the more forceful personality generally wins. Salesmen range from sellers of small patent articles on the street to the big promoters and floaters of companies who hobnob with European royalty.

It is not often remembered that John D. Rockefeller was once a salesman. He was in the shipping business in New York City and used to go around and get orders by impressing upon firms the care shipments would receive if sent through the commission house of which he was a member. This was Rockefeller's first start in business, and he was successful at it.

Carnegie made his first big success selling bonds for the Pennsylvania Railroad. He went to England and sold many million dollars' worth of securities, which netted him the sum of \$150,000. Andrew Carnegie always has been the embodiment of enthusiasm and earnestness, and it can be imagined he would make an ideal salesman.

It is curious to note also that J. Pierpont Morgan made his first big hit by selling securities in England. He went there as selling agent of New York Central bonds, and such were his energy and ability to make his hearers take his view of the value of the yares that he sold every penny's worth of securities he held.

Perhaps the greatest Englishman in practical business affairs for the last 100 years was the late Cecil Rhodes. There is no doubt that he was a salesman of the highest type. Through his matchless energy and enthusiasm, single handed, on one occasion he convinced the members of the company he had formed that better things were in prospect. When he went into the directors' room in London, England, after a voyage from South Africa, things could not have looked more gloomy. The deepest depression prevailed as to the prospects of the mines in which Rhodes was interested—that was until Rhodes began to speak. When he was through he had convinced his hearers that they were mistaken, and the meeting closed with unbounded enthusiasm. A vote of confidence was passed in Rhodes' management and he also was able to secure a large sum of money in addition.

Any one who would understand to what a degree the art of convincing and persuading others can be carried should read Rhodes' life. One time a deal involving several million dollars was at stake. Rhodes met his man by appointment and they sat down at about 4 o'clock in the afternoon. It was 8 o'clock the next morning before Rhodes carried his point; but he won his case. It is said that many times during the negotiations things appeared to have

reached a hopeless deadlock. But the skill of Rhodes as a debater, his stock of knowledge about mines and mining and above all the strength of his personality were not to be overcome.

Much nonsense is written about the art of selling goods, trying to hypnotize people. Robust health generally is another term for personal magnetism. The most successful salesmen generally live the healthiest lives.

Those who aim to be successful in selling goods above all should know what they are talking about. It is impossible to be convincing as to the advantages of buying certain wares if the seller is not well posted himself. The big financiers have been a lifetime at their profession. Most failures in selling goods resolve themselves into a lack of knowledge of the goods and want of grasp on the existing conditions in a certain trade.

Even when a salesman understands his line thoroughly and knows how trade conditions stand, much depends on the personal qualities he brings into play when interviewing people. Selling goods of even the highest class is a heavy burden. The salesman must see that he brings to his task the necessary strength. In no other line of business is a man so quickly reduced to his right level as in salesmanship. He can not for long live on a false plane.

In brief, salesmanship is a vocation which finds room for all kinds of minds. But a man does not want to rate himself too highly at first. When he succeeds in a small way he assuredly will be asked to fill a more important position. W. Brighton.

Army To Use Tea Instead of Coffee.

Tea will replace coffee in the army subsistence if the recommendation of Colonel Valery Havard, assistant surgeon-general in the United States Army, be adopted. This is the result of his observations while with the Russian army in Manchuria, and if carried out would only be an adoption of the practice of the English, Russian and Japanese armies. Tea is regarded by Colonel Havard as the ideal drink for soldiers in the field, and he found it superior to coffee because it is easier to transport, preserve and prepare, and can be drunk without any disagreeable after-effects.

Bay City—Dealers in white pine will mark up prices shortly to meet the increased cost which the manufacturers have added to the selling price. As pine lumber is going to cost the dealers and factory men more money than it did last year they must make good by advancing prices to the retailer. The trade is in good form here. Stocks are somewhat broken, but as a rule the lumber in the hands of dealers and factory men will take care of the trade until spring. Some dealers buy heavily at interior railroad points and bring the stocks here by rail during the winter, which helps out the local situation.

It is a great thing to move men, but it may be a greater thing to be moved.



Effect of the New Law on Retail Druggists.

In preparing the following brief review of those features of the "Food and Drugs Act" which are of special interest to the retail drug trade of Michigan, no attempt has been made to state new facts or to formulate new theories regarding the operation of the law. We have aimed to give simply a summary of information gleaned from the pharmaceutical press, trade journals, Government bulletins and other sources. In going over the numerous clippings which have accumulated on this subject, it has been practically impossible to trace every statement to its source, so that we can not, in every case, give credit to whom credit is due.

During the past fifteen or twenty years numerous efforts have been made to place legal restrictions upon the manufacture and sale of foods and drugs, and many bills with this object in view have been presented in Congress. These bills were usually aimed at the foods and medicines known as "Proprietaries" and the interests menaced made every effort to obstruct legislation of this kind.

That such a measure should finally be passed is greatly to the credit of our national law-making body, although its enactment by the 59th Congress was a surprise to many who had watched its course. The bill was thought to be hopelessly lost in the Senate, but was passed at the eleventh hour.

The reason for its existence may be traced to the sentiment against patent medicines created by the campaign conducted against these preparations by certain publications of national reputation. Among these, the Ladies' Home Journal and Colliers' Weekly were the most vigorous in their crusade, publishing article after article purporting to lift the veil from the patent medicine mystery.

These magazine muck rakers exercised no discrimination in their attacks, but wielded their pens with the utmost vigor against anything and everything which appeared to them in the guise of a "secret" or "patent." The tendency to overshoot the mark is reflected in some of the provisions of the new law. The target aimed at was the fake patent medicines, meaning the disguised cocktail, the "harmless" soothing syrups, the cocaine-laden catarrh snuffs and similar frauds perpetrated upon the health and purse of the people. Class legislation, however, is unconstitutional, and a benevolent Congress insisted upon placing as many safeguards around the sale of legitimate official and proprietary remedies as were required of the guilty "fake" patents.

Notwithstanding these seemingly needless provisions the law has been accepted by all branches of the drug trade as a step in the right direction. This appears from a statement made by the Secretary of Agriculture, in which he says: "From the tenor of the correspondence received at this Department and from the oral hearings which have been held, it is evident that an overwhelming majority of the manufacturers, jobbers and dealers of this country are determined to do their utmost to conform to the provisions of the Act and to support it in every particular."

The passage of the law was followed by a flood of criticism and discussion, ranging from vituperation to unqualified approval. The adverse criticism was in many cases called forth by a misinterpretation of the spirit of the law, and has been greatly modified since the appearance of the Rules and Regulations for the enforcement of the measure. Its discussion, however, continues to be the all-absorbing topic, occupying page after page of the pharmaceutical press.

This very active discussion shows that this law is one of more than ordinary importance. An Associated Press dispatch of recent date bespeaks the general recognition of this fact, referring to the measure as "One of the most valuable laws ever placed upon the statute books." Prominent pharmacists echo the same thought. An ex-president of the American Pharmaceutical Association declares that the law is "Probably the most important and far-reaching example of Federal legislation placed upon the statute books since the period immediately following the Civil War. Its ultimate effects," he says, "are certain to be immense. The provisions of this law enter into the detailed life of every citizen of the United States; everything we eat or drink, all the medicines we take, will be more or less affected by this legislation." Another critic says: "It must be regarded as one of the most important movements ever consummated for the improvement of chemical and pharmaceutical preparations."

Language such as we have just quoted proves conclusively that in the eyes of those who have given it careful study the law is possessed of unusual significance; that its enactment marks the advent of an era of food and drug inspection and standardization.

There can be no doubt that it was enacted in response to a popular demand; that it meets with the approval of a vast

majority of the people, and that the public will be certain to assign discredit to motives to any one who assumes an attitude which can be construed as hostile to the law or to the movement for pure foods and drugs.

The enactment of the law has had the effect of dividing the druggists of the country into two classes—those engaged in business in the District of Columbia and the territories and those in that part of the United States not comprised in the District of Columbia and the territories.

In the States, the jurisdiction of the act is limited to the regulation of commerce between the states, so that commercial transactions which are carried on wholly within the limits of any one state are not directly affected by the federal law. The title of the act reads as follows: "An act for preventing the manufacture, sale and transportation of adulterated or misbranded medicines and liquors and for regulating the traffic therein and for other purposes." The first two clauses of the body of the act declare the offenses it is designed to prohibit, and the penalties for such offense.

In the District of Columbia and the territories, the law forbids the manufacture, sale or disposal of any foods or drugs adulterated or misbranded within the meaning of the act.

In interstate commerce, the act prohibits:

1. The introduction, shipment or delivery for shipment of such goods from any state to any other state or territory; and

2. The receipt of such goods, shipped into the state in violation of the law, provided they are disposed of to any other person, for pay or otherwise, in the original unbroken package.

Under the limitations of the law as applied to interstate commerce, it is evident that druggists doing business in the states will be interested in the definition of the word "drug" as used in the act and in the definition of the phrase "Adulterated or misbranded." 3. In the definition of an "Original, unbroken package" and, finally, in the "Guaranty" clause, which is a feature of very real interest to the retail druggist.

The word drug is declared to include "All medicines and preparations recognized in the United States Pharmacopoeia or National Formulary for the internal or external use, and any substance or mixture of substances intended to be used for the cure, mitigation or prevention of disease of either man or other animals." This is a very comprehensive definition and will include many things not ordinarily regarded as drugs. Toilet creams, medicated soaps, tooth powders, talcum powders, etc., if intended for the mitigation or prevention of disease or if curative powers are claimed for them, come within the scope of the law. One commentator gravely asserts that trusses, magnetic belts, various surgical appliances, foot drafts, etc., become drugs under this definition.

Drugs which are used for technical purposes are not included in this definition. Thus such articles as sal soda and borax when used for household purposes, sulphuric acid when used in the arts, official oils and gums when used in making varnishes, etc., will not be required to conform to the U. S. P. standard. The authorities have advised that when such articles are sold for technical purposes the words "Not for medicinal use" be placed on the label, so as to show clearly that they are not to be used as drugs.

A drug is adulterated, under the act, if, when sold under the name recognized in the U. S. P. or National Formulary, it does not conform to the standards of strength and purity prescribed by these authorities. It is provided, however, that a drug may be sold under a U. S. P. or N. F. name, although differing from these standards, provided the standard of strength, quality or purity be plainly stated on the container.

A drug not recognized by the U. S. P. or N. F. shall be deemed adulterated if its strength or purity falls below the professed standard or degree of purity under which it is sold.

A drug is misbranded if the "package or label bears any statement, design or device" which is "false or misleading in any particular" or if it be falsely branded as to the state, territory or country in which it is manufactured or produced. A drug is also misbranded "if it be an imitation of or offered for sale under the name of another article or if the contents of the package as originally put up shall have been removed, in whole or in part, and other contents shall have been placed in such package."

Lastly, a drug shall be deemed to be misbranded "if the package fail to bear a statement on the label of the quantity or proportion of any alcohol, morphine, opium, heroin, alpha or beta eucaine, chloroform, cannabis indica, chloral hydrate or acetalanilid, or any derivative or preparation of any such substances contained therein."

The provisions of the law regarding misbranding have been a source of much trouble to the patent medicine men, and, incidentally, to the manufacturers of regular pharmaceuticals as well. The prohibition of any misleading statement, design or device has brought about a "reconstruction era" in the proprietary camp, while the section requiring "habit forming" drugs to be named on the labels has resulted in a flood of "stickers" and supplementary labels, amazing in their number and variety.

Regarding these "habit forming" drugs,

the authorities have ruled that the alcohol present in a preparation must be stated on the label in percentage by volume, while the other drugs must be stated in grains or minims per ounce or fluid ounce of the finished product.

This statement must appear on the principal label, and must be printed in type not less conspicuous than "8-point cap." The principal label, it is declared, shall consist, first, of the name of the article, second, of the names and proportions of the substances whose presence the law requires to be stated; no intervening words or explanatory matter may be used.

The law does not require the manufacturers to publish their formula, nor any ingredient of his preparation, save only the drugs named, and their derivatives. Much comment has been caused by the fact that some of the articles specified by the "Rules and Regulations" as derivatives of the drugs named can not, by any fair construction, be placed in that category. The manufacturers of Phenacetine, which is included in the list as a derivative of Acetanilid, have given notice that they will carry the matter to the courts.

The drugs named in the act must be indicated on the label under the names given to these drugs in the act; for instance, the use of the words "Rectified Spirits of Wine" or "Proof Spirit" instead of "Alcohol" will not be allowed.

That portion of the law relating to alcohol refers to drug products only, so that in the case of food products such as extract of lemon, vanilla, etc., the percentage of alcohol need not be stated on the label. Alcoholic beverages, when used as beverages, are not required to bear a statement of the amount of alcohol contained in them; if, however, they are prescribed as drugs or remedies, tonics or otherwise, the label must bear the required statement.

Under regulation 28, the term "Alcohol" is defined to mean common or ethyl alcohol, and no other kind of alcohol may be used in the manufacture of any liquid medicinal preparation, whether for internal or external use, except as specified in the U. S. P. or N. F. This effectively prohibits the use of wood alcohol, Columbian Spirits or even denatured alcohol in any preparation intended "for the cure, mitigation or prevention of disease."

The foregoing very brief statements cover the principal prohibitions of the law, which is, in effect, a general condemnation of imitations, substitutions and falsifications of every kind; its essential element is that the buyer shall know what he is purchasing, or, as a certain high official in Washington has expressed it, the law "contemplates a square deal to all concerned."

Now, as to the status of the retailer under the law: If the retailer is engaged in business in the District of Columbia or in one of the territories, there him which are of no interest to the retailer in Michigan. This is due to the limitations imposed on Federal authority by the constitution of the United States.

The District of Columbia and the territories are the peculiar domain of the Federal Government, and its sovereignty over them is complete. Congress may, therefore, make laws governing the manufacture and sale of articles of commerce, in other words, may regulate commerce, within the limits, but this power does not extend to the states. Legislation of this kind is termed police regulation, and it is a recognized legal principle in this country that the right to make police regulations in the states belongs to the states exclusively.

As has been stated, the law, in its only with the "original, unbroken package." This term is defined in Regulation 2 as meaning "The original package, carton, case, can, box, barrel, bottle, phial or other receptacle put up by the manufacturer, to which the label is attached, or which may be suitable for the attachment of a label, making one complete package of the article. The original package contemplated includes both the wholesale and the retail package."

It has been held by the legal authorities that this interpretation will not be upheld by the courts. The fact remains, however, that the authorities charged with the enforcement of the law have expressed their determination to stand by their definition.

The retail druggist can violate the law only by taking part in interstate commerce as the shipper or recipient of an original unbroken package adulterated or misbranded within the meaning of the law. He may have such goods on his shelves, but if he, the retailer, has not imported them into the State, he is not liable under the law, which places the responsibility upon the person who imports the goods into the State. The law applies only to the sale of an unbroken package. A retailer may buy a barrel of epsom salts outside of the State and after he has received and opened the package the contents no longer come within the provisions of the act, so long as the drug remains within the State; but if the retailer buys a dozen or a gross of Blank's Sarsaparilla from a manufacturer or jobber in another state, and then sells one of these bottles as put up by the manufacturer, the transaction comes within the law, as the retailer is the importer of the article sold, and the law applies to the receipt and disposal in the original package of articles of food and drugs. The package sold, therefore, must comply

with the requirements of the act. If it does not, the retailer can be held responsible, unless he can prove that the manufacturer or jobber has given him a guaranty that the article does conform to the law, in which case the responsibility is shifted to the manufacturer or jobber. The law provides that no dealer will be liable to prosecution "if he can establish that the goods were sold under a guaranty by the wholesaler, manufacturer, jobber, dealer or other parties residing in the United States" from whom purchased.

Provision has been made for the filing of blanket guaranties with the Department of Agriculture at Washington, and practically all the large manufacturers and jobbers have adopted this method of insuring their customers against prosecution.

The retailer in Michigan may sell and deliver within the limits of the State any article which formed a part of his stock prior to January 1, 1907, without regard to its origin or place of manufacture and without any guaranty or supplementary label. All goods which were within the State on January 1 are exempt from the provisions of the act, and may be sold within the State without guaranty or supplementary labels of any kind. This will explain the absence of such labels on goods which may be received from jobbers within the State for some time to come.

The retailer may sell and deliver within the limits of the State any article manufactured or compounded by himself or any other person within the State, without a guaranty or statement of contents.

He may sell (under the same conditions) any article which he has purchased from a jobber within the State, without a guaranty or statement. He may sell such goods to a person residing in another state, if such a customer comes to his store; but he must not ship such goods out of his own State by mail, express or freight, as he by so doing engages in interstate commerce.

The retailer may not sell or even give away, original, unbroken packages of goods which he, the retailer, has imported into the State after January 11, 1907, and which are adulterated or misbranded within the meaning of the law.

Much confusion has arisen as to the exact status of the retailer under the law, and this confusion has been fostered by the newspapers, which have regaled the public with accounts of the effect of the law upon the retailer "who would be compelled to take two-thirds of their patents off their shelves" and much more to the same effect. As a matter of fact, the law affects manufacturers and jobbers much more than it affects the retailer, whose business is usually confined to his own locality.

It should be borne in mind that this law is an innovation in national legislation, as it is the first attempt at Federal control of the trade in foods and drugs. Hence there may be some question as to its interpretation on certain points, but there is no question or doubt about its demand for pure goods and true labels.

This agitation for pure goods is widespread, and there is every reason to believe that the wave of popular sentiment which practically forced the Federal law into existence will spur the state authorities into equally energetic action. A bill has been brought before the legislature of New York making the principal provisions of the Federal regulations applicable to the entire State; a similar measure is under consideration in New Jersey. New York City is enforcing them as a part of its sanitary code, and they have been incorporated in an ordinance adopted by the common council of Kansas City. The States of North Dakota, Georgia and Louisiana have enacted measures which are practically duplicates of the national law, and legislation of this character will occupy the attention of many of the state legislatures now in session.

The Ladies Home Journal for January dwells upon the shortcomings of the national law, pointing out that it is not operative within the states. It cites the North Dakota law as an example of what state legislation of this kind should be, and urges its readers to secure similar legislation in their own states. These reports indicate that it is only a question of time before pure foods and drugs will have to be offered to consumers, as every transaction will be covered by Federal, state or local laws.

Acting under this conviction, many manufacturers and jobbers are sending out goods only which will comply with the federal law, whether for local or interstate trade. Such action on their part enables them to view with indifference any future state legislation, as it is extremely improbable that any state regulations will be more drastic than the Federal law.

It has been said that the food and drugs act will enforce itself; that the mere fact of its existence will put a stop to many of the evils it is aimed at, and the statement has been justified by the action of the horde of patent medicine men who have made frantic efforts to conform with the law that they might be sheltered from the coming storm.

For behind this law is the Government of the United States, to which every citizen owes, under God, the most absolute allegiance; and this government, with the people at its back, with unlimited power and endless resources at its command, has issued its decree, short, sharp, decisive, "Thou shalt not deceive!"

Jacob Timmer.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Aceticum	6@	3	Copaiba	1 50@1 60	Scilla Co	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50
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GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

		1	2
		ARCTIC AMMONIA	
		12 oz. ovals 2 doz. box...75	
		AXLE GREASE	
		Frazer's	
		1lb. wood boxes, 4 dz. 3 00	
		1lb. tin boxes, 3 doz. 2 35	
		3 1/2 lb. tin boxes, 2 dz. 4 25	
		10lb. pails, per doz. 6 00	
		15lb. pails, per doz. 7 20	
		25lb. pails, per doz. 12 00	
		BAKED BEANS	
		1lb. can, per doz. 90	
		2lb. can, per doz. 1 40	
		3lb. can, per doz. 1 80	
		BATH BRICK	
		American 75	
		English 85	
		BLUING	
		Arctic	
		6 oz. ovals 3 doz. box \$ 40	
		16 oz. round 2 doz. box 75	
		Sawyer's Pepper Box	
		No. 3, 3 doz. wood boxes 4.00	
		No. 5, 3 doz. wood boxes 7.00	
		BROOMS	
		No. 1 Carpet 2.75	
		No. 2 Carpet 2.35	
		No. 3 Carpet 2.15	
		No. 4 Carpet 1.75	
		Parlor Gem 2.40	
		Common Whisk 85	
		Fancy Whisk 1.20	
		Warehouse 3 00	
		BRUSHES	
		Solid Back 8 in. 75	
		Solid Back, 11 in. 95	
		Pointed Ends 85	
		Stove	
		No. 3 75	
		No. 2 1.10	
		No. 1 1.75	
		Shoe	
		No. 8 1.00	
		No. 7 1.30	
		No. 4 1.70	
		No. 3 1.90	
		BUTTER COLOR	
		W. R. & Co.'s, 15c size. 1 25	
		W. R. & Co.'s, 25c size. 2 00	
		CANDLES	
		Electric Light, 8s. 9 1/2	
		Electric Light, 16s. 10	
		Paraffine, 6s. 9	
		Paraffine, 12s. 9 1/2	
		Wicking 20	
		CANNED GOODS	
		Apples	
		2lb. Standards 1 00	
		Gallon 2 60	
		Blackberries	
		2lb. Standards 90@1 75	
		Standards gallons	
		Beans	
		Baked 80@1 30	
		Red Kidney 85@95	
		String 70@1 15	
		Wax 75@1 25	
		Blueberries	
		Standard @1 40	
		Gallon	
		Brook Trout	
		2lb. cans, spiced 1 90	
		Clams	
		Little Neck, 1lb. 1 00@1 25	
		Little Neck, 2lb. @1 50	
		Clam Bouillon	
		Burnham's 1/2 pt. 1 90	
		Burnham's pts. 3 60	
		Burnham's qts. 7 20	
		Cherries	
		Red Standards 1 30@1 50	
		White 1 50	
		Corn	
		Fair 60@75	
		Good 85@90	
		Fancy 1 25	
		French Peas	
		Sur Extra Fine 22	
		Extra Fine 19	
		Fine 15	
		Moyen 11	
		Gooseberries	
		Standard 90	
		Hominy	
		Standard 85	
		Lobster	
		Star, 1/2 lb. 2 15	
		Star, 1lb. 3 90	
		Picnic Tails 2 60	
		Mackerel	
		Mustard, 1lb. 1 80	
		Mustard, 2lb. 2 40	
		Soused, 1 1/2 lb. 1 40	
		Soused, 2lb. 2 80	
		Tomato, 1lb. 1 30	
		Tomato, 2lb. 2 80	
		Mushrooms	
		Hotels 18@20	
		Buttens 34@35	

3

4

5

Gem	@15	Cocoanut Taffy	12	Raisins		
Ideal	@14	Cocoanut Bar	10	London Layers, 3 cr		
Jersey	@14 1/2	Cocoanut Drops	12	London Layers, 4 cr		
Peerless	@	Cocoanut Honey Cake	12	Cluster, 5 crown		
Riverside	@14 1/2	Cocoanut Hon. Fingers	12	Loose Muscatels, 2 cr		
Springdale	@14 1/2	Cocoanut Macaroons	18	Loose Muscatels, 3 cr		
Warner's	@15 1/2	Dixie Cookie	9	Loose Muscatels, 4 cr		
Brick	@15	Frosted Cream	8	L. M. Seeded, 1 lb. 10 1/2 @11		
Leiden	@15	Fluted Cocoanut	10	L. M. Seeded, 1/2 lb.		
Limburger	@14	Fruit Tarts	12	Sultanias, bulk		
Pineapple	40	Ginger Gems	8	Sultanias, package @ 9 1/2		
Sap Sago	@20	Graham Crackers	8	FARINACEOUS GOODS		
Swiss, domestic	@16	Ginger Snaps, N. B. C.	7	Beans		
Swiss, imported	@20	Ginger Midgets	10	Dried Lima	6	
CHEWING GUM			Hippodrome	Med. Hd Pk'd	1 75@1 85	
American Flag Spruce	50	Honey Cake, N. B. C.	12	Brown Holland	2 25	
Seaman's Pepsin	55	Honey Fingers, As. Ice	12	Farina		
Madam	90	Honey Jumbles	12	24 1lb. packages	1 75	
Best Pepsin	45	Household Cookies	8	Bulk, per 100 lbs.	8 00	
Best Pepsin, 5 boxes	2 00	Household Cookies Iced	8	Hominy		
Black Jack	50	Imperial	8	Flake, 50lb. sack	1 00	
Largest Gum Made	55	Iced Honey Crumpets	10	Pearl, 200lb. sack	3 70	
Sen Sen	50	Iced Honey Flake	12 1/2	Pearl, 100lb. sack	1 85	
Sen Sen Breath Perf.	95	Iced Honey Jumbles	12	Maccaroni and Vermicelli		
Sugar Loaf	50	Island Picnic	11	Domestic, 10lb. box	60	
Yucatan	50	Jersey Lunch	8	Imported, 25lb. box	2 50	
CHICORY			Kream Klips	20	Pearl Barley	
Bulk		Lady Fingers	12	Common	2 65	
Red		Lem Yem	11	Chester	2 75	
Eagle	4	Lemon Gems	10	Empire	3 25	
Frank's	7	Lemon Biscuit, Square	8	Peas		
Schener's	6	Lemon Wafer	16	Green, Wisconsin, bu.	1 25	
CHOCOLATE			Lemon Cookie	8	Green, Scotch, bu.	1 30
Walter Baker & Co.'s		Mary Ann	8	Split, lb.	4	
German Sweet	23	Marshmallow Walnuts	16	Sago		
Premium	30	Mariner	11	East India	6 1/2	
Vanilla	41	Molasses Cakes	8	German, sacks	6 1/2	
Caracas	35	Mohican	11	German, broken pkg.		
Eagle	28	Mixed Picnic	11 1/2	Tapoca		
COCOA			Mich. Frosted Honey	12	Flake, 110 lb. sacks	7
Baker's	38	Newton	12	Pearl, 130 lb. sacks	7	
Cleveland	41	Nu Sugar	8	Pearl, 24 lb. pkgs.	7 1/2	
Colonial, 1/2s	35	Nic Nacs	8	FLAVORING EXTRACTS		
Colonial, 1/4s	33	Oatmeal Crackers	8	Foote & Jenks		
Epps	42	Orange Gems	8	Coleman's Van. Lem.		
Huyler	45	Penny Cakes, Assorted	8	2 oz. Panel	1 20 75	
Van Houten, 1/2s	12	Pretzels, Hand Md.	8	3 oz. Taper	2 00 1 50	
Van Houten, 1/4s	20	Pretzettes, Hand Md.	8	No. 4 Rich. Blake	2 00 1 50	
Van Houten, 1s	30	Pretzettes, Mac. Md.	7 1/2	Jennings		
Webb	30	Raisin Cookies	8	Dox		
Wilbur, 1/2s	41	Reverse, Assorted	14	No. 2 Panel D. C.	75	
Wilbur, 1/4s	42	Richwood	8 1/2	No. 4 Panel D. C.	1 50	
COCOANUT			Rube	No. 6 Panel D. C.	2 00	
Dunham's 1/2s	26	Scotch Cookies	10	Taper Panel D. C.	1 50	
Dunham's 1/4s & 1/2s	26 1/2	Snow Creams	16	1 oz. Full Meas. D. C.	65	
Dunham's 1/4s	27	Sugar Krisp	11	2 oz. Full Meas. D. C.	1 20	
Dunham's 1/2s	28	Spiced Gingers	9	4 oz. Full Meas. D. C.	1 50	
Bulk	13	Spiced Gingers Iced	10	Jennings		
COCOA SHELLS			Sultana Fruit	Dox		
20lb. bags	2 1/2	Sugar Cakes	8	No. 2 Panel D. C.	1 20	
Less quantity	3	Sugar Squares, large or small	8	No. 4 Panel D. C.	2 00	
Pound packages	4	Superba	8	No. 6 Panel D. C.	3 00	
COFFEE			Sponge Lady Fingers	Taper Panel D. C.	2 00	
Rio			25	1 oz. Full Meas. D. C.	85	
Common	13 1/2	Sugar Crimp	8	2 oz. Full Meas. D. C.	1 50	
Fair	14 1/2	Vanilla Wafers	16	No. 2 Assorted Flavors	75	
Choice	16 1/2	Waverly	8	GRAIN BAGS		
Fancy	20	Zanzibar	9	Wheat		
Santos			Subject to usual cash discount.			
Common	13 1/2	In-er Seal Goods			Flour in barrels, 25c per barrel additional.	
Fair	14 1/2	Almond Bon Bon	Per doz.	Worden Grocer Co.'s Brand		
Choice	16 1/2	Albert Biscuit	1 00	Quaker, paper	3 90	
Fancy	20	Animals	1 00	Quaker, cloth	4 00	
Maracaibo			Bremner's But Wafers	Wykes & Co.		
Fair	16	Butter Thin Biscuit	1 00	Eclipse	3 65	
Choice	19	Cheese Sandwich	1 00	Kansas Hard Wheat Flour		
Mexican			Cocoanut Dainties	Judson Grocer Co.		
Choice	16 1/2	Cocoanut Macaroons	2 50	Spring Wheat Flour		
Fancy	20	Croaker Meal	75	Roy Baker's Brand		
Guatemala			Fig Newton	Golden Horn, family	4 50	
Choice	15	Fast Oyster	1 00	Golden Horn, baker's	4 40	
Java			Five O'clock Tea	Calumet	3 95	
African	12	Frotana	1 00	Wilson's Rye	3 75	
Fancy African	17	Ginger Snaps, N. B. C.	1 00	Judson Grocer Co.'s Brand		
O. G.	25	Graham Crackers	1 00	Ceresota, 1/2s	4 90	
P. G.	31	Lemon Snap	50	Ceresota, 1/4s	4 80	
Mocha			Oatmeal Crackers	Ceresota, 1/2s	4 70	
Arabian	21	Oysterettes	50	Lemon & Wheeler's Brand		
New York Basis			Old Time Sugar Cook	Wingold, 1/2s	4 95	
Arbuckle	16 00	Pretzettes, Hd Md.	1 00	Wingold, 1/4s	4 75	
Dilworth	15 50	Royal Toast	1 00	Wingold, 1/2s	4 65	
Jersey	15 00	Saltine	1 00	Pillsbury's Brand		
Lion	14 50	Saratoga Flakes	1 50	Best, 1/2s cloth	4 90	
McLaughlin's XXXX			Social Tea	Best, 1/4s cloth	4 80	
to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.			Soda, N. B. C.	Best, 1/2s cloth	4 70	
Extract			Soda, Select	Best, 1/4s paper	4 75	
Holland, 1/2 gro boxes	95	Sponge Lady Fingers	1 00	Best, 1/2s paper	4 75	
Felix, 1/2 gross	1 15	Sultana Fruit Biscuit	1 50	Best, wood	5 00	
Hummel's foil, 1/2 gro.	85	Uneda Biscuit	50	Worden Grocer Co.'s Brand		
Hummel's tin, 1/2 gro.	1 43	Uneda Jinger Wayfar	1 00	Laurel, 1/2s cloth	4 90	
CRACKERS			Uneda Milk Biscuit	Laurel, 1/4s cloth	4 80	
National Biscuit Company		Vanilla Wafers	1 00	Laurel, 1/2s & 1/4s paper	4 70	
Brand		Water Thin	1 00	Laurel, 1/2s	4 70	
Butter		Zu Zu Ginger Snaps	50	Wykes & Co.		
Seymour, Round	6	Zwieback	1 00	Sleepy Eye, 1/2s cloth	4 80	
N. B. C. Square	6	CREAM TARTAR			Sleepy Eye, 1/4s cloth	4 70
Soda		Barrels or drums	29	Sleepy Eye, 1/2s cloth	4 60	
N. B. C. Soda	6	Boxes	30	Sleepy Eye, 1/4s paper	4 60	
Select Soda	8	Square cans	32	Sleepy Eye, 1/2s paper	4 60	
Saratoga Flakes	13	Fancy caddies	35	Sleepy Eye, 1/4s paper	4 60	
Zephyrette	13	DRIED FRUITS			Sleepy Eye, 1/2s paper	4 60
Oyster			Apples			
N. B. C. Round	6	Sundried	@ 6	Evaporated	8 1/2 @ 9	Apricots
N. B. C. Square Salted	6	California	18 @ 20	California Prunes		
Faust, Shell	7 1/2	100-125 25lb. boxes.	@ 4 1/2	25lb. boxes.		
Sweet Goods.			90-100 25lb. boxes.	@ 5 1/2		
Boxes and cans		70-80 25lb. boxes.	@ 5 1/2	60-70 25lb. boxes.		
Animals	10	50-60 25lb. boxes.	@ 6 1/2	40-50 25lb. boxes.		
Atlantic, Assorted	10	30-40 25lb. boxes.	@ 8 1/2	c less in 50lb. cases		
Bagley Gems	8	Corisan Citron	@ 22	Citrants		
Cartwheels	8	Imp'd 1 lb. pkg.	@ 10	Imported bulk		
Current Fruit	10	Peel	@ 9 1/2	Lemon American		
Cracknels	16	Orange American	15	Sour		
Coffee Cake, pl. or iced	10					

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 23 00 Winter Wheat Mid'ng 23 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linsed Meal 29 50 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 20 00 Brewers Grains 23 00 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 40 Less than carlots 41 Corn Carlots 47 Less than carlots 48 Hay No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per 1 85 15 lb. pails, per 42 30 lb. pails, per 75 LICORICE Pure 30 Calabria 23 Sicily 23 Root 14 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 1 45 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Clear Back 19 00 Short Cut 18 00 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 Shorts 9 Smoked Meats Hams, 12 lb. average 13 Hams, 14 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 13 Ham, dried beef sets 15 California Hams 10 Picnic Boiled Ham 14 Boiled Ham 19 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 9 Pure Intercres 10 1/2 80 lb. tubs advance 1/2 60 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 7 1/2 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 10 1/2 bbls. 1 25 1 bbl. 1 75 Tripe Kits, 15 lbs. 70 1/2 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 @ 16 Country 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 30 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/2 45 Potted ham, 1/4 45 Deviled ham, 1/2 45 Deviled ham, 1/4 45 Potted tongue, 1/2 45 Potted tongue, 1/4 45 RICE Screenings @ 4 Fair Japan @ 5 Choice Japan @ 5 1/2 Imported Japan @ 5 1/2 Fair La. hd. @ 6 Choice La. hd. @ 6 1/2 Fancy La. hd. 6 1/2 @ 7 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, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 15 Arm and Hammer 15 Deland's 3 15 Dwight's Cow 2 10 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 5lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 1 65 Mess, 5lbs. 1 36 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 100lb. 9 75 @ 4 50 50lb. 5 25 @ 2 40 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. 50 Handy Box, small, 1 dz. 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. 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 Gold Dust, 100-5c. 4 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 cakes 6c 4 00 Marseilles, 100 cakes 7c 4 00 Good Chees 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 75 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 2 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, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 56 Nutmegs, 75-80 45 Nutmegs, 105-10 45 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 15 Pepper, shot 27 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mustard 65 Pepper, Singapore, blk. 18 Pepper, Singp. white. 17 Pepper, Cayenne 20 Sage 30 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 6 @ 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 1/2 dz. in case 1 75 15lb. cans 1/2 dz. in case 1 75 5lb. cans 1/2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 80 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 33 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 13 @ 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 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 34 Tody 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 X L, 16 oz. pails 27 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Mylrie Lant 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star 12 Pure Cider, Robinson 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Market 60 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 6lb. 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 Case No. 2 fillers 15 sets 1 30 Case, 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 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 60 Softwood 2 75 Banquet 1 50 Ideal 1 60 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 40 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Glove 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 75 Double Peerless 3 90 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 1 25 13 in. Butter 1 75 15 in. Butter 2 10 17 in. Butter 3 30 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 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 @ 35 Boiled Lobster @ 35 Cod @ 12 Haddock @ 12 Pickerel @ 12 1/2 Pike @ 9 Perch, dressed @ 10 Smoked, White @ 12 1/2 Red Snapper @ 16 Col. River Salmon @ 20 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. 2 12 1/2 Calfskins, cured No. 2 12 1/2 Pelts Old Wool 30 Lambs 75 @ 1 25 Shearlings 50 @ 1 00 Tallow No. 1 @ 5 1/4 No. 2 @ 4 1/4 Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Olive Time sugar stick 30 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Liquor 10 Broken 10 Cut Loaf 7 1/2 Leader 8 1/2 Kindergarten 8 Bon Ton Cream 10 French Cream 9 Star 9 1/2 Grand Made Cream 11 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Ridge Squares 12 Fruit Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Bias Goodies 12 Lozenges, plain 12 Lozenges, printed 12 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Old Fashioned Horehound Drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. LT. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums Crs. 60 A. A. Licorice Drops. 30 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 30 @ 90 Cream Buttons 55 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 04 Ten Strike, Summer assortment 8 75 Scientific Asst. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 20s 1 20 Cicero Corn Cakes 50 per box 60 Azuliki 100s 8 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filbert 13 Cal. No. 1 15 Walnuts, soft shelled @ 16 Walnuts, Grenoble 15 Table nuts, fancy 15 Pecans, Med. 16 Pecans, ex. large 18 Pecans, Jumbo 20 Hickory Nuts per bu. Ohio new 5 Cocoonuts 5 Cheanutns, New York State, per bu. Shelled Spanish Peanuts 8 1/2 @ 9 Pecan Halves 75 Walnut Halves 38 Filbert Meats 27 Alicante Almonds 38 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 7 1/4 Fancy, H. P. Suns. Roasted 8 1/2 Choice, H. P. Jumbo 8 1/2 Choice, H. P. Jumbo Roasted 9 1/4

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
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
Puritinos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass4 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds6 @ 7
Chucks5 @ 6 1/2
Plates1/2 @ 5 1/2
Cuts@ 8

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

50ft. 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, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co. Grand Rapids:
Lee & Cady, Detroit; Sym-
ons Bros. & Co. Saginaw;
Brown, Davis & Warner
Jackson; Godmark, Du-
rand & Co. Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

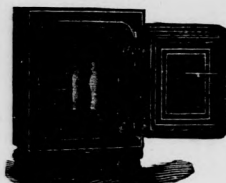
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Ready For You In SIX Cities

Our complete sample display, in-
cluding spring and summer lines, are
ready for the inspection of market-buy-
ing merchants in each of these six
cities:

New York Chicago
St. Louis Minneapolis
Baltimore Dallas

Please accept this as **our person-
al invitation to you** to use our sam-
ple displays—this season and whenever
you come to any of our six cities—for
all the help they can be to you while
you are in market.

Remember we show not piles of
goods scattered all over a large build-
ing - but samples only in compact well-
lighted space used for no other purpose.

For bargains, for pointers on new
goods and methods, for routine pur-
chases—see for yourself that **all busi-
ness purposes** of a trip to market are
best accomplished on our sample floors.
And see **this very spring**.

The net prices in plain figures
on the samples in our sample displays
are the same as those printed in our
February catalogue, a big feature of
which is a special sale of 25-cent
leaders.

If you haven't a copy, write now
for catalogue No. J601.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK CHICAGO ST. LOUIS (And MINNEAPOLIS
About March 1)

Sample Houses: BALTIMORE, DALLAS, ST. PAUL

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—The best meat, fish, fruit and vegetable business in Grand Rapids. Doing a business of from \$2,200 to \$2,500 per week. Reason for selling, other business calls me from the city. Call on or address E. P. Jordan, Irving Hotel, Grand Rapids, Mich. 529

Attractive show cards, excellent lettering. One 11x14 inches or twelve price cards made to order, prepaid 25 cents coin. Kelliher, Box 331, New London, Conn. 514

For Sale—Stock merchandise, dry goods, groceries, boots, shoes, rubbers, paints, oils, etc. Will sell cheap. Good business. Poor health. Box 67, Rockwood, Mich. 526

For Sale—Cheap, corner brick office store building and fixtures, together with adjoining vacant lot in flourishing Michigan town. All for less money than building alone would cost to build. Good stand for dry goods or hardware business. For terms address G. W. Sharp, 231 Harkness Ave., Cleveland, Ohio. 524

Wanted—Stock hardware or merchandise for my well-improved farm. M. Brosnahan, Piercetown, Ind. 523

Cash for your real estate or business wherever located. If you want to sell, send description and price. If you want to buy, send for our monthly. Northwestern Business Agency, 43 Bank of Commerce Bldg., Minneapolis, Minn. 522

Wanted—For cash, grain business, stock clothing, shoes or general merchandise. Address No. 521, care Michigan Tradesman. 521

For Sale—\$10,000 to \$12,000 stock dry goods, notions, carpets, etc., largely staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman. 528

For Sale—At a bargain, a stock of dry goods, boots and shoes and clothing. Stock will invoice about \$3,000. Enquire W. M. Holmes, Tustin, Mich. 527

Wanted—Peddling wagon box. Address E. J. Steeby, Moline, Mich. 518

For Sale—Enterprise coffee grinder. Large size. Also six show cases, two to six feet. Also custom feed and cider mill with established patronage. E. J. Steeby, Moline, Mich. 519

For Sale—A 5 and 10 cent store with department store adjunct. Well established and good paying, in thrifty Missouri railroad town of 8,000 inhabitants. This is one of the most beautiful small stores in the state. Owner's ill health cause of retirement. Invoice between \$3,500 and \$4,000. Address J. A. Frink, Monett, Mo. 517

For Sale—Fine business property in heart of Chattanooga, Tenn., \$43,500 net. Paying 8 per cent. net interest under 5 year gilt-edge leases, besides lessees making improvements equaling 2 per cent. per annum additional. Splendid conservative investment; security absolute. Property should double in value in five years account rapid industrial development of city. Best references furnished and full investigation courted. Address G. R. Hackley, 1400 American Trust Bldg., Chicago, Ill. 516

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

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 free 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. McCantafer, 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—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

For Sale—Stock of men's, boys' and children's clothing at a bargain. Address Owner, 353 Parker Ave., East Toledo, Ohio. 491

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

I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

SPOT CASH

You can have it. I'm ready to come. PAUL FEYREISEN, 12 State St., Chicago

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—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

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

For Sale—A drug store in one of best towns in the state. Poor health, reason for selling. Address "Doctor," care Michigan Tradesman. 490

Who wants to buy, for cash, a good paying, well-established gum business? Small capital required. Address S. S., care Michigan Tradesman. 489

For Sale—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

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

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

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 will for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

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

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 inventory about \$7,500. Town of 1,500. Good farming country. Sales average \$16,000 per year. Only two stores. Will sell for cash only, at actual inventory value. Reason for selling, present owner needs capital for manufacturing business. Don't write unless you mean business. Address No. 459, care Michigan Tradesman. 459

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 money-making business. Must go southwest for health of family. Address E. D. Hamilton, Ithaca, Mich. 455

For Sale—My well-established grocery, shoe and notion business. Best location. Good business. Good farming country. Also store building 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. 33x

For Sale—Clean stock of drugs and sundries in town of 2,000. Good farming community. Annual sales between \$4,500 and \$5,000. Expenses light. A fine chance for a good man. Reasons for selling, have other business which requires all my attention. Address No. 389, care Michigan Tradesman. 389

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

Merchants—I have buyers for all kinds of merchandise stocks. If you want to buy, sell or exchange or close out, write me at once. G. B. Johns, Grand Ledge, Mich. 382

For Sale—My buggy and implement business in the heart of a first-class farming country. Very little competition. A big chance for someone. I must quit on account of my eyesight failing. Volney Strong, Clarksville, Mich. 376

For Sale—Harness, vehicle and implement business in Northern Michigan. Town of 1,000 inhabitants with fine farming country and large territory to draw from. Stock inventories about \$3,000. Modern buildings, rent \$18. Reason for selling, have large hardware business and other outside interests so can not devote time necessary. Address No. 355, care Michigan Tradesman. 355

For Sale—One-half interest in a clean, up-to-date shoe and clothing business. Established 23 years and enjoying a good trade. Stock and fixtures will invoice \$5,000. Can be reduced to \$3,000 or \$4,000 if desired. Address Gavin W. Telfer, Big Rapids, Mich. 329

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

For Sale—Fine large, clean stock of furniture, carpets and rugs. A successful business of long standing. Very little competition. Fine locality, surrounded by well to do farmers. A sure winning business on solid foundation. Sure to succeed with good management. For particulars enquire of No. 439, care Michigan Tradesman. 439

POSITIONS WANTED

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

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

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, staple line. Experienced. Satisfactory reference. Address No. 436, care Michigan Tradesman. 436

HELP WANTED.

Wanted—Young man to grow into a responsible position in the dry goods business in one of the most successful and progressive stores in small western city. Must be enthusiastic, alert, patient and far-seeing enough to think more of future success than immediate salary. Address full particulars regarding yourself, A. B., care of Henry Grassie, Adams and Franklin streets, Chicago, Ill. 520

Salesmen—Good salesmen, covering state of Wisconsin, to carry our goods as a side line, good commissions, trade established. Caledonia Chemical Co., Caledonia, N. Y. 525

Wanted—An experienced carpet salesman who understand making up three-quarter goods with border. Place open March 1st. State salary wanted. E. J. Andrews, Shenandoah, Iowa. 515

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. Iowa. Inter-State Bldg., Cedar Rapids, Iowa. 504

Want Ads. continued on next page.

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

Manufacturing Business Can Not Run Without Capital.

St. Johns, Jan. 29—The annual meeting of the St. Johns Business Men's Association drew quite a large number together for the election of officers and to decide what is to be done with the Charles H. Manley business.

On motion the old directors were re-elected, M. F. Washburn being chosen to fill the vacancy caused by the death of John McKinley, and A. E. Wilson was elected in the place of L. G. McKnight, who is in Cuba.

Reports were read by Secretary Hunt and Treasurer Dexter. The Association had to take up a few of the notes given to purchase the factory buildings, has paid \$100 towards promoting the Maple Rapids Railroad and has another \$100 to pay soon, and owes altogether about \$350. Mr. Hunt reported that there are about sixty-five members who have paid the second year's dues, and about twenty who have paid dues for the current year. We need every business man in town and must have them if the Association is to continue. The Association fixed up the steel building for C. H. Manley at considerable expense and furnished rent free. It has paid some insurance and must pay \$164 taxes, as Mr. Manley is not in condition to pay. Taxes were not included in above indebtedness.

A committee composed of Secretary Hunt and J. Earl Brown, Stuart H. Perry, Wm. H. Field and Joel Wolcott were appointed to solicit members and collect dues.

Mr. Manley had announced that he would be present at the meeting and make a statement of progress, but concluded not to do so, as he is endeavoring to raise additional capital for his business.

At the adjournment of the meeting the directors re-elected the old officers as follows:

President—J. Byron Danley.
Vice-President—John C. Hicks.
Secretary—Dewitt H. Hunt.
Treasurer—R. C. Dexter.

The trustees were instructed to see Mr. Manley at once and make a report to the directors of the status of the business. It is understood that the business is at a standstill for lack of capital, and with no present means to meet obligations and continue. Some steps were taken after the meeting on the part of the men who had been employed in the factory to protect their interests.

A number of members of the Association stated after the meeting adjourned that they would never pay another cent of dues so long as the directors allowed Mr. Manley to continue in the building.

Something will undoubtedly be done very soon to iron out the difficulties, but there is no reason now, nor has there ever been, to expect that a large manufacturing business can be successfully conducted without capital. No statement has ever been made to show how much money has been paid for goods in advance, and neither the goods shipped nor money returned. There is reason to believe that the total is large. No intelligent statement of any kind has

ever been made to the Association regarding this business. The contract was made with Mr. Manley by direction of the Association, or its directors, and not on the motion of the trustees, who simply did the bidding of the directors.

Live Notes from a Live Town. . .

Lansing, Jan. 29—J. W. Higgs, of this city, who has been conducting a grocery store at Vassar, has sold out his business and returned home.

L. W. Goucher, who has been doing a bazaar business here for the past two years, is removing his stock to Detroit, where he will re-engage in the same line.

The Huber Manufacturing Co. has commenced suit against W. Hanna, of Leslie, to collect on a note for \$350.

Leonard W. Roe, connected with the Lansing Foundry Co. for some time, has severed his relations with that house and gone to Chicago to associate himself with a spark plug manufacturing concern.

George Gephart, with the local store of S. H. Knox & Co., has been transferred to their Chicago store.

A. A. Wilbur, a former stockholder in the National Supply Co., has commenced suit against that concern for a balance of \$11,500 due on two promissory notes.

C. D. Woodbury, the well known shoe dealer, suffered the loss of his right hand while operating a corn shredder at his farm outside the city last Friday.

The National Grocer Co. is made defendant in a \$5,000 damage suit begun here in the Circuit Court by Charles Cascarella as a result of an injured reputation, brought about, it is alleged, through twenty-four hours' imprisonment on a charge of larceny, the National Grocer Co. claiming Cascarella disposed of unpaid-for goods and left town.

A. O. Bement, formerly President of E. Bement's Sons, is now engaged in the manufacture of steel ranges at the old Olds gasoline engine plant. Mr. Bement depends upon mail orders and the telephone for his trade, which is said to be increasing.

That there will be nearly, if not quite, 500 more houses built here during the approaching building season is the prediction made by every man in the city who is in close touch with building affairs. Members of the Business Men's Association base their opinions on the enquiries received from men who wish to get work here, and from their knowledge that if the factories at present expected to move here do come, many more houses will be necessary. Real estate men, architects, contractors and house agents are a unit on the question.

Arrangements for the annual meeting of the Lansing Business Men's Association, to be held Friday evening, Feb. 1, have been made, and the following programme, in charge of Prof. Clinton D. Smith as toastmaster, will be observed: "Lansing as it is remembered by an old resident," John N. Bush; "Lansing as viewed from the pulpit," Rev. Fr. L. I. Brancheau; "Lansing as a manufacturing center," Fred L. Smith; "Lan-

sing as other people see it," Carmen N. Smith, Bay City; "Lansing, her future," John A. Weston; "Lansing, first, last and always," Frank L. Dodge. Business men are looking forward to this being the banner meeting of any heretofore held.

Geo. A. Toolan.

Recent Trade Changes in the Buckeye State.

Barberton—Wm. McBride has sold his grocery stock.

Barberton—M. L. Thompson, grocer, has sold his stock.

Barberton—Blancsak & Tarnoczi, meat dealers, have dissolved partnership, Stephen Tarnoczi continuing the business.

Bellville—The creditors of C. W. Fisher, grocer, have filed a petition in bankruptcy.

Bellville—Jos. Mitchell & Son, furniture dealers, are succeeded in business by H. V. Stone.

Columbus—Christie & Bolander succeed J. O. Drummond in the general merchandise business.

Dayton—C. A. Worthen is succeeded in the grocery business by Bellman & Masey.

Delaware—Wm. Shively is succeeded in the meat business by H. B. Kenyon.

Hohnesville—The grocery business formerly conducted by Howard W. Miller will now be conducted by Crawford Bros.

Lynchburg—The creditors of M. Goodman, clothier, have filed a petition in bankruptcy.

Nimisila—John H. Miller succeeds Miller & Hoffman in the general merchandise business.

Orangeville—E. R. Fell & Co., general merchandise dealers, are succeeded in business by Thompson & Fell.

Springfield—The boot and shoe business formerly conducted under the style of the Schulte Shoe Store will be continued by Schulte & Son.

West Union—A petition in bankruptcy has been filed by the creditors of H. J. Thompson, druggist.

Toledo—The Wonderland Theater building has been leased for a term of ten years by the Hone Furniture & Carpet Co. The company has also leased a warehouse at 319 Water street.

Columbus—Louis Bamberger, who has been identified with Florsheim & Co., has purchased the stock of the Browning Shoe Co. and has already taken possession.

Mansfield—Baugman & Kipp have sold their grocery stock to P. M. Ringer, who is now in possession of the business.

Mr. Moran Leaves the Free Press.

For thirty-five years a competent, faithful employe, Thomas Moran has severed his connection with the Detroit Free Press to engage in business on his own account. Mr. Moran began as a compositor in the Free Press news room. Then he became a proof reader and in due time he was chief proof reader. When the late John A. Bell died, Mr. Moran was promoted to be assistant city editor, and from that position he rose to the place of night editor, a posi-

tion which he has filled with excellent judgment and skill for about twelve years. Utterly without ostentation and possessing a knowledge of affairs, National, State and municipal, that was accurate and always available, Mr. Moran has been a devoted toiler, with an eye single to the best interests of his paper. Upon his leaving the Free Press about 100 of his associates presented him with a diamond ring and their most sincere good wishes.

Lake Odessa Bids for a Factory.

Lake Odessa, Jan. 29—Through the efforts of the Board of Trade recently organized here a company of business men has purchased the large new brick factory building just completed by the village. This building is 40x230 feet, two stories high, with basement, nicely located on the P. M. Railway, with sidetrack running the full length of the building. The location is high, covers two and one-half acres of ground, and has perfect drainage. This company is desirous of locating some good manufacturing company in its building, and to the right company will make good inducements. Will be glad to correspond with any reputable company desiring to locate in a live, hustling town.

President Board of Trade.

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

Buffalo, Jan. 30—Creamery, fresh, 25@32c; dairy, fresh, 20@27c; poor to common, 17@20c; roll, 20@23c.

Eggs—Fancy candled, 27c; choice, 25@26c; cold storage, 23@24c.

Live Poultry—Springs, 11½@12½; fowls, 11@12½c; ducks, 14@15c; old cox, 9c; geese, 12@13c; turkeys, 15@16c.

Dressed Poultry—Fowls, 11@12½c; chickens, 12@13½c; old cox, 9@10c; 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, 40c; mixed and red, 30@35c. Rea & Witzig.

Looking Ahead.

"Senator, you didn't vote for the increase in congressional salaries, I believe."

"No; I found, on counting noses beforehand, that there would be enough votes to carry the measure through without mine."

A man's idea of good luck is any old kind that leaves him a few dollars ahead of the other fellow's game.

BUSINESS CHANCES.

Men who can cut and draft patterns for custom shirts, can earn from \$25 to \$40 a week. I have taught the "Ross System" successfully by mail for past six years, also grading of patterns for stock. Full size drafts and complete instructions with each lesson. Address W. A. Ross, 470 3rd St., Brooklyn, N. Y.

532
Wanted—Partner with from \$10,000 to \$20,000 dry goods stock, to consolidate with the best paying department store in Northern Michigan. Town of 7,000. Address No. 531, care Michigan Tradesman.

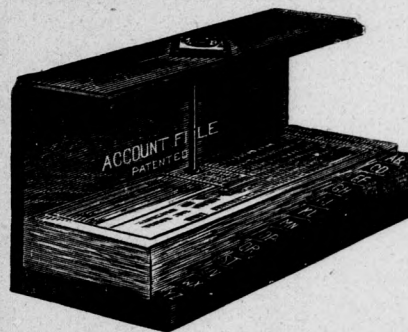
531
Wanted—To exchange well-established manufacturing business, including patent, for clean stock of merchandise or desirable real estate. H. J. Cortright, Marshall, Mich.



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.

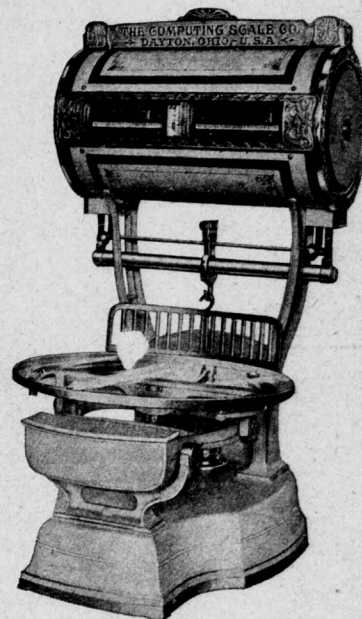
Let MONEYWEIGHT Scales stop the loss and *pay for themselves.*

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.....

Push Your 5 and 10 Cent Counters

Keep them well supplied with **strong leaders** and a **variety of good staples**. They are the class of goods that is **always in demand** and the merchant who keeps them constantly before his customers is going to do the business. Let us help you. We have hundreds of good things in these lines at very attractive prices.

New "Oriol" 5c Engraved Tumblers



"New Oriol" Assortment—Contains three assorted styles of handsomely engraved pressed table tumblers in clear sparkling crystal glass. Put up in boxes of 6 dozen. Per dozen... **40c**
Barrel lots of 21 dozen. Per dozen... **38c**



10c Crystal Oil Bottle

No. 1258—A clear crystal glass oil bottle in imitation cut glass design and of good size. Per dozen... **90c**

10c Crystal Glass Nappies 90c Per dozen



8 inch Bonaire Crystal Glass Nappies. The largest and prettiest imitation cut glass nappy ever offered at the price.



5c Decorated Salt and Pepper Shakers

No. 61—Large table salts and peppers in opal glass, embossed and decorated. nickel tops. Per dozen... **45c**

10c Blue Decorated Earthen Cuspidor

B 3730—Finely glazed earthen cuspidor with blue mottled and striped decoration on white ground. Per dozen... **90c**



Biggest Bargain in 5c Real China T-Pickholders



B 2685—A splendid value in decorated china toothpick holders, similar to illustration, assorted, lustre tinted and flower decorated. Per dozen... **40c**

10c Transparent China Cream Pitcher



No. 1555—Thin china, arch effect embossing, gold stippled edge and handle. Roses and lilies of the valley on both sides. 1/2 dozen in package. Per dozen... **84c**

10c Gold Band China Cups and Saucers doz. 88c

A213—These are very popular sellers. White German china with gold bands on both pieces. Size of cup 2 1/4 x 3 inches. Saucer 5 1/4 inches.



10c Crystal Glass Cream Pitcher

No. 300—A very attractive article in imitation cut glass design and graceful tankard shape. Per dozen... **60c**

5c Pencil Tablet A Big Value

No. 200—Size 6x9 inches, ruled. 150 sheets of good quality paper. Lithographed covers in assorted designs and colors. 1 dozen in package. Per dozen... **40c**

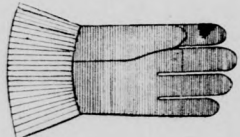


5 and 10c Coin Purses

No. 103—Three ball nickel frame, black kid, double pocket. Per dozen... **45c**
No. 675—Strong "two" ball nickel frame, fine kid in assorted tans and black. One dozen on display card. Per dozen... **75c**

10c Gauntlet Gloves 90c Per Dozen

No. 206—Men's size. Made of cream canton flannel with stiff duck cuffs to match. 1 dozen in carton. Per dozen... **90c**

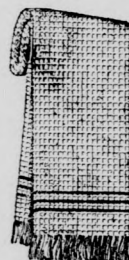
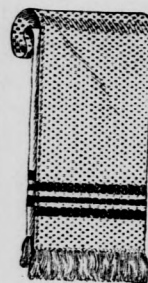


Asbestos Stove Mats

No. 1—An extra heavy 5c asbestos mat with metal bound edge and ring for hanging. 1 dozen in a package. Per doz... **29c**

Extra Special Bargains in

5 Cent Cotton Towels Order at Once



No. 1604 15x32. Bleached, Huck, Fringed Ends, fast selvedge, good weight: 3 stripe red borders. Doz... **40c**
No. 1600—17x36 honeycomb weave, three stripe border, fringed ends, fast selvedge, selected yarn, pure, soft finish, no filling. Per doz... **40c**

Decorated Tin Cuspidors

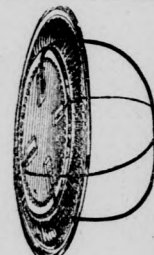


80c Per Dozen

"Cottage" heavy tin, nicely japanned and ornamented. Size 4x7 inches.

"Gem" Stay-in Flue Stops Per Dozen 65c

No. 3 Gem Stay-in Flue Stop—The patent wire fastening in this stopper is secured to the blank by means of socket raised from the metal of the blank itself. In order to facilitate the packing these wires are folded down against the blanks. 1 dozen in box. Per doz. **65c**



10c "Prisco" Sink Strainer

A blue enameled sheet steel strainer with perforated front that lifts out, allowing refuse to be dumped out. Can be hung on the wall or adjusted to corner of sink. Per dozen... **85c**

Mrs. Pott's Hardwood Pattern Sad Iron Handles

Per dozen 55c

These handles are made especially for the Mrs. Pott's sad irons of polished hardwood and are not the cheap kind made of pressed paper.



10c Comb and Brush Case

No. 160—Silver finished embossed tin large comb and brush receptacle, two pockets for matches and mirror in center, 1/2 dozen in box. Per dozen... **85c**

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