

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

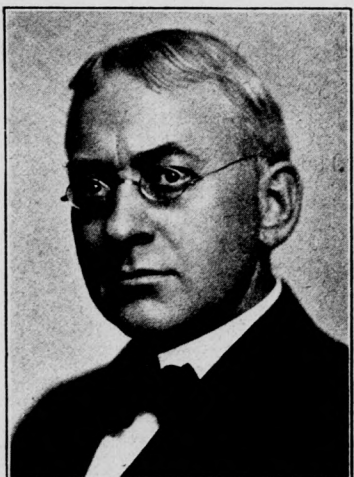
TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 6, 1907

Number 1220



It is much easier to spank other people's children than our own, and they always need it worse.

The small boy has his troubles, but did you ever hear one complain of the weather or the cook?

He who starts out with full pockets and an empty head is pretty sure to end up with the conditions reversed.

It is much easier to deceive one's self than others, and it costs more, too.

Ought it not to be "thanksgiving day" every day? Standing the Lord off a year seems to be taking the limit, and, if you die in the meantime, he has a bad account on his books

You need no electric light when looking for trouble.

We all have bad memories. We forget so much we would like to remember and remember so much we would like to forget.

A fool oft makes a fortune and a fortune oft a fool.

A gorgeous tie covers many a soiled shirt front and a smiling face many a black heart.

Don't grumble at a rainy day. You can't help it, so take an umbrella (somebody's) and be happy.

The present is the time valuable to us, yesterday has gone forever and tomorrow never comes.

Politics cancels many friendships and often makes liars out of hitherto honest men.

With women and wine men construct the smoothest kind of a toboggan slide directly into hell,

Heman G. Barlow

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 1, 1908, March 19, 1901.

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.

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.

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.

Makes Clothes Whiter—Work Easier—Kitchen Cleaner.

**SNOW BOY WASHING
POWDER.**

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 6, 1907

Number 1220

**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 Advances 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

A GOLDEN OPPORTUNITY.

It is a settled fact that our city is to raise a very large amount of money for the purpose of providing positive and permanent protection against floods in spring, summer, fall or winter.

It is also equally certain that during the two, three or four years required to construct such protection the city will be called upon for other large sums of money for the improvement of streets, parks and bridges. And as a rational sequence it follows that private interests will expend additional large sums of money in the improvement of private grounds and in the erection of new buildings.

Indeed, we have already in John Ball Park, Lincoln Park, North Park and the proposed connecting boulevards a system much more than merely embryonic, which insures steady and continuous expenditures of money by the city, to say nothing of the revivifying in general of the entire West Side, with absolute safety against inundations guaranteed. It will be a revelation to those of us on the East Side who, ever ready with our sympathy and condolences, have never had faith in real estate values and the future of the other side of the river. Bridge street, Fulton street, Wealthy avenue and Leonard street across the river will become strictly "in it" as thoroughfares of business and, as the city must surely grow to twice its present size within the next fifteen or twenty years, their availability will be needed and utilized.

Therefore it will be the part of modern, up-to-date, good judgment if, in studying out and adopting the details of the system of dikes and other flood prevention improvements, the aesthetic possibilities of the future be equally and fairly considered in connection with the purely utilitarian features. The United States Engineer Corps officials who have been asked for or may be invited to study and report upon the flood prevention plan will do exactly what they are ordered to do by the War Department. Aestheticism, good nature, friendship and personal interests will have no weight whatever as against orders from headquarters. On the other hand, if orders are issued to consider, among other things, a concrete, general plan of geographical and architectural beauty for the West Side, in its development of flood protection plans, the gentlemanly officers will doubtless be found quite competent to render a good account of themselves in this respect.

And this should be done. The citizens of Grand Rapids, with absolute immunity from floods forever guaranteed, should unite, en masse, in promoting the aesthetic features possible to provide for in the formulation of the flood prevention plans. This does

not mean that the city's beautification is to become an accomplished fact within four, seven or ten years. It does not mean that present taxpayers are to meet the whole cost of this artistic advance; but it will mean that the generations who follow us will have a plan to work to, so that when the general public appreciation of and desire for municipal beauty come in full force—they are already well on the way all over the land—they will rise up and call us blessed, commend our forethought and give thanks that they are the followers of a generation at once wise, broad minded, fair and generous.

THE ICE GORGE.

That the effort to relieve the flood situation at Grand Rapids by trying to break the ice gorge at the Beech Tree, Grand Haven, is seemingly a failure is no reason to criticize the City Engineer and his associates. They but followed out to the best of their ability the method advised by the United States Engineer at this point, who was called upon for suggestions and advice, and his recommendations were approved by men who, supposedly, should have approximately reasonable grounds for such concurrence of opinion.

The fact of the matter is that our entire city was confronted by a condition which threatened to inflict a tremendous loss of property, upon which, in a very large measure, we are dependent for our prosperity, and it was quite among the possibilities that there might have been a loss of life. This entire community was furiously aroused and with good reason. The danger was imminent and immediate action was imperatively demanded on all sides. Accordingly, the best theories of thoroughly loyal and patriotic citizens were advanced and considered, and the result was that a specific effort was made to the very best ability of those appointed to do the work.

The experience cost the city upward of \$1,200, and those making the effort were authorized to expend \$25,000. As much money as could be intelligently expended during the three or four days the work was carried on was used and no more. This fact of itself is ample evidence as to the good judgment and sincerity of those charged with the mission.

"We must do something and right away," cried the citizens. Something was done and without delay, and no self respecting citizen has any call to question the methods utilized or the integrity of those who performed the work. The fact is that those who grin most superciliously, those who proclaim most insolently and those who predict with irony on this whole subject are those who "multiplied words without knowledge," those

who could not be induced to stand up for square discussion along the lines of reason and evidence, no matter how they were approached.

City Engineer Anderson has demonstrated fine ability in his profession, has shown that he has great powers of endurance (mental and physical) and has proven beyond question that he is no coward. Like him, Director Schneider, of the Weather Bureau, has amply demonstrated his faithfulness to duty, his skill in performing that duty and his splendid loyalty not only to Grand Rapids but to all the communities along the Grand River Valley.

And what man, even now, is competent to say that the ice breaking campaign at the mouth of our river was useless? Who knows all of the effects produced upon the flow of our river and upon the rigidity of the ice gorge through that campaign? All we know is that a current was produced at one time which was pronounced while it continued; that a great deal of ice was moved; that the west winds drove the water and ice back again into the harbor; that finally a sudden fall of temperature froze everything solid, and that Grand River at Grand Rapids was three or four feet lower when that freeze resulted than it was a week previous.

It is true that experienced sailors, asked for opinions, advised that the ice gorge be not tampered with, saying that there was a constant and tremendous flow of water beneath the ice; that "drowned ice" thoroughly saturated with water was constantly detaching itself from the under side of the ice field and, sinking slowly, was being carried down stream so that ultimately the gorges would disappear without doing great harm. Possibly they were correct and certainly they were sincere and honest in their advice. But what of it? The public demanded action. They could not see the drowned ice sloughing and grinding its way along under the ice fields. The public, for once, was "from Missouri" and it cried: "You've got to show me."

The action called for was taken and, so far as possible, the "show" was made. It was a visible, tangible showing and no human being may ever know how much of loss or how much of value resulted therefrom. The danger is not passed. Let those to whom the situation has been entrusted work according to their best judgment. Don't hamper them with thoughtless and unkind criticisms. They know the conditions and they know the methods for relieving them better than the novice, better than the slightly informed, better than the inexperienced who have only bookish theories at their command.

ANNUAL REPORT

Of Secretary Grand Rapids Board of Trade.

What are the scope and purpose of the Board of Trade and what methods are followed to achieve the results aimed at?

The scope of the organization comprehends the advancement of the general welfare of Grand Rapids, primarily, and, incidentally and as a natural sequence, the welfare of our entire commonwealth.

The purpose of the organization is to promote integrity, good faith and just and equitable principles of business; to foster, protect and advance the commercial, mercantile, industrial, real estate and municipal interests of our city and to use all legitimate means to make known the advantages Grand Rapids possesses as a manufacturing and business center and as a place of residence.

As to methods followed, nineteen years of experience have demonstrated the superior efficiency of committee work over all other known methods. All the work of the Board of Trade is performed by committees and sub-committees. And, perforce, the success of the respective committees rests upon the membership of each committee. Men are selected for our committees who are not only willing to serve but who have special qualifications; who are in touch with matters coming before their committees; who are prominent and who understand the situations that are developed; we select men who are at once recognized by the individuals, the corporations and legislators with whom they are brought in contact while considering matters pertaining to the work of such committees as having thorough knowledge of facts and whose standing in the community is such that they are sure of being received with respect. And it is because of our aim to put forward our best men, the men who have the most exact knowledge of and sincere interest in the affairs we take up from time to time, that we get results; that we get what we go after.

The records of the Board of Trade are open to inspection at any time by any member of our organization.

With this brief foreword, permit me to report that during the year just closed our Board of Directors has held fourteen sessions and there have been eighty-three meetings of committees. In this connection, I have every reason to believe that no similar organization in this country can show an equally good record of loyalty, public spirit and generosity of service on the part of its membership. We are used to it, here in Grand Rapids, but it is none the less phenomenal. The working efficiency of our committee system judged by the working standards of other public service societies and corporations is really remarkable.

What are the duties of the Secretary of the Board of Trade?

Section 2 of Article III of our by-laws distinctly specifies the conventional routine duties of that officer, besides which it declares: "He shall perform such duties as may be incident to his office, subject to the directions of the Board of Directors."

And therein develops the major portion of the work of your Secretary. Members of the committees are willing to perform and do perform the work assigned to them sincerely and well; but they have every right to depend upon the Secretary to attend to the collection and arrangement of the data for their consideration, to make arrangements and be master of all details and to assume and carry the entire responsibility of following every separate matter before each committee and to carry out every instruction, so far as possible, given by each committee. The duties imposed by one committee are often considerable.

For example, during six months last spring and summer, a very large portion of your Secretary's time was given to the work of our Building Committee in seeing that the recommendations and instructions of that committee were followed. And the past autumn because of the accident to Mr. Farrant and unfortunate complications which arose, your Secretary was required to give much time and thought to the affairs of the Grand River Steamboat Line. And so it goes. While the routine of the office and the correspondence is attended to by our office force, all under the Secretary's immediate direction and supervision, the secretary is, of imperative necessity and by the very order of things, required to devote a major portion of his time and energy to calling upon members of the directorate and of the various committees, consulting them, notifying them, receiving their suggestions and thus keeping in personal touch with each of them. Then, too, it is absolutely necessary that your Secretary should maintain accurate knowledge as to general business conditions, throughout the city. This knowledge can be obtained only through regular and frequent visits with the men representing these interests.

Such are the duties incident to his office which your Secretary tries faithfully to perform and which he will continue to perform "subject to the direction of the Board of Directors," in accordance with the By-Laws quoted.

Eighty-three meetings during the year. And these remember, are only the meetings of record. There were as many more informal, suddenly developed yet important meetings in private offices, hotels, at homes and in one or two instances even

upon the street cars, where the members of your committee and your Secretary had valuable consultations and out of which councils valuable results were forthcoming. From the proceedings of the meetings of record, only the following exhibits are compiled.

There are sixty members of the Municipal Affairs Committee of the Board of Trade and during the past year there have been sixteen meetings of that committee, two by the general committee and fourteen by the sub-committees of that body. The records show that exactly half of the members attended each meeting of the general committee and that, with an average of twelve members to each one of the sub-committees, exactly 50 per cent. of those members attended the meetings of their committees. In addition to this service, there has been a vast amount of correspondence carried on, not only through the office of the Board of Trade but by the committeemen individually and at their own expense; also a large amount of personal investigation, much of it out of doors work, by the committeemen having in charge the following topics: (1) Charter amendments, (2) Efficiency in administration methods, (3) Enforcement of Law, (4) The Outside Sewer District, (5) Management of Garbage and Refuse, (6) The Smoke Nuisance, (7) Testing of Wells, (8) Food Adulteration, (9) Pure Milk and Good Meats, (10) Quarantine Measures, (11) Architecture and Good Health, (12) Anti-Tuberculosis, (13) Telegraph Pole Nuisance,

Lots, the Block System of House Numbers, Street Signs and Union Interurban Station, were the selected problems thus taken up.

The results obtained are, in part, the recommendation to the Common Council to place refuse cans along Canal and Monroe Streets; an exhaustive and very interesting report on the Smoke Nuisance; reports and recommendations pertaining to the Milk Analysis and Pure Food; holding an anti-tuberculosis convention in this city and the organization of a local anti-tuberculosis society; the discovery of the fact that the telegraph pole nuisance is simply a case of failure to enforce laws already enacted; that further legislation is necessary to control and better the bill board situation. Many photographic views have been secured contrasting ill kept and offensive street and alley scenes with scenes that are agreeable and orderly; recommendations have been forwarded to the Common Council to equip the city with an entirely new outfit of street signs; also regarding the eradication of the sewer discharge nuisance and menace to good health at the east end of Fulton Street bridge; also as regards to the connection of all vaults and cesspools with sewers, when within reach of our city's sewer system. The proposal to establish a Union Station for interurban roads, is in statu quo for the time being for the reason that leases at present in force prohibit the railways from entering into any such arrangement for at least two years.

and a considerable correspondence at the Board of Trade office with the Interstate Commerce Law Convention (of which the Board of Trade is a member) and with other kindred organizations throughout the country. Most important among matters over which careful scrutiny is maintained, is the Uniform Bill of Lading, while other topics constantly before the Committee are freight and passenger rates and service.

Constant watchfulness and persistent effort are required to maintain advantages already enjoyed and to secure new concessions as they become necessary. Within the past year and through representation made by our Transportation Committee to the Michigan Central Railroad Company, we have two or more trains daily over the road than formerly. And these trains have proved profitable to the railway people as we assured them would certainly be the case. A somewhat strenuous effort was made by outside parties to interrupt and weaken fast train service out of this city, but it was met and defeated by our Transportation Committee. Because of the improved service the Michigan Central Road has been brought under the provisions of the new railroad law so it comes under the reduced passenger rate.

In doing its work the Transportation Committee is required to interview railway officials, correspond with them and with organizations of shippers throughout the country. When reports and recommendations are made, and approved by our Board of Directors, they are forwarded to the Interstate Commission, the Interstate Commerce Law Convention, the Shippers and Carriers Joint Committee and other kindred organizations. The two per cent. flat rate mileage book and the extra baggage feature were thoroughly gone into and vigorously worked for and reported upon; contentions between individuals and smaller communities on the one hand and the railway corporations on the other, have been handled and in one instance an amicable adjustment was reached, while others are still pending.

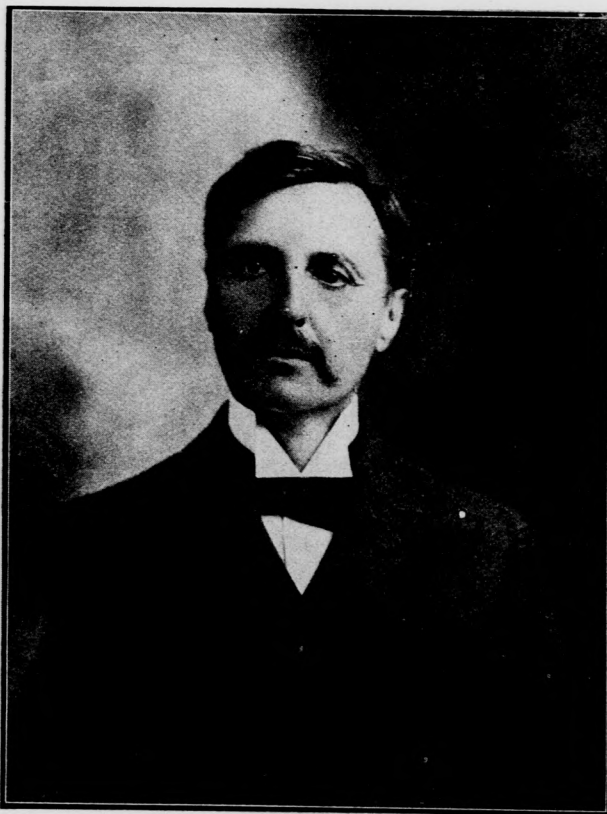
A very prominent result of the investigations and deliberations of our Transportation Committee the past year is a clear and forceful realization of the fact that under present provisions the State of Michigan does not provide adequate or in any sense satisfactory facilities through which the people of the State may act to secure relief in their contentions with railway corporations. This matter was taken up by a special committee of the Transportation Committee early last Spring. Correspondence was had with shippers, municipalities and state organizations and a mass of information was obtained as to conditions and practices elsewhere. This information has been thoroughly analyzed in committee sessions and by study on the part of the individual members of the entire committee. As a consequence of this work, the committee formulated a report which, submitted to our Board of Directors, was unanimously approved by that body. This report recommended the drafting of a bill providing, among other things, for the creation of a State Railway Commission of three members, one of whom "shall have a general knowledge of railway law" while "each of the others have a general understanding of matters relating to railroad transportation." The bill is to provide, also, that "no commissioner nor the Secretary shall hold any other office or position of profit, or pursue any other business or vocation, or serve on or under any committee of any political party, but shall devote his entire time to the duties of his office." Also, that: "Any person ineligible to the office of commissioner shall be ineligible to the office of secretary."

The Board of Directors instructed your Secretary to correspond with the various commercial bodies in Michigan with a view to securing united effort toward obtaining legislation at Lansing this winter along the lines indicated in the proposed bill. These instructions have been carried out and indications are that such joint effort will be made although the ultimate form of the perfected bill to be decided upon by representatives of the various organizations remains to be developed.

The Industrial Committee.

With a total membership of thirty, the general committee on Industrial matters has held five meetings with an average attendance of twenty-one members at each meeting. From time to time a total of ten special committees have been created for the purpose of investigating and reporting upon ten separate industrial propositions and a total of twelve meetings have been held by these committees. In addition there have been made by these committees three individual inspections of properties, one inventory and two careful examinations of books. A considerable amount of correspondence has been carried on by the committeemen as well as through our general office, and the general chairman has made personal visits to concerns under consideration, which were outside of the city. In brief the Industrial Committee as a whole has worked with splendid energy and intelligence and with an eye single to the best interests of the entire city.

The results of this work are as follows: The Excelsior Wrapper Co. is located here, has about completed a fine new plant representing an investment of \$50,000; and already employs about 100 men. This industry was brought to the attention of our Board by Mr. Sy-



H. D. C. Van Asmus

(14) Rubbish in Streets and Alleys, (15) Bill Boards, (16) Treatment of Vacant Lots, (17) Tree Survey, (18) Local Photographs, (19) Stereoscopic Slides, (20) Block System of House Numbering, (21) Street Signs, (22) Street Car Passenger Platforms, (23) Union Interurban Station and (24) Public Comfort Stations, twenty-four different topics under committee surveillance.

Thus we have a total of sixty men investigating and considering a total of twenty-four topics pertaining directly and most importantly upon the subject of wise city building. All of these topics are co-ordinate to the five general topics: "A Better Governed City," "A Cleaner City," "A More Healthful City," "A More Beautiful City" and "A City of Conveniences," the headings by which the five sub-committees of the Municipal Affairs Committee are designated.

In every instance the sub-committees have secured valuable and frequently surprising information concerning the respective matters under investigation and that data will be retained for reference and use as may be needed or desired; but early in the year it was decided to concentrate the work of the sub-committees upon some one or two of the matters in hand with the hope of making progress along a few lines rather than diffusing effort over too many. The Control of Rubbish in the Streets, the Smoke Nuisance, Pure Milk and Good Meats, Anti-Tuberculosis, the Telegraph Pole Nuisance, Bill Boards, Treatment of Vacant

All of these matters will be presented, graphically, by use of stereoscopic views obtained by the Committee, as, also will be striking illustrations of the smoke nuisance and the proposed block system of house numbering that has been evolved by the Committee. And your especial attention is invited to these stereoscopic illustrations because they will give, in the most convincing manner, not only a clear idea as to a most important work of the Board of Trade, but a tangible argument as to what remains to be done to make of Grand Rapids a truly beautiful and metropolitan city.

The Transportation Committee. The Transportation Committee of the Board of Trade has thirty-four members and is divided into three sub-committees, on Passenger Traffic, Local Freight Traffic and Through Freight Traffic, respectively. The sub-committees have eleven members each. Since the first of the year there have been held four meetings of the general committee and five sub-committee meetings. An average of eighteen members has attended each general committee meeting and an average of six members has attended each sub-committee meeting.

The chief work of this committee is keeping in touch with railway legislation at Washington and throughout the various states. Incidentally, there are more or less of local matters to take up. This work imposes a regular and careful scrutiny of the newspapers on the part of the chairmen of the sub-committees

brant Wessellius. The Michigan Motor Company, which contemplates moving from our city, has rearranged its plan and policy in accordance with recommendations made by our special committee and deciding to remain here, and is now moving along successfully and satisfactorily. The Luxury Chair Co., which was thoroughly investigated and reported upon, has been reorganized and is now considered to be upon a substantial business basis. The Edwards-Hine Co., which has been insistently urged to move to other towns, was also investigated and reported upon, the result of which is increased capitalization and facilities and increased business and prosperity as a Grand Rapids institution. After a thorough investigation of the Sand Lime Brick proposition by men especially well qualified for the work, a report was made by them with the result that a company for the manufacture of that brick is being organized, the site for the factory is already purchased and active manufacturing will begin very shortly. Other matters carefully investigated and reported upon adversely were a wire fence proposition, a meat packing house, a castor company and a motor truck enterprise. There are three prospective enterprises still under consideration and upon which reports are to be made. For good business reasons, it is not proper to here specify them by name.

Thus, it will be seen that our Industrial Committee has thoroughly, fairly and carefully taken up twelve different propositions; has secured two entirely new industries which contemplated moving away from Grand Rapids and which have been saved to the city; it has investigated and reported unfavorably upon four industrial proposals and still has three unsettled matters under consideration.

Public Improvement. Unlike the other committees, the Public Improvement Committee is not required to adhere strictly to committee effort because the matters referred to that committee can, as a rule, best be handled through individual effort.

On the 6th of March there was a meeting of the Public Improvement Committee at which the following matters were presented for consideration.

The improvement of the Mill Creek situation; the Good Roads proposition for Kent County; the City Detention Hospital; the improvement of conditions at the County Home and the reforestation of Michigan State lands.

The Mill Creek matter had dragged until the City Engineer, unable to get action on the part of the Grand Trunk Railway people, appealed to the Board of Trade for assistance. Our Public Improvement Committee took up the matter with the railway company meeting with almost immediate response and in due time, as expeditiously as possible, the desired improvement was made. The work of this committee on the Detention Hospital matter was influential with the Common Council and the new establishment, admirably planned and equipped, has already been in commission several months, rendering good service and enjoying the distinction of being the only intermediary retreat in Michigan for public charges, pending their examination and treatment to decide whether or not they are mentally unsound and eligible for confinement at the State Asylum for the insane. The sub-committee on reforestation has worked entirely along educational lines, condemning the practices and advertisements of "land sharks" who advertise in Chicago papers to sell garden farms, summer homes, etc., at ridiculously low prices and actually sell the worthless barren state tax lands. Co-ordinately with the Committee on Conventions, our sub-committee on Reforestation was influential in securing for this city the last annual convention of the Michigan Forestry Association. The Public Improvement Committee, through its sub-committee and aided by the State Highway Commissioner, made an effort a year ago to promote good roads in Kent County by sending to every township supervisor in the county, a blank petition for State aid, asking that the matter might be submitted to the voters of the county. A request was made that the names of at least seven freeholders in each township be secured to each township petition, by the supervisors. Had this been done as requested, Kent County would have received State aid for good roads, the coming year. The township supervisors, failed absolutely, to circulate petitions. The lesson was a forceful one. If the people of Kent County desire good roads, and there is overwhelming evidence that 80 per cent. of the freeholders of Kent County do so desire, the necessary petitions to secure the submission of the question to a vote of the people must be circulated for signatures by others than the township supervisors. Your Committee on Good Roads is of the opinion that two days work, simultaneously in each township and systematically conducted, will secure the necessary names to such petitions and it believes that such a campaign may be best carried out by the Board of Trade.

The Convention Committee. Taking up the year's work with no fund whatever available for the special operations expected at its hands, our Convention Committee negotiated a loan of \$100 from our general fund to meet immediate expenses for stationery, printing and postage. Hundreds of letters with return post cards bearing inquiries concerning

annual conventions of national, state and fraternal organizations were sent forth with the result that we succeeded in compiling a list of 107 different organizations, and the respective dates of holding their conventions as well as the places for holding the same.

Invitations were sent to these bodies and in a large majority of cases replies were received showing that geographical sections,—the North, South, East and West—constitute the chief considerations in selecting cities for holding national conventions and that very heavy expense is usually involved. Moreover, these meetings rarely occupy more than three days, of which the second day is the only one that is marked by a large attendance of delegates.

These facts being quite apparent, your committee directed its chief effort toward securing Michigan organizations for their conventions the past year and for the coming year. Through these efforts have been secured the convention of the American Insurance Union with an attendance of three days of 75 delegates; the exhibition for a week, of the National Anti-Tuberculosis Association, which attracted hundreds of people in Western Michigan; the National Association of Fish Hatchery Superintendents for three days, with sixty delegates; an excursion under the auspices of the Clinton County (Michigan) Sunday School Association, bringing 3,000 people to our city for one day; the State Bankers' Association; the convention of the Michigan Implement and Vehicle Dealers Association with 400 delegates here for three days and the Michigan State Grange for four days, with 500 delegates. We have assured for the coming year, the Michigan Retail Shoe Dealers Association and the Michigan State Bar Association and negotiations are now on for a score of other possibilities. Your committee has, by personal solicitation among retail merchants and hotel proprietors, secured sufficient subscriptions to liquidate the debt of \$100 to our general fund and to meet all other expenses and we have a fund guaranteed for next year, aggregating about \$800 which will, if our hopes are realized—cover about 50 per cent. of what we estimate will be required.

The Membership Committee. When our Membership Committee began its campaign a year ago, the city had been quite generally canvassed so that the outlook was not reassuring. Then too, the record of mortality among our members the past year is the largest in the history of our organization. Taking these two facts into consideration, it is interesting to know that we have maintained our average of membership since the last annual report. Following are the records as to our membership:

Members enrolled February 1, 1906.....	1032
Lost by resignation	73
Lost by deaths	21
Lost by removals	2
Lost by non-payment of dues.....	31
.....	154
Members added during the year ending Feb. 1, 1907.....	878
Members enrolled February 1, 1907.....	1039

The Legislation Committee. It has happened that during the past year the Legislation Committee has had but one meeting and there were twelve of the twenty-four members of the committee present. The following matters were taken up and discussed. The desirability of approval, by the United States Senate, of the Santo Domingo Treaty; the need and existing demand for the creation of a Federal Court in China, as set forth in the Denby Bill and the wisdom of the Board of Trade giving its approval to the Denatured Alcohol Bill, so called.

This meeting was held on May 7 and on the evening of the following day presented a written report to the Board of Directors showing that the committee had adopted resolutions recommending to the passage of the Denby bill creating a Federal Court in China and recommending a favorable report by the Senate Committee on Finance on the Denatured Alcohol Bill.

Excepting the last named recommendation, which was laid on the table, the Board of Directors approved the recommendations from your committee. The only matter at present before the Committee is the proposition to obtain a repeal of the State Law taxing mortgages.

Wholesale Dealers' Committee. With a membership of twenty-four, the Wholesale Dealers' Committee has during the year held eleven meetings, at which the following matters were taken up: The continuation of the Board of Trade's perpetual Excursion plan; the Negotiable Bill of Lading (in conjunction with the Committee on Transportation); the development and carrying out of the Merchants' Week enterprise; the excursion to northern towns by Grand Rapids jobbers and the excursion rate discrimination by the railway companies in favor of Detroit and Chicago as against Grand Rapids.

The perpetual trade excursion was continued through the year, with seventy-six of our jobbers pledged to support the plan. In this connection 100,000 identical circular invitations were printed and mailed to retailers in the legitimate trading district of our city. The trade excursion has proved a greater success the past year than during the preceding year and beyond all question causes outside dealers to visit Grand Rapids to make

purchases more frequently than before. While the negotiable bill of lading matter is in the hands of the Transportation Committee, the members of the Wholesale Dealers' Committee gladly contributed of its best thought and effort to that subject and will continue to so co-operate with the other committee.

Perhaps the most successful of all the various efforts by the Wholesale Dealers' Committee was the organization and the realization of the Merchants' Week venture. On Tuesday, Wednesday and Thursday, June 5, 6 and 7, upward of 700 retail merchants from all points in Michigan were in the city as guests of the Board of Trade. They came from points as far east as Hillsdale, Washtenaw, Oakland, Macomb, St. Clair, Saginaw, Bay and Iosco counties; as far north as Cheboygan and Emmet counties; as far south as the northern tier of Indiana counties and from all other counties between these limits and Lake Michigan.

They not only received, on the basis of the amount of goods they purchased while here, a refund of half of their railway fare, but they were given a banquet at the Lakeside Club, and, through the courtesy of the Grand Rapids Railway Company, free car fare to and from the Lakeside and tickets of admission to the theater and all other special attractions at Ramona Park. That "Merchants' Week" was essentially a success is testified by our jobbers and as well as by the visiting merchants.

Another and the most recent success achieved by the Wholesale Dealers' Committee was the trip to towns north of us by Grand Rapids merchants. On November 7, 8 and 9, representatives of 33 of our jobbing houses, accompanied by railway officials and press representatives, visited forty-three towns at each one of which every merchant who trades in this city was visited. It was a continuous series of most gratifying receptions and an unbroken session of good fellowship and rational pleasure for all concerned. Beyond question the experience will be repeated next Autumn and it goes without saying that every establishment represented in the first excursion will be on hand for the next occasion.

The only disappointment experienced by your Committee was in regard to the railway companies' discrimination against Grand Rapids in favor of Detroit and Chicago in the matter of excursion rates from points north of Grand Rapids. The matter was taken up with the G. R. & I. and the Pere Marquette Railroad companies. We received very courteous response from the first named company but the reply from the Pere Marquette was emphatically dictatorial indicating that organization will not consider any effort to readjust the rates in question.

Entertainment and Banquet. There are two important standing committees in our organization which, although they are called upon but once each year as a rule, yet have grave responsibilities resting upon them and are, perhaps more than any other committee, required to accept the risk of direct personal criticism not always within their power to escape.

The Entertainment Committee has the handling of our annual steamboat ride and al fresco banquet. The Banquet Committee manages the midwinter entertainment which follows our annual meeting. Both committees have wind and weather to contend against to say nothing of individual tastes and preferences, and the great difficulty caused by failure on the part of those receiving invitations to signify whether or not they are able to accept them.

All who participated in the midsummer outing know that the Entertainment Committee performed its duties well, but they do not know, of course that three meetings of the general committee and seven sub-committee meetings were necessary, not including the hard day's work by the members on the eventful day of the excursion.

The work of the Banquet Committee will be verified at the Banquet by various innovations which are improvements. First, through securing the Auditorium for this occasion, nearly a year ago, the committee is enabled to invite the families of our members to seats in the gallery; next, for the edification and enlightenment of our members as well as our guests, the committee has provided a stereoscopic entertainment, showing various phases of our city, desirable and undesirable, and has secured Prof. Zuebelin to address our audience on "The City Beautiful," as it may be suggested by the views of Grand Rapids.

The Retail Dealers. Resting our faith upon the efficacy of the Transient Merchants' Law enacted at Lansing nearly two years ago, the Retail Merchants' Committee was not particularly active until last Fall when a case of transient merchant control was tried under the new law and the law was declared unconstitutional by both Judge Stuart and the Supreme Court.

Accepting the situation the Committee, using its own funds, employed Mr. Elvin Swarthout to investigate the situation and report any steps that might be taken to secure relief. Mr. Swarthout reported back to the committee a draft of a City Ordinance, the passage of which be recommended by the Common Council. He also reported that Act 191 of Public Acts of 1901 had been declared, (because of the declared unconstitutionality of the Act of 1905) to be valid and still in operation.

Mr. Swarthout's report and recommend-

ation was approved by the Committee and the matter was reported in detail to this Board, which gave its approval in turn. According to instructions, the Secretary forwarded the draft of a City Ordinance to the Common Council with a request that it be carefully considered and enacted into law if possible; that if amendments are required, to make them; but at least to provide some sort of regulations which will protect permanently-located, tax-paying retailers from the practices of transient and faking vendors.

The drafted ordinance was referred to the Common Council Committee on Ordinances and when the committee is ready to consider it, they have assured the members of the Retail Dealers Committee that they will be given a hearing. We have also assurance from Prosecuting Attorney McDonald that pending action upon the ordinance the provisions of Act 191 of the Public Acts of 1901 will be strictly enforced.

A sub-committee of the Retail Dealers Committee has had under consideration since early in October the present day abuse of advertising in special mediums (a practice which merchants say has become an intolerable nuisance) but has not yet formulated recommendations on the subject.

After a continuous existence of nearly nineteen years the Board of Trade, on the 6th of July last, held its first meeting in a building of its own. And what an existence it was, with its repeated changes of location, its necessarily cramped quarters and inconveniences and constant feeling of uncertainty. These were difficult conditions to overcome and at the same time maintain an interest, such as the institution deserved.

But that interest was sustained, thanks to the loyalty of our membership, so that there was a double sense of satisfaction when the purchase of our new home was guaranteed by the generous and united action of the banking institutions of our city; when our Executive Committee took hold of the matter with confidence, when our special Building Committee undertook the work of remodeling with energy and wise care.

All of these acts were distinct declarations of faith in the value of the Board of Trade and of confidence in its future; declarations which could not be successfully disputed. And so the acquiring of this property in all of its phases, constitutes a triumph for our organization, a lasting mile post in our history, from which will be dated many important events in the record yet to come. May that record show above all things, a steady maintenance of the present harmony among the business men of Grand Rapids, without which the splendid record of our city as the home of broad, wide-spread, genuine public spirit, may be maintained.

Financial Statement for Year Ending, Dec. 31, 1906.

Resources.	
Building and improvements	\$66,817.58
Cash in bank	529.77
Cash in Petty Fund	100.00
Back dues, good	675.00
Furniture and fixtures	2,588.49
Due for rent	341.25
Due on subscription fund.....	398.00
.....	\$71,360.00
Liabilities.	
Bonds outstanding	\$54,000.00
Bills payable, bank	5,000.00
Accounts payable	1,606.37
Surplus	10,753.63
.....	\$71,360.00
Receipts.	
Bal. on hand Jan. 2, 1906.....	\$ 909.79
From sale of bonds	55,000.00
Rentals	5,088.41
(Continued on page six)	

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.

Office Stationery

Letter, Note and Bill Heads
Statements, Envelopes, Counter Bills
Tradesman Company
Grand Rapids



Movements of Merchants.

Montague—Thos. Gaynor, hardware dealer, is dead.

Manistee—G. A. Hart has sold his planing mill to Patrick Noud.

Gladwin—H. A. Wagar succeeds Wagar & Taylor in the drug business.

Constantine—Walker, Lull & Co. succeed Rex A. Merritt in the drug business.

Ionia—A new meat market will be opened here by E. E. Godfrey, of Cadillac.

Emerson—The Chesbrough Lumber Co. has increased its capital stock from \$4,000 to \$1,000,000.

Ypsilanti—Ralph F. Miller will soon open a jewelry store in connection with C. F. Ender's store.

Adrian—B. Berman & Co., jobbers of men's and boys' clothing, of Detroit, will soon open a store here.

Holly—John Bradley will continue the implement business formerly conducted by Bradley & Shutteworth.

Brown City—W. J. Churchill will continue the harness business formerly conducted by Churchill & Crake.

Allegan—M. R. Allen has sold his harness business to Frank Pierson, of Grand Rapids, who will continue the business.

Port Huron—A receiver has been appointed for the Lee Manufacturing Co., which manufactures steam specialties and pneumatic air tools.

Farwell—Frank McLellan has sold his stock of furniture and undertaking goods to John J. Saxton, who will continue the business at the same location.

Algona—J. W. Gilbert has purchased the C. M. Gilbert & Son grocery stock. He has not yet decided whether he will continue the business or not.

Berrien Springs—Eldson & Graham have purchased the meat market of Lybrook & Pennell, next to their grocery, and will conduct same in future.

Shepherd—Frank Deese, of Onaway, has purchased the Richie building and will open a men's furnishing, dry goods and shoe store about March 1.

Battle Creek—The dry goods business formerly conducted by the Schroder-Curtis Co. will be continued under the style of the Schroder Bros. Co.

Fowlerville—John Loree and Edward Defendorf have purchased the hardware and implement stock of Hugh Loughlin and will take possession in March.

Monroe—The stock of the New-comer Clothing Co. has been sold to Wm. J. Luft and J. B. Bice, who will continue the business under the style of the Luft-Bice Co.

Shelbyville—W. B. Meredith and G. W. Pratt has consolidated their stocks and will now conduct a meat market and grocery under the style of Meredith & Pratt.

Manistee—Phillip Bolla and Benjamin Russky, who have conducted

a clothing business under the style of the Monarch Clothing House, have dissolved partnership.

Howard City—Fred Ashley has taken Walter J. Smith as a partner in his dry goods business with a half interest. The business will be continued under the style of Ashley & Smith.

Milan—R. M. Robbins and W. W. Sanford have formed a copartnership and purchased the hardware stock of H. C. Sill, who retires from an active commercial life because of ill health.

Sault Ste Marie—C. P. Haerle, formerly manager of the grocery department of Prenzlauer Brothers' department store, has taken a similar position with the Fair Savings department store of Escanaba.

Morenci—Roscoe Wilson has sold his interest in the hardware stock of Baldwin & Wilson at Fayette. Lee Perry has purchased a quarter interest in same and the business will be continued under the style of Baldwin & Perry.

Traverse City—A. J. Garey has purchased the stock of J. M. Becker, at 456 East Eighth street, and will conduct the business hereafter. Mr. Becker carried a stock of hardware and notions, but Mr. Garey will add a stock of groceries and dry goods, besides increasing the other stock.

Belding—A furniture store will be opened here by the Miller & Harris Furniture Co. and Adelbert Hall, of Hastings. Mr. Hall will have charge of the new store, which will be conducted under the style of the Miller & Harris Furniture Co. The Hastings business will be conducted the same as heretofore.

Traverse City—Julius Campbell has merged his hardware business into a stock company under the style of the Julius Campbell Co. The new corporation will have a capital stock of \$25,000. Valentine Schaaake, Henry King, Chas. S. Vader, Jr., and L. H. Diamond have joined the enterprise as stockholders. Furniture will be added to the stock.

Belding—The hardware business of the late T. Frank Ireland, since his death conducted by his sons, has been merged into a stock company, and will be continued in the name of the founder, as heretofore. The company has an authorized capital stock of \$15,000, all of which has been subscribed, \$200 being paid in in cash and \$14,800 in property.

Manufacturing Matters.

Cadillac—The Cadillac Handle Co. has increased its capital stock from \$55,000 to \$200,000.

Detroit—The Independent Stove Co. has increased its capital stock from \$30,000 to \$60,000.

Detroit—The capital stock of the Detroit Stoker & Foundry Co. has been increased from \$110,000 to \$150,000.

Traverse City—Ross & Monroe have purchased the cigar box factory which was formerly run by the late Corrie Kroll.

Detroit—The Premier Manufacturing Co., which manufactures trunks, has increased its capital stock from \$10,000 to \$15,000.

Pokagon—The sawmill business formerly conducted by J. H. Phillips will be continued under the style of the Phillips Lumber Co.

Camden—The Camden cheese factory has been sold by B. R. Alward to the Riverside Company, of Adrian. This property was bequeathed to Mr. Alward by the late O. D. Chester.

Jackson—The P. B. Miles Manufacturing Co. has been re-organized and merged into a stock company under the same style. The company will manufacture a cement block machine.

Benton Harbor—The Pitkin Paint Co., of Chicago, has purchased the Peters Lumber & Shingle Co. mill and will soon begin operations. The company will bring some of its employees from Chicago.

Grayling—A corporation has been formed under the style of the Grayling Lumber Co. with an authorized capital stock of \$700,000, of which amount \$678,000 has been subscribed and paid in in property.

Detroit—The Princess Cloak & Skirt Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Saginaw—The mills on the lines of the railroads north of the Saginaw river are increasing their output of hemlock, and trades in timber involving many million feet of hemlock have been made this winter.

Capac—The Capac Creamery Co. has been incorporated to manufacture dairy products. The authorized capital stock of the company is \$7,500, all of which has been subscribed and paid in in property.

Coldwater—The American Auto Wheel Co. has been incorporated to manufacture auto wheels. The company has an authorized capital stock of \$100,000, of which amount \$60,300 has been subscribed and paid in in property.

Detroit—A corporation has been formed to manufacture tires under the name of the Widerspin Tire Co. The company has an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in in property.

Tower—Keys & Wqrboys have obtained an option on a quantity of timber owned by Merritt Chandler, north of Onaway, and should the option be taken up, the purchasers purpose the erection of a large wood-working plant.

Detroit—A corporation has been formed to manufacture machines for making gas under the style of the National Alcohol Gas. Co. The company has an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Cheboygan—There is talk at Cheboygan of another sawmill plant being erected, the local mills having more logs in sight than they can handle the coming season. Should the new plant be built it will be a single band mill and run the year through.

Detroit—A corporation has been formed under the style of the Pau Pau Cola Co. to manufacture non-al-

coholic beverages with an authorized capital stock of \$30,000 common and \$20,000 preferred, of which amount \$41,000 has been subscribed and \$2,000 paid in in cash.

Sturgis—A corporation has been formed under the style of the Powell Suit Case & Go-Cart Co. to manufacture children's vehicles. This company has an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Three Rivers—A corporation has been formed under the style of the Kirsch Manufacturing Co. to conduct a general manufacturing business with an authorized capital stock of \$10,000, of which amount \$6,550 has been subscribed, \$800 being paid in in cash and \$5,000 in property.

Alpena—The Bradford Lumber & Planing Mill Co. has been incorporated to conduct a lumber business with an authorized capital stock of \$10,000, all of which has been subscribed and \$5,000 paid in in cash. The stockholders in the company are all Alpena men and are C. G. Bradford, Ralph Gilchrist and Deveraux.

Kenton—It is estimated that the Sparrow-Kroll Lumber Co. has a stock of standing pine sufficient to run the mills only two more years. The company owns 50,000 acres of fine hardwood and hemlock timber lands, the most distant being but thirteen miles from the mills, and this will be converted into lumber after the pine shall have been exhausted. The company is operating four camps and the mills run the year through.

Bay City—The Kneeland-Bigelow Co., in addition to its large hemlock output the present year, will market the output of the Batchelor Timber Co., whose mill is located at West Branch, seventy miles north of Bay City. The two Kneeland-Bigelow plants manufactured 19,108,379 feet of hemlock last year and calculate to put out as much the current year. The Batchelor Timber Co. will cut about 5,000,000 feet and the remainder of the output will be hardwoods.

Saginaw—Bliss & Van Auken manufactured 4,688,446 feet of hemlock last year, and this will probably be increased this year, as they are figuring on a total output of 14,000,000 feet. The growing scarcity of white pine is creating an increased demand for hemlock. Heretofore W. D. Young & Co. have confined their operations exclusively to hardwood, putting out from 17,000,000 feet to 19,000,000 feet annually, but this year they calculate on manufacturing 8,000,000 feet or more of hemlock.

Saginaw—Tamarack has not entered into calculations as a lumber factor to any marked extent until the last year or two, it not being regarded as having much value. But as substitutes for pine box lumber become necessary tamarack is being utilized and is said to make very good box lumber. T. E. Douglas & Co., whose mill is located at Lovell's, last year manufactured 1,198,828 feet of tamarack lumber and had only 53,000 feet on hand at the end of the year, an indication it was a fairly good seller. Large tracks of tamarack timber lie north of Saginaw river.



The Grocery Market.

Tea — Prices are unchanged throughout and fairly steady. The present wholesale tea business is not especially profitable, as holders are working on a particularly small margin.

Coffee—The statistical position is against the present prices of coffee and it is becoming worse every day. Nevertheless the syndicate is able to hold the market steady to firm. What it has done amounts practically to reducing the supply by about 4,000,000 to 5,000,000 bags. This means a considerable feat which will probably continue to be temporarily successful. It has had a marked success so far, as the market has been supported on a basis 2c above the basis when the supply was smaller. Since the rule of supply and demand no longer obtains, the sole question now is—how long will the power of manipulation hold up a market which would otherwise go all to pieces? The demand is moderate, since there is much danger in carrying large stocks in the face of existing conditions. Java and Mocha are firm and active. Mild coffees are steady and in good demand.

Canned Goods—Maine packers of corn, as a rule, do not seem to be at all anxious to sell futures, their reluctance being attributed to the fact that the price represented by the quotation of those who are already in the market is but $2\frac{1}{2}$ c higher than that made last year, and consequently the difference does not more than half cover the increased cost of production represented by the advance in the price of all packing materials, leaving out of consideration the higher cost of labor. Moreover, the packers anticipate meeting with no difficulty in placing whatever they have to sell when they get ready to book orders. It is expected that some of them may enter the market as sellers to-day, but a number of the more prominent concerns, it is stated, will not offer their 1907 pack for several weeks to come. New York State future corn at the opening prices seems to be going slowly. Spot corn is still unsettled and dull. Offerings of spot tomatoes find buyers indifferent. That quotation is by no means general as yet, most of the holders being confident that it is only a question of time when buyers will be compelled to pay that price if not more. The demand for future beans and peas continues, but offerings at the opening prices are light and business is consequently restricted. A firm feeling prevails in all lines of canned fruits, the present lack of demand being without influence upon market values in view of the limited supplies of all descriptions. American sardines are dull but firm. The conference of packers and commission men which was held in Boston on Friday is said to have been purely informal. No action was taken affecting market prices. Red Alaska salmon is somewhat firmer as a result of the recent cleaning up of some cheap

lots offered by second hands. In other lines no new features were presented. Stocks are extremely light with the market firm, but there is no important demand.

Dried Fruits—Apricots are slow and rule at unchanged prices. Currants are unchanged and in fair demand. Apples are quiet and unchanged. Prunes are unchanged, both on spot and on the coast. The demand is light. Peaches are still high but slow. Raisins are scarce and high, particularly fancy seeded, which command a premium. Loose raisins, especially 3-crown, are scarce, as are practically all other grades.

Syrups and Molasses—Compound syrup is in fair demand at prices which, although unchanged, are firm at the advance. Sugar syrup is in very little demand at unchanged prices. Molasses is rather quiet at unchanged prices.

Provisions — Regular and picnic hams are all $\frac{1}{4}$ c higher, due to the light receipts and the higher cost of live hogs. Bacon and bellies are also getting scarcer and show the same advance. Pure and compound lard are $\frac{1}{4}$ c higher. Barrel pork has advanced 50c per barrel. Dried beef and canned meats are unchanged and dull.

Fish—Codfish, hake and haddock are firm and unchanged. The mackerel market is unchanged, being still firm through a small supply. The demand is fair. Domestic sardines are unchanged at the last advance, the demand being quiet. Imported sardines are in fair demand at firm prices. Salmon is unchanged and quiet. The J. K. Armsby Co. sent a firm letter to its agents during the week to the effect that all factors in the packing of Alaska salmon were much higher than last year, and that as to labor the cost had not only greatly advanced, but it was seriously scarce, owing to the better field in other lines of work in San Francisco. The prediction was made that prices of Alaska salmon would be higher next season. Since other grades of salmon are affected by precisely the same factors, the outlook for all is firm.

Dr. Wiley, of the Department of Agriculture, asserts that some of the ice cream he has examined has contained 12,000,000 germs per cubic centimeter, while good cream should contain only 10,000 germs. He goes on to describe the manufacture of some of the stuff, which description all lovers of the delicacy are urged to shun. It is like a miniature "jungle book."

Wegner Brothers, retail furniture dealers, on South Division street, have merged their business into a stock company under the same style with an authorized capital stock of \$50,000 common and \$30,000 preferred, of which amount \$60,000 has been subscribed and \$50,000 paid in.

Wedgewood & Son will shortly engage in the drug business at Grandville. The Hazeltine & Perkins Drug Co. has the order for the stock.

Some people's only idea of preparing for the next world is to take sulphur baths.

The Produce Market.

Apples—The demand is very good and there is plenty of good stock moving at moderate prices, 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 is firm at an advance of 1c on all grades. The stock is very short and the demand very good. The market is very healthy and is likely to remain so for several weeks at least. The quality of the current receipts is running fine for the season. Storage stocks are decreasing rapidly, and although the price is already high, slight further advances may come. Creamery is held at 32c for No. 1 and 33c for extras. Dairy grades are held at 24c for No. 1 and 18c for packing stock. Renovated is weak at 24c.

Cabbage—75c per doz.

Celery—28c per bunch for Jumbo.

Cheese—The market is unchanged but shows an increased demand. Prices are firm. Stocks of cheese everywhere are very light and at present prices speculators have only a normal profit. Prices are already high enough and there will probably be no further advance in the near future.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—The market is higher on account of the cold weather, which retards shipping. The receipts of fresh eggs are increasing, as is also the demand. Storage eggs are nearly exhausted and the trade will all have to go on fresh eggs at an early day. The market is now in a very healthy condition and the outlook is firm and unchanged, unless warm weather should come to depress the market. Fresh commands 23c for case count and 25c for candled. Storage stock is fairly steady at 24c.

Grapes—Malagas command \$5@6 per keg.

Grape Fruit—Florida commands \$4.25 for either 54s, 64s or 80s.

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—18c per lb. for hot house.

Onions—Home grown, 75c per bu.; Spanish, \$1.6 5per 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 has firmed up considerably. Dressed fancy springs, large fancy hens, fancy dressed geese and fair to good and small hens show an advance of 1c. Receipts have fallen off on account of the severe weather and what is coming in is frozen, thus placing it in competition with the storage stock. Demand is moderate.

Radishes—35c per doz. bunches.

Squash—Hubbard, 1c per lb.

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

The Grain Market.

Prices on wheat have sagged off about $\frac{1}{2}$ c per bushel during the week, there being a general tendency on the part of large operators to sell. The world's available supply, according to Bradstreet's, showed an increase of 2,216,000 bushels, compared with an increase for the same period last year of 732,000 bushels. The visible supply east of the Rockies showed the following changes for the week: Wheat increased 126,000 bushels, corn 113,000 bushels. Decreases, 134,000 bushels of oats, 9,000 bushels of rye and 66,000 bushels of barley. This brings the present visible supply of wheat to 44,857,000 bushels, as compared with 48,537,000 bushels for the same period last year; corn to 7,314,000 bushels, compared with 14,850,000 bushels one year ago, and oats to 11,848,000 bushels, as compared with 26,655,000 bushels one year ago.

So far as the coarse grains are concerned, at least, prices will undoubtedly go higher. Both corn and oats have made gains the past week. Corn is selling at about $\frac{1}{2}$ c per bushel advance and oats $1\frac{1}{2}$ c per bushel higher.

The demand for ground feeds has shown some improvement, and prices are from 50c@\$1 per ton higher. Millstuffs are stronger and in better demand. Western feeds are up 50c per ton.

Buckwheat bran seems to have struck quick sale of late and prices are up practically \$1 per ton on the same.
L. Fred Peabody.

The Drug Market.

Opium—Is very firm on account of conditions in the primary markets.

Morphine—Is unchanged but an advance is looked for.

Quinine—Is very firm.

Citric Acid—Is very firm and tending higher.

Glycerine—Indications are that this article is on the verge of an advance.

Chloroform—Has been advanced by the manufacturers 2c per pound. Another advance is looked for.

Oil Peppermint—Is very firm and an advance is looked for.

Oil Wintergreen Leaf—On account of unusual demand has been advanced.

Saffron—On account of competition among holders has declined.

Ginger Root—Is very firm and advancing.

Branch Store for Michigan Trade.

Detroit, Feb. 5.—A. G. Spalding Bros. will open a store at 254 Woodward avenue about April 1. It will be in charge of Richard Jackson, Jr., and will be used as a retail and wholesale distributing point for the State of Michigan. Mr. Jackson formerly traveled for Macauley Bros., and is well known in this city, being a member of Detroit Council No. 9, United Commercial Travelers, Detroit Lodge of Elks and Wayne Lodge of Odd Fellows. The store will have a complete stock of everything in the line of athletic goods.

It is my own fault if I am deceived by the same man twice.

ANNUAL REPORT

(Concluded from page three)

Subscription to Building Fund	6,802.00
Loan, less interest	4,899.59
Foresters' Exhibit	193.27
Miscellaneous	75.48
Convention Fund	820.00
Dues	9,550.00

Total of pupils attending public schools	16,539
Total pupils attending private schools	7,892
Aggregate value of school property	1,736,200
Volumes in Public Library	90,000
Volumes in Law Library	7,873

The past year has been a very active one in our city and suburban real estate transactions. Mr. Van Alderen of the Hunt & Davis Abstract office reporting a total investment represented by instruments of record giving actual valuations and prices paid, amounting to \$6,407,227. To account for the large number of instruments where merely nominal purchase prices are named, 33 1/2 per cent. of the foregoing total is added thus giving \$8,542,970 as the approximately accurate aggregate of real estate values changing hands during the year.

Building Operations.
Following is a comparative exhibit, by months, showing the number of building permits issued during the years 1905 and 1906, and the total values represented.

No.	1905	Value.
January, 42		\$ 72,921.60
February, 49		58,555.00
March, 155		161,959.40
April, 226		360,872.00
May, 177		243,649.00
June, 145		150,855.00
July, 115		163,862.00
August, 125		149,576.00
September, 133		212,445.00
October, 119		224,378.00
November, 113		160,439.00
December, 87		186,653.00

No.	1906.	Value.
January, 61		\$ 95,151.50
February, 45		54,188.00
March, 113		187,320.00
April, 162		219,077.00
May, 147		238,332.00
June, 130		244,063.00
July, 144		308,857.00
August, 89		144,580.00
September, 93		120,475.00
October, 119		246,282.50
November, 91		178,694.00
December, 52		148,095.00

1246 \$2,185,131.00

From the foregoing it will be seen that while 240 more permits were issued during 1905 than were issued during 1906, the total value of buildings erected during the past year is \$39,866, in excess of the total value of buildings erected during 1905, which strongly supports the claim that a better class of buildings was indulged in, although of course the cost of materials and labor were greater the past year than during the previous year. Prominent among the structures authorized last year are the following:

American Land Plaster Co. near Lake Shore R. R. crossing, new factory	\$100,000
Alabastine Co., additional new factory	50,000
Grand Rapids Hand Screw Co., between Cottage Grove Ave. and railway, 2 story factory	50,000
Samuel B. Jenks, Division and Goodrich Sts., 3 story brick block	45,000
G. T. Railway Co., Bridge St. bridge and river, stone and brick passenger station	42,000
Paul Steketee, Ionia & Fountain Sts., 3 story concrete and steel building	38,000
C. B. Kelsey, Pearl Street Bridge and river, 4 story concrete and steel building	33,000
John Murray, Division bet. Park and Fountain Sts., 6 story brick building	32,000
Redemptorist Church, Leonard and Carriers Sts., brick church building	30,000
T. Stewart White, Fulton St. bet. Prospect and O'Leary, brick residence	26,325
Edward Lowe, remodeling Pythian Temple	25,000
Excelsior Wrapper Co., Godfrey Ave. and Hall St., 2 story brick factory	25,000
Heystek & Canfield Co., Spring St. bet. Island and Oakes, 5 story brick	24,000
Baxter Laundry Co., East and Fountain Sts., 3 story brick building	22,000
Albert Prange, Williams and Division Sts., 3 story brick building	21,000
Furn. City Brew. Co., Ionia St. bet. Goodrich St. and Wealthy Ave., rebuilding brewery	18,500
American Laundry, Division St. bet. Hall St. and Sycamore St., 2 story brick building	15,000
Mich. Lithograph Co., Fulton St. and Carlton Ave., 2 story brick factory	15,000
G. R. Railway Co., car house, Wealthy Ave., Wealthy and	

Ethel Aves.	15,000
E. R. & W. R. Perry, Lagrave St. bet. Maple and Goodrich Sts., 3 story brick flat	15,000
John Otte, Madison Ave. and Thomas St., 2 story frame residence	15,575
H. J. Heinz & Co., bet. Madison Ave. and railroad, 3 story factory	15,000
Furn. City Brew. Co., Ionia & Goodrich Sts., 3 story addition	15,000
H. B. Herpolsheimer, Lafayette St. bet. Fountain and Lyon Sts., 2 story brick veneer house	12,500
D. Waters, Ionia St. bet. Lyon St. and Crescent Ave., 2 story brick building	12,000
Baxter Laundry Co., Fountain and East Sts., 2 story brick barn	11,675
Jas. M. Crosby, Plette St. bet. Clyde Park Ave. and Hilton St., 2 story frame house	10,000
Oliver Machinery Co., old Settling Basin property, 2 story brick factory	10,000
Mich. State Tele. Co., Fountain and Ionia Sts., addition	10,000
Valley City Glass & Paint Co., New Enterprises and Increased Capital	10,000

Following is a list of new industrial and commercial organizations with the amount of capital stock of each, established in our city during the past year:

Excelsior Wrapper Co.	\$75,000.00
Sweet & Briggs Furn. Co.	25,000.00
B. & M. Automobile Co.	10,000.00
Roi-all Embalming Fluid Co.	10,000.00
Lewis Electrical Co.	15,000.00
Breen & Halliday Fuel Co.	10,000.00
Ideal Foundry Co.	10,000.00
B. Kadetsky Tailoring Co.	10,000.00
Luce & Banks, Automobiles	5,000.00
Lubeck Automobile Co.	15,000.00
Furniture City Sheet Metal Works	
Safety Light and Heating Co.	
John Knappe Machine Co.	15,000.00
Veneer Machine Co.	35,000.00
Allenized Water Co.	10,000.00
Continental Automobile Co.	4,500.00
G. N. Wagner Lumber & Single Co.	30,000.00

The following enterprises have increased their capital as indicated during the past year:

Cabinet Makers Furn. Co.	\$30,000 to \$150,000.00
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G. R. Medical College Equipment Co., \$1,500 to \$15,000.00.
A. F. Burch & Co., \$10,000 to \$20,000.00.
American Carving & Mfg. Co., \$40,000 to \$50,000.00.
Worden Lumber Co., \$100,000 to \$150,000.00.

Drugs Cure by Shock.

Dr. William C. Cooper, in an interesting communication to Medical Times on Medical Errors and Abuses, states that food is the friend of our physical organism, drugs are its enemies, and that they cure (not by coseting, for only food does that) but by shock. Whether shock will or will not conduce to cure in a given case will depend on the vigor and rebound of the patient. If the patient is robust and not much reduced by sickness, shock may cure him; if he is feeble, shock will hasten his death.

Drugs select particular tissues or organs upon which they mainly express themselves. Thus phytolacca has a hostile affinity for the glandular system. Therefore in mammitis, orchitis, etc., we give this drug, very confidently expecting it to raise a local riot in a particular class of glands. In the tumult the morbid trend is deflected into the normal one. This, says Dr. Cooper, is the secret of drug cure.

Even when a man gets the worst of it he should try to make the best of it.

The Measure of a Bank's Success is GROWTH

The Old National Bank

No. 1 Canal Street

Has in the Last Seven Years Increased its Resources
\$3,375,874.76

Total Responsibility
\$2,130,061.54

Total Resources
\$7,085,103.63

Remember this growth and these totals when looking for a prosperous and secure bank

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

FINANCE, POSTAL AND FREIGHT.

The three barometers of a prosperous community, bank statements, postal receipts, railroad freight tonnage:

	1902	1903	1904	1905	1906
Bank clearings	\$83,004,537	\$97,704,458	\$101,037,199	\$108,755,281	\$117,310,241
Savings Deposits	6,162,817	7,180,316	14,314,000	15,182,690	12,896,341
School Savings	26,805	20,439	32,787	35,240	37,924
Postoffice Receipts	281,286	314,200	334,722	342,925	375,066
Postoffice net earnings	174,789	190,225	203,430	207,706	227,339
Freight forwarded tons	635,073	789,941	878,684	934,692	1,014,760
Freight received tons	1,315,054	1,573,481	1,741,563	1,978,841	2,520,926
Freight tonnage in and out	1,950,127	2,363,422	2,620,247	2,913,533	3,535,686

INAUGURAL ADDRESS

Of President Grand Rapids Board of Trade.

Not being an orator, like my worthy predecessor, and not being able to electrify great audiences with my eloquence, I shall be compelled to retravel the already well-covered ground and endeavor to cultivate fields more in keeping with my inclination and experience. I shall delve particularly along industrial and transportation lines, in hopes some little progress can be made and some additional growth can be gained in these directions.

Years ago, when the subject of giving aid to prospective manufacturers to settle in Grand Rapids was brought forward, I was inclined to agree with the objectors, because they had found a certain degree of success through their own efforts and without aid or bonus, and because they felt it would be rank injustice to compel them to contribute, by way of taxation or otherwise, as an inducement to others. This argument was plausible and certainly appealed to me. Grand Rapids is not the most attractive point in which to build up industries, and yet it has real advantages over most other towns. If conditions had been left in a normal state, our comparative growth would have been greater than it has been; but normal conditions were not allowed to prevail and other places proceeded to furnish artificial inducements. It has been found that these inducements, although not always great in either money or character, have been sufficient to attract industries, and that our method of merely praising our city and making known its advantages has been found, to a certain extent, to be a failure. I did not believe that other towns lacking our advantages could be built up even by offering bonuses, while our city, which offered none, would be passed by; yet we have been compelled to witness a growth in those towns which has been denied to us and which was largely due to contributions in money or money's worth. I suppose some of the lake cities have advantages over Grand Rapids and, upon equal terms, that they would appear to be more attractive for a certain class of manufacturers; yet it was only when some of those cities stimulated industries by bonuses that they entered upon a career of growth and prosperity. It is very generally conceded that the bonus system does not attract the best class of institutions and is objectionable from every legal point of view, and I trust the coming year may develop some plan which will enable us to accomplish even more than we have achieved in the past and yet avoid the pernicious features of the bonus method.

One of the pressing needs of this market is a freight terminal, which shall combine a union freight station with cold storage for perishable goods and dry storage for other commodities. This must come if Grand Rapids is to greatly increase her traffic in fruits and vegetables and assume the position she should occupy as a distributing point for vegetables, farm implements and supplies. Although Grand Rapids is the natural distributing center for Western and Northern Michigan, many manufacturers continue to utilize Jackson and Lansing as their base of supplies because of the meager facilities for handling this traffic at this market. Such a terminal should be located on the river so as to utilize the water transportation, which is sure to play so large a part in future years.

The high price always charged for electric power by the company now in the field has greatly hampered the establishment of small industries, but this disadvantage will shortly be overcome by the absorption of that company by the Grand Rapids-Muskegon Power Company and the adoption of a policy more in keeping with the progressive spirit of the times. In my opinion, the advent of this company is the greatest accession Grand Rapids has secured since the coming of the G. R. & I. Railroad. With its full complement of six dams in operation, it will be able to furnish 75,000 horse power, all of which will be available for lighting and power purposes. This is three times as much power as Grand Rapids is now employing and the remainder can be exploited to excellent advantage in inducing outside manufacturers to locate in this city. The general adoption of this power will practically solve the smoke problem, which has long proved a menace to the health of our people, as well as destructive to the beauty of the landscape.

I hope to see the Grand Rapids Board of Trade endorse and sustain the bill now before the Legislature, as recommended by the Governor and drafted by the Attorney General, providing for a reduction on passenger fares to 2 cents per mile on all the railroads of the Lower Peninsula. I am assured that it has been the experience of every state where the 2 cent rate has gone into effect that the earnings of the railroads, both gross and net, have shown an immediate and permanent increase; and why the railroads do not adopt this rate of their own accord, when they can not fail to realize how it stimulates travel and augments their profits, instead of waiting until they are forced to do so by legislation, is certainly one of the greatest enigmas of the age. I have never advocated legislation along these lines until this year, and

would not do so now but for the statement of the General Passenger Traffic Manager of the New York Central Lines, made to me in New York City two months ago, to the effect that no relief would be accorded Michigan people in the mileage book situation until they lived up to their opportunities and enacted a 2 cent law, as Ohio has already done and as Indiana and Illinois will probably do before the present Legislature in those States adjourn.

The inauguration of a Railway Commission in place of the present unsatisfactory arrangement has already been endorsed by the Board of Trade and I hope to see the bill prepared by the various commercial bodies of the State enacted before the close of the present legislative session. It goes without saying that no arrangement could be more unsatisfactory than the present one and, judging by the experience of other states, we are working along correct lines.

Reciprocal demurrage is one of those live topics which the American people have to face and settle from time to time. Our Transportation Committee can be depended upon to get right on this subject and throw the weight of its influence in favor of any Federal bill which President Roosevelt may recommend and any State measure which appeals to the fairness of shippers generally. The ironclad rules which the railroads have recently undertaken to enforce, except in the cases of certain favored shippers, are about as one-sided as anything I have ever witnessed.

As a Board we should do all we can, in every way we can, to encourage the construction of more interurban roads into Grand Rapids. I go to Indianapolis and ask as to the population of the city and I am immediately informed that the population is 250,000, with an additional trading population of 250,000 which comes in over the ten interurban railroads. I go over to the neighboring town of Dayton and ask the same question and am told that the city has a population of 100,000, with a trading population of 100,000 additional which comes in over the same arteries of travel. The two interurban roads already in existence plainly show us how advantageous it is to the city to encourage further construction of this character and I hope that the next three years will mark the inauguration of direct communication with Battle Creek and next in importance, in my opinion, is direct connection with Belding, Greenville, Carson City, Alma and St. Louis. The interurban road certainly reverses all theories which have been held good for many years, inasmuch as it increases the trade of the village through which it passes as well as of the city which is its terminal. It also tends to enhance the value of real estate, both in the villages and the country contiguous to the line. I am unable to explain why it is that the interurban road helps both ends and the middle at the same time, but am convinced that it is a fact nevertheless.

The Board of Trade can do the city and its future inhabitants no greater favor than by assisting in the acquirement of land to be devoted to public use. By and by it will be beyond our reach, while now the cost is comparatively unimportant. We need not be foolishly extravagant in the way of present and expensive improvements; but if we have the land itself, the matter of beautifying will come easily and by degrees. Grand Rapids has by no means attained its growth and, for the sake of the hundreds of thousands who will surely make this city their home twenty-five years hence, steps should be taken at once to preserve the integrity and beauty of the river's shore lines, especially as they are at present above the Grand Rapids Chair Co. to and beyond the Big Bend. The most picturesque stretches of Grand Rapids are between our city and the village of Ada. There are no river scenes in Michigan at all comparable with them and, even although those banks are submerged by the floods each spring, their forest trees and meadows should be saved to future generations to show them that once in awhile we were not absolutely utilitarian. This might readily be accomplished by earnest and continued effort on the part of the city, township and county authorities, to the perpetual pleasure and benefit of the city, the townships, the county and the State.

Nor is this all we should do in the way of providing for the future. We should, by all means, acquire the Black Hills, which were evidently intended by Nature for park purposes and should not be permitted to be diverted to other uses.

We should have a boulevard around Reed's Lake and an extension of the River boulevard system to include a line down the west side of the River.

One of the worst features peculiar to our city is our lack of loyalty to home institutions. We do not patronize home industries as we should. We are sending out of town for many commodities and a large portion of supplies which could just as well be purchased here at home. Grand Rapids will never achieve her full measure of greatness until her people come to realize that every order sent away from home, when it can just as well be placed in the city, curtails the purchasing power of our people and builds up competing markets at the expense of our own.

Another feature which is to be deplored is the disposition of so many of

our people to invest so large a proportion of their surplus capital at foreign points, to the detriment of local institutions. Any one who has had any experience along these lines will confirm the statement that it is easier to secure subscriptions to establish an ice cream factory in Alaska or a banana plantation in Central America than to induce local investors to subscribe for stock in a factory which is to be located in their midst. So long as this policy prevails, Grand Rapids will not grow as she should. The time is opportune to right about face and demonstrate that we have as much faith in the Grand Rapids manufacturers and jobbers to make good as we have in the gold miners of Nevada or the gas plant promoters of New York.

I wish every member of the Board who feels that he is peculiarly fitted to serve on any committee or who has any ideas of a broad and general character which he would like to have considered would acquaint me with the name of the committee on which he would like to serve and I will undertake to see that he is given an opportunity to demonstrate his usefulness. I make this statement in the confident belief that no member will undertake to exploit any idea or ride any hobby which will take up the time of the committee or the Board unnecessarily. We have plenty of impracticable suggestions to combat, but I assure you we are always ready to entertain any suggestion or consider any plan of action which will in any way, either directly or indirectly, contribute to the growth or prosperity of the city.

If I read the signs of the times aright, great things are in store for Grand Rapids. The Michigan Central Railway has finally discovered that Grand Rapids is on the map of Michigan and is giving us excellent passenger service to Detroit and the East which is proving satisfactory to our people and profitable to the system. The Lake Shore is alleged to be knocking at the doors of the union depot and can not much longer continue to discommode its patrons by landing them at its obscure depot in the outskirts of the town. The retirement of President Ledyard has terminated the time-worn agreement between the G. R. & I. and Michigan Central not to invade each other's territory, which has worked to the detriment of Grand Rapids and prevented our securing direct connections with Alpena and Cheboygan, which the G. R. & I. ought now to give us. The work of deepening our River is proceeding so expeditiously that it does not require the gift of prophecy to see that the time is not far distant when that thoroughfare will resume its former importance as a great artery of trade and commerce. Even the Grand Trunk Railway has caught the spirit of the times and apparently relinquished its fetish that the city must move up to the road. It has come to the town, so to speak, and will shortly exchange the shacks and shanties in which it has done business for nearly fifty years for a modern depot more in keeping with the progressive spirit of the Second City. The next few months will see the beginning of a belt line railway, which, while it will not make a complete circuit of the city, will connect with every railroad now doing business in Grand Rapids. I am assured that the hydro-electric company will parallel this road with a pole line, thus giving those manufacturers who locate on the belt line the advantage of cheap power.

There never was a time when our people were giving so liberally of their time and money, both directly and indirectly, to the support of our churches and missions, philanthropic and charitable institutions, schools, parks and other public causes. Few cities are better equipped than ours in these respects and no city can present a more self-sacrificing set of men than ours can. We are patiently waiting for a Hackley to erect and endow a manual training school and another big-hearted citizen to do for our City Museum what Mr. Ryerson has done for the Library. I believe that our expectations will ultimately be realized and in the meantime we should use our best endeavors to sustain both institutions and encourage those in charge to keep up courage against the Good Time Coming.

E. A. Stowe.

Some men look so far ahead that they lose sight of the opportunities under their very noses.

Rubbing It In.

An infuriated man rushed into a newspaper office and demanded to see the editor.

"I am the editor," quietly responded he of the shears and paste-pot.

"Well, I want to know if this is the paper that said I was a liar."

"It is not; possibly it was our contemporary down the street." And then as he idly toyed with a paper-weight the editor added blandly: "This paper never prints stale news."

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
treasurer - 100,000.00

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ACTS AS:

Executor of wills. Administrator of estates. Guardian of incompetent persons and minors. Trustee for corporations and individuals as well as under mortgages and bond issues. Receiver and assignee for corporations, firms or individuals. Transfer agent for corporations, and in other capacities.

Loans money on real estate and collateral security. Takes entire charge of property—collects rents, pays taxes, attends to repairs, etc. Audits Books of firms and corporations. Sells high-grade bonds and other securities.

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.



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OF BUSINESS MEN.

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of issues a month or more old, 10 cents;
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, February 6, 1907

SOME NEEDED LEGISLATION.

It is very generally conceded that Michigan is especially favored this year in the matter of her Legislature, inasmuch as the character of the membership generally is above the average. It is also conceded that the make-up of the committees is exceedingly strong, which augurs well for the work of the present session.

There are several bills either before the Legislature or in preparation which should have the hearty support of the mercantile interests of the State.

First of all is an amendment of the present food laws to make them conform to the new Federal regulations. Governor Warner recommends such action, "except in cases where the State laws are superior to the Federal laws." As a matter of fact, the State laws are not superior to the Federal laws in any respect and if, after the amendments are made, there is any conflict between the Federal and State laws it will be very unfortunate for Michigan dealers and those doing business with the retail trade of the State. Especially should the laws be amended so as to provide that an analysis of any article of food sent to the Department may be immediately made known to the person supplying it. Under the present law the chemist is not permitted to acquaint a merchant with the character of any sample he may send in and, no matter how much exertion the merchant may make to ascertain the true character of his goods, he is absolutely powerless and the Department is of no help to him. This in a condition that does not exist in very many other states and it ought not to exist in Michigan. Any dealer who shows a disposition to abide by the law by sending in a sample for analysis should be immediately informed of the true character of the goods.

Another bill which vitally affects the mercantile interests of the State is the measure known as Senate Bill No. 2. This bill was introduced by Senator Russell on Jan. 10, providing for a reduction in railway fares in the Lower Peninsula to 2 cents a mile. There should be no division on this subject because it has been the experience of every state where the 2 cent rate has been established that the earnings of the railroads, both gross and net, have showed an immediate and permanent increase.

Another bill which will shortly be introduced provides for the enactment into law of the present uniform insurance policy form. This form has been in use in Michigan about twenty years and has been considered legal until it was annulled by the Supreme Court on a technicality about six months ago. Previous to the adoption of this form, every insurance company had a different form of policy, so that the man who sustained a loss had to settle with each company on a different basis, owing to the variation in the wording in the fine print embodied in the policy. The old Michigan Business Men's Association induced the Legislature to enact a law providing for the appointment of a Commission to prepare a uniform policy form. The officers of the Association thereupon induced Governor Luce to appoint the late Charles Buncher, of Detroit, as the third member of the Commission, the other members being the Insurance Commissioner and the Attorney General. The Association then employed the late N. A. Fletcher to appear before this Commission in behalf of the insuring public and several days were spent in threshing out the matter, every point being strongly contested by the legal representatives of the insurance companies. When the policy was finally adopted it was put into effect on the supposition that it was equivalent to law, but a few months ago the Supreme Court annulled the policy on the ground that the Legislature had no right to delegate the law-making power to a separate body. Inasmuch as this form is entirely satisfactory to all concerned, it is now thought best to bring it before the Legislature and ask that it be enacted into law.

Representative Waters, of Manchester, Washtenaw county, has introduced a bill in the House to repeal the sale-in-bulk law. This bill should not be permitted to go beyond the Judiciary Committee, because experience with the law during the last eighteen months has demonstrated that it is to the advantage of both the wholesale and retail trade, and any attempt to amend it or abolish it should be met with the stalwart opposition of every reputable merchant.

New Jersey may be the cradle of corporations, but is no nursery of one of their attributed evils, child labor. The State Bureau of Labor says there is practically none there. The labor department solves the problem by notifying the school authorities whenever it finds a child less than 16 years old in a factory and ordering the child's discharge. If every state did that there would be no need of a National law, but they will not.

Quite a little is being written now about tuberculosis and the jails and it is openly asserted that many cases of the disease are traceable to the places of confinement. No one thinks the jail an ideal living apartment nor should it be, but cleanliness for prison and prisoner as well as exercise on the open air stone pile would help in evading the fatal malady as well as conserving the ends of justice.

AMERICAN CITIES.

Whenever Mr. Bryce or anybody else of corresponding importance writes about the United States, its progress, its importance, its legislation and its statesmanship generally, in relation to the Government, the remark is made that the cities are the places where there are the most mismanagement and the most corruption. It is made to appear that the National Government is pretty wisely and honestly conducted. This is true, also, although probably in less measure, of the respective states, differing, of course, in degree; but there seems to be a very general impression, on the part of those who write these books, that the place where dishonesty does its worst work and gets its richest rewards is in the management, or, rather, the mismanagement, of municipal affairs. This statement is borne out by what is published in the columns of the daily papers with reference to their several localities. The graft and the greed that characterize the Tammany government in New York is a public scandal, and held up all over the country as a terrible example and an awful warning. Chicago comes along with very much of the same sort of a reputation. The revelations made under the reform administration of Mayor Weaver, of Philadelphia, do not longer leave it an open question as to that city. The general opinion prevails that American cities present the most important problem.

It certainly is strange that this state of affairs should exist either in theory or in fact. Municipal government is the government that comes closest home to the people. A thousand dollars misappropriated in an average sized city affects the taxpayers more directly than ten thousand dollars misappropriated at the state capital or a hundred thousand dollars misappropriated at Washington. National corruption on a large scale could not possibly come as close to the taxpayers as a comparatively small offense in a municipality. As a rule people feel aggrieved by the wrongs of others in proportion to the extent to which they are affected themselves. It is the pinch personally felt that usually cries out, but this does not appear to be the rule in these matters. It can not be too frequently said that the residents of an American city are stockholders in a corporation, and that they should feel and exercise the same interest in the management of a municipality as in that of a commercial corporation. The stockholders in a business company see to it that those put in charge of the management are not only thoroughly honest, but thoroughly competent. It is not asked, when considering a candidate for appointment, whether he is a Republican or Democrat, any more than it is asked if he has red or black hair. The questions discussed are his capacity, his qualifications, his character, his integrity, etc. The same considerations and requirements should obtain in selecting those who are to manage the affairs of a municipality. They are not the rulers of the people, but they are agents selected to do the public business just as officers are selected to do the business of a

corporation, and the accountability is just the same. These things should be thought about in this light whenever there is thought or suggestion of choosing incumbents for municipal offices from mayor to constable.

THE CHANGING CHURCH.

In the last half century there have been very decided and noticeable changes in church methods and machinery and as well in church architecture. For a great many years a spire and a tall one was counted an essential requisite to every house of worship. The taller the spire and the more ornate the surer the indication that the congregation which assembled in the auditorium beneath it was large and wealthy and zealous. The old churches consisted of a vestibule and an auditorium, with a choir loft, and Methodists usually made preparations for class rooms, etc. As a rule the only additional accommodations provided were for prayer meetings, etc. Later came church Sunday school rooms, kitchens, dining rooms, and apartments for social activities of the congregation. In the old church chief dependence was put upon the sermon. Less than forty years ago in some of the villages not far from this city there were three sermons every Sunday, morning, afternoon and evening, with an hour's Sunday school session between the morning and afternoon service. Then the afternoon service was dropped out and now the serious problem in most of the churches is how to get a fair sized attendance in the evening. Some of them are dispensing with the evening service altogether and others are talking about doing it.

The great tendency of the modern church is toward more machinery. It does not follow that there is less attention paid to what used to go by the name of the milk of the word, that there is less true Christianity or real religion. There is simply a change in the method and manner of expression. A spire on a church is a very costly addition. As a rule thousands of dollars are put into it and it is all for show. It has no actual, practical, operative value. It is respectfully submitted that the money saved on spires is put to better uses. It is being devoted nowadays to rooms or buildings joined to the church edifice which are open for the use and activities of the church people. There are club rooms, assembly rooms, kitchens, sometimes bowling alleys and billiard rooms, and all that sort of thing. The idea is not to depend so much upon the sermons as upon the influence of the church in several directions. There is not less of faith but there is more of works. The effort is to reach out and interest the young people and their elders, to make the church environment attractive so that more will come voluntarily within its influence. The club rooms, the sociables, the popular lectures, the dinners and all that sort of thing identify people therewith and make active many who would not pass under the tall spire to attend the Sunday service. The church is doing more and doing it better than ever before. It is working less on theoretical and more on practical line.

SMALL MISTAKES.

They Are Annoying To Both Wholesaler and Retailer.

It is not unusual to see a merchant who is doing a goodly amount of business, keeping his store and stock in first class condition, and otherwise exhibiting all the evidences of prosperity, fail suddenly and with a great crash. Everybody wonders, Why? The man has had no expensive habits, nor in any other way has he conducted himself in a manner to lead one to expect a failure. Why should he fail? Simply because he made mistakes. He made errors. Nothing is more common in business and nothing more fatal.

Some years ago I was selling a bill of hats to the leading merchant in X., as fine a man as there is in the country, a first class buyer, and a judge of goods. It was in those days when many fine wool hats were sold at \$9 a dozen. My friend took one of these hats from the shelf and said: "Give me another dozen of these hats at \$4.50, same as I had before."

"That's a mistake; this hat cost you \$9 per dozen."

"Why, no, the hat cost me \$4.50, I am selling it at 50 cents; there is the mark, you see."

"If you sell this hat at 50 cents you lose money, it costs you 75 cents."

"But that can't be. I marked them myself. I can show you the bill," and he brought the bill, opened it, and—there it stood:

"Half dozen hats—\$9—\$4.50."

My friend was thunderstruck; he thought it was impossible for him to make such a mistake. If this could happen with hats, similar mistakes could be made on other, more valuable, goods.

One day I was lectured by a customer because his competitor was selling India Panama hats—those cheap, greenish straw hats—at 10 cents apiece. He could not sell them for that, because they cost him \$1.75 per dozen. I told him he was mistaken, but he insisted that he was correct. I told him to look at the bill. He did so, and, there it was, black on white, two dozen hats, 87½ cents, \$1.75.

Often complaints come into the wholesale houses of goods being short. Of course such mistakes will happen even in the largest and best houses, but they should not occur. Before a shipping clerk nails up the case or closes the package he should be positive that the quantity the invoice calls for is packed in, so that, in case shortage is claimed, he can make, with good conscience, an affidavit that the goods were all packed in by himself. If the stock clerk counts and checks off the goods when filling the order, and the shipping clerk recounts them, then it is almost impossible for a mistake to be made.

Often the mistake is made at the other end.

When I was a book-keeper and shipping clerk in my first position a customer in Green Bay claimed one dozen Scotch caps short. I was particular in packing goods, always checked them off twice, and was positive the cap had been put in the case.

I wrote the man, requesting him to look over the goods again. An apology came, saying that the package of Scotch caps was found behind the counter. Such cases occur frequently.

Another kind of mistake I experienced when I was with a hat house in Chicago: One day my customer in a large country town called my attention to one dozen hats at \$18 per dozen which they had not bought and for which they had not received a bill. They had placed the hats aside for me to examine. When they received their monthly statement the hats were not charged. I induced my friends to keep the hats, and, in notifying my firm, I said, inasmuch as they would have been the losers of \$18 if the hats had gone to a concern less honest than my friends, they ought to make a reduction of \$1.50 on the hats. When the answer came I was ashamed. My firm wrote they knew Messrs. N. W. would not accept such a payment for being honest, they could keep the hats at \$18 or return them. The mistake evidently was made in the shipping department, the hats were for another concern, but, as there are many orders packed at the same time, the hats were placed in the wrong case.

Quite a complication can be the result of such a mistake. The other fellow, of course, will claim one dozen hats short. If my friends had not notified us of the mistake my firm, seeing that the order was checked off correctly in the shipping department, would have made an affidavit that the goods were packed and shipped, and would have compelled the railroad company to pay for the missing dozen.

Such a mistake I came near making myself. My first employer was also a manufacturer of furs. I had shipped a case of furs to a firm in Beaver Dam, with the privilege to return what were not wanted. When the goods came back I opened the case myself, checked off the goods, and found one fitch collar—then one of the fashionable furs—short. I looked into the case again, but found nothing. I reported to Beaver Dam, but my friends were positive they had placed the fur in the box. Where could it be? I knew my friends were honest and careful business men. The only possible explanation I could find was that the collar had been stolen in transit and that I had to claim it from the express company. In such cases affidavits have to be made at both ends.

Four weeks had passed. Beaver Dam had sent their affidavit swearing that they had packed the fur in the box. I was on the point of going to the express company to swear that I had not received the collar, when a girl came running up the stair from the basement, crying at the top of her voice: "The fitch collar! The fitch collar!"

Sure enough, there it was. When I opened the box I left half the cover on, and under this cover, wrapped up in a stiff brown paper, which had been caught by some nails when fastening the cover, was the fitch collar. I had not noticed the package when emptying the box. I only saw

that it looked empty. The girl went into the basement for wood to make a fire. She saw the old box, knocked the cover off with a hatchet, and there was the fur.

Six years ago "Jumbos"—thick, heavy, rough sailor straw hats for men—were fashionable. Some of them had a brim "three stories high," and they cost from \$6 to \$18 per dozen. That summer was cold, and thousands were carried over. Next year they were out of fashion, and those carried over would not sell. Since then I see every year, as soon as the straw hat season begins, these, now "old veterans," looking as dark as a pumpkin or a walnut, piled up on the front counters, or in a box with a card, 10 or 5 cents. In one store I have seen over a hundred piled up. I suppose if I live next summer I will see those veterans come out of their winter quarters again.

This is a great mistake of the merchant, made only too often with all kinds of goods. Such old stock brought out from year to year and placed side by side with new goods hurts the strength of the hatter and makes a bad impression upon the customer. Besides, if the merchant would be lucky, or unlucky, enough to sell one of them at 10 or 5 cents, he loses the profit of 15 or 25 cents on a new hat which he could have sold.

C. T. Wettstein.

Two Ways of Looking at the Same Subject.

Written for the Tradesman.

It always seems strange to me that merchants, more of them, do not appear to take into proper account the advantages to be derived from the habit of remembering customers, more especially those of the transient trade—the drifters-in.

I've known dealers to be in oblivion as to the identity of customers even when the same ones have been waited on by themselves five or six times. It does not seem to me that I should let the grass grow under my feet that long before I'd have their names and location down so pat that the same could not escape me.

A merchant once said in my hearing:

"Oh, botheration on remembering folks' faces! What's the use? They'll come again sometime and then maybe I'll catch on to who they are. I

don't know as I give a rap about it one way or t'other, anyway."

Another, not so indifferent to ways of augmenting trade by the show of a personal interest in patrons, remarked:

"It almost invariably flatters shoppers for the proprietor to be able to recall them when they have only been in the store two or three times and have not been introduced to the owner. 'There's more than one way to skin a cat,' you know. If I wait on a person whose face is familiar to me but I am in doubt as to who she is—it's the shes who do most of the trading, you know—I pay particular heed to the name and address given where the parcel is to be delivered. I look up the name in the city directory, also in the telephone book. If the party has a phone in the house about a week thereafter I call her up and very politely inform her of some new goods along the line of her former purchase from me, casually mentioning some little fact in connection with my waiting on her previously, to show that I care enough for her patronage to remember her existence. Of course, in a very large city there are too many people for this course to be pursued, but in a smaller one it is entirely feasible.

"Sometimes I enquire of one or two clerks near me as to 'who that was that I was waiting on,' perhaps saying to them that 'I can not, at the moment, recall them, although their face looks familiar.' Often the employees will be able to help me out.

"I never let an occasion of this sort go by without at least making an effort to get on track of future steady customers. When I have settled as to who they are I never allow myself to forget."

The above remarks of merchants show two ways of looking at the same subject: the indifferent, careless-for-the-morrow sort and the alert, peering-into-the-future kind. Which class are you trotting in, Mr. Dealer?

Jo Deerfield.

Retort Courteous.

They were quarreling over their children.

"Well," she exclaimed, spitefully, "it is certain John has your temper."

"Well," he replied, quietly, "it is also certain he hasn't yours, because you've got it all yourself."

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.

TOUCHING TRIBUTE

To the Memory of a Chicago Physician.

There was no man in Chicago who had more friends among the members of the press or the theatrical profession than the late Dr. John C. Spray. His tall, straight figure, with flowing gray mustache and hair that tumbled down over his coat collar, gave him a commanding appearance, to which was added the gracious bearing of a Southern gentleman. He attracted attention wherever he went.

On the day of his funeral a large number of theatrical and newspaper friends gathered at the little chapel in a West Side undertaker's establishment to pay respect to his memory. Among those who came was Clay Clement, actor and playwright, who had known the doctor many years. Half a dozen literary lights paid homage to the decedent, among them Stanley Waterloo, John McGovern and Colonel Visscher. Mr. Clement was the last to speak. With tear-stained cheeks he stood at the foot of the casket and delivered a touching and beautiful tribute.

"My mind goes back to a Sunday afternoon about twenty years ago," said the actor. "It was a gloomy, dismal day in November, and my feelings were miserable, like the day. I strolled out of my hotel to see if I could shake off the depressed feeling that clutched me, and I hadn't gone far before I ran into Dr. Spray.

"Hello, Clem," said he, 'what are you doing out on a day like this?' I told him I was feeling—grumpy, I believe was the word I used—and he laughed at my disconsolateness.

"Come with me," he said, leading the way to a drug store across the street. 'I'm going out in the country to see a patient and the ride will do you good. You'll forget all about your own troubles when you see what others have to endure, and without a word of complaint.'

"He got a couple of prescriptions filled, for which he paid, and with a cheery 'Come on, Clem,' bolted for the door. On our way to a car he stopped at a fruit stand and bought some oranges. We boarded a Milwaukee avenue cable car and went to the end of the line. Then we walked a couple of miles over a muddy road until we came to a one-story cottage that stood alone on the prairie.

"The front part of the house was given over to a small store for the sale of groceries and tobaccos. The doctor entered and I followed. A man, the picture of despair, was sitting in the store.

"How is she feeling to-day, Jim?" asked the doctor as he paused a moment on his way to the rear.

"Po'rly, doc, po'rly," answered the other. 'I reckon she don't feel as clipper to-day as she did when you was here last Thursday. She just coughs and coughs and coughs, and I guess there ain't no help for her this side of the grave.'

"The doctor walked to the rear, to the dwelling-rooms of the couple, and on a bed lay a woman of about five and thirty, who was as pale as death. There were no flowers in the room; not even a ray of sunlight. A lamp that was turned down low, emitting

a noxious smell, flickered on a table at the side of the bed. Across the room hung a bird cage, and in it was a Virginia redbird that, at the entrance of the doctor and myself, chirped a merry welcome.

"Laying his bag of oranges and bottles of medicine on the table, the doctor clasped the woman's hand and asked her how she felt. She smiled and feebly answered, 'Not quite so well to-day.' Then in that brusque manner which was characteristic of Dr. Spray he said, while unwrapping the bottles:

"This medicine is surely going to help you. I'll wager a new hat that inside of a week you'll be up and out of bed. And in another week you'll be able to give Jim a lift in the store."

"Now, the doctor didn't think anything of the kind, but he wanted to cheer her up. We remained about an hour, the doctor keeping up a running fire of conversation, all of which was intended to have a cheerful effect upon the patient. As we were about to go the woman, summoning all the strength she could command, raised herself up in bed and extended an emaciated hand to the doctor.

"Dr. Spray," said the sick woman in a whisper scarcely audible, 'I feel that you will never again see me alive. Jim is out in the store most of the time grievin' himself to death. Po'r Jim, he tries to bear up and not show me how bad he feels, but many a time I can hear him sob and say, 'Po'r Nan.'

"Dr. Spray, before I go I want you to know how thankful I am for all you have done for me and Jim. You

have been coming away out here for weeks and weeks, bringing medicines and things for me to eat. You've refused to take any money because you knew we were mighty p'or. I want you to know that Jim is just as thankful for what you've done for me as I am, but he don't know how to say the things he'd like to.

"Now, doctor, I'll tell you what I want you to do. In that cage over there is a Virginia redbird. Jim and I, you know, came from Virginia and we brought the bird with us. I want you to take my bird, after I'm dead, and keep it. It is the only payment I will ever be able to make on the bill we owe you."

"Tears were glistening in the doctor's eyes, which I saw him brush away, and I confess that there also was moisture in my own. The doctor, with a forced laugh, told the woman she was going to get better, but in case she did die he said he would be the happiest man in the world to be the owner of a redbird. A Virginia redbird, he said, was something he had pined for all his life. He went on in that strain for several minutes, until he really made the patient believe that without a redbird, and this one in particular, his life would be miserable. She was immeasurably pleased with his enthusiasm, and I shall never forget the look of happiness that came into her eyes when she knew that her feathered pet was to have a home after her struggle had ended.

"Before we left the doctor said he would drop in the following Tuesday if he happened to be in the neighbor-

hood. That was a way he had of easing the mind of the sick woman when he called. He didn't want her to know that he had come such a long distance especially to visit her, and he used to lie about being in the vicinity, and just happened to drop in.

"When we came out on the road the doctor glanced back at the house, and said, with a mournful sigh: 'Clem, that redbird will be mine before another Sunday.'

"On the Wednesday following our trip I was anxious to know if the doctor had been there since, and what was the woman's condition. So I walked over to the Sherman House, where he had his office. As I opened the door I saw the doctor at the front window. He was standing before a bird cage and feeding seed out of his hand to a little Virginia redbird."—Chicago Record-Herald.

Propose To Spread City's Name Broadcast.

Muskegon, Feb. 5.—This city and the surrounding country is to be thoroughly advertised this spring. Its many advantages as a watering spot and summer resort are to be heralded to the West by the steamship companies, railroads and the Muskegon Chamber of Commerce.

Circular letters have already been sent out telling of the advantages of this city. The pretty chain of lakes, abounding with fish and free from mosquitoes, together with the closeness of Lake Michigan makes this section of Western Michigan an ideal resort. Chicago people are not slow to recognize the fact.

The Kar-a-van is on the March



TOLEDO, O., U. S. A., Nov. 21st, 1906

Mr. U. T. D. Grocer,

Everywhere, U. S. A.,

DEAR SIR:—We desire to inform you that the Kar-a-van is coming to **your** town, as we shall place an Agency for Kar-a-van Coffee in every town, village and hamlet in Michigan.

We have some new advertising features that will **double** your **coffee sales** and at the same time give your business wide publicity. Not a **scheme** but an up-to-date business proposition, worthy of your consideration, and supported by a line of coffee possessing **unsurpassed quality**.

Sell KAR-A-VAN Coffee

A complete line under one Brand, Six Grades

THAT RICH CREAMY KIND

Retailing at 20c to 40c per pound

The Gasser Coffee Company

Home Office and Mills, 113-115-117 Ontario St., Toledo, Ohio

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

CLEVELAND BRANCH, 425 Woodland Rd., S. E.

DUTCH THRIFT.

How It Affects the Banks of Grand Rapids.

Here is a consolidated statement showing the conditions of the National and State banks, separately and together, as shown by their statements of Jan. 26, with comparisons with the statements of Jan. 29 a year ago:

National Banks.		
	Jan. 26, 1907.	Jan. 29, 1906
Totals	\$19,596,585.49	\$18,373,097.74
Loans and Dis-		
counts	12,830,502.46	11,908,312.41
Stocks, Mortgages		
etc.	761,480.49	469,293.30
Due from banks	2,093,836.04	2,115,156.23
Cash and cash		
items	1,144,100.94	1,171,566.97
Surplus and prof-		
its	1,111,063.33	990,663.24
Commercial de-		
posits	7,713,748.59	6,533,753.77
Certificates	3,912,906.63	4,073,263.54
Due to banks	2,378,127.53	2,343,771.44
Total deposits	14,181,122.16	13,075,634.60

State Banks.		
	Jan. 26, 1907.	Jan. 29, 1906
Totals	\$12,322,264.22	\$11,635,065.80
Loans and dis-		
counts	5,678,438.38	5,377,517.09
Bonds and mort-		
gages	4,472,998.11	4,041,123.83
Due from banks	1,350,452.18	1,363,844.95
Cash and cash		
items	700,550.33	690,747.30
Surplus and prof-		
its	595,771.19	530,133.47
Commercial de-		
posits	2,079,071.06	1,889,055.88
Certificates and		
savings	8,765,455.63	8,292,263.76
Due to banks	127,728.25	168,418.20
Total deposits	10,966,492.99	10,354,932.26

National and State Banks.		
	Jan. 26, 1907.	Jan. 29, 1906
Totals	\$31,918,849.71	\$30,008,163.54
Loans and dis-		
counts	18,508,940.84	17,285,829.50
Bonds and mort-		
gages	5,234,478.60	4,510,417.13
Due from banks	3,444,288.22	3,479,001.18
Cash and cash		
items	1,844,651.27	1,862,314.27
Surplus and prof-		
its	1,706,834.52	1,520,796.71
Commercial de-		
posits	9,792,819.65	8,422,809.65
Certificates and		
savings	12,678,362.26	12,365,527.30
Due to banks	2,505,855.78	2,512,189.64
Total deposits	25,147,615.15	23,430,566.86

The comparisons indicate that the year has been one of growth and prosperity. The Sept. 4 reports showed \$146,000 more loans out than in January, and the deposits then were \$466,000 greater, but about that time the banks were reveling in heavy deposits of State primary school funds, since withdrawn. The banks have stood the withdrawal of these funds and still show \$1,717,048.29 to the good, and the increase in loans and discounts is \$1,223,111.34. The increase in 1905 was \$1,417,778.62 in loans and discounts and \$2,015,541.93 in total deposits. The year 1906 was not a record breaker, but still it was very satisfactory.

Are the National banks loosing their grip on their certificate business? Their total certificates are \$3,912,906.63, or about 25 per cent. of their total deposit. If we turn back to Feb. 6, 1903, it will be found their certificates were \$4,544,936.36, or nearly a third of their total. Since early in 1903 there has been a gradual falling off in the certificates. The account has fluctuated but the tendency has been downward. In the meantime their other deposits, commercial and bank, have been going up rapidly and handsomely.

For the year the State banks show a total increase in savings and certificates of \$473,191.87, and of this increase \$432,000 is claimed by the Kent, State and Grand Rapids. The Kent makes the largest growth with \$193,000, and then the State with \$151,000 and the Grand Rapids with

\$88,000. The Kent has a very large Dutch patronage, and the State also has a substantial following in this quarter. It would be interesting to know to what extent the prosperity of these banks is due to Dutch favor and to Dutch thrift. In this connection it may be noted that for several years the Grand Rapids Kent and Peoples were running almost neck and neck in volume of savings deposits, with the Kent slightly in the lead and the State far back in the rear. The Kent to-day has nearly a million more than its next best rival and the competition for second place is between the Grand Rapids, Peoples and State, the banks leading in the order given. In total deposits the State is an easy second, and at times has shown signs of crowding up to first place.

The bank statements as published do not mean much to the average reader. The figures are more or less awe inspiring and yet are mostly Greek. In what respect the reports are interesting to those who can understand them depends somewhat on the point of view. The ordinary stockholder lets his eye rest first on the statement of surplus and undivided profits and mentally calculates what the book value of his holdings may be. The bank president or cashier jumps first for the loans and discounts and then to the deposits, and in each bank there is a careful study of how the other banks have been getting along and comparisons made with previous statements.

The year has brought an increase of \$186,037.81 in surplus and undivided profits, of which \$65,637.72 is to the credit of the State banks and \$120,400.09 of the Nationals. On a percentage basis the Nationals have increased 5.2 per cent. of their capital and the States 8.8 per cent. The Nationals now have surplus and profits of \$1,111,063.33 or nearly 50 per cent. of their capital, while the \$595,771.19 held by the States represents nearly 80 per cent. of their capital. If the Kent be cut out the remaining five States have a surplus and profits of about 48 per cent.

New Stores in Huron County Village.

Palms, Feb. 5—After lying dormant for many years Palms has commenced to grow again.

Frank W. Hubbard & Co., who own and operate a chain of banks in "The Thumb," have secured control of several thousand acres of wild land in the vicinity of this place, and also bought up all the loose property lying in the village. The village property was plotted and cut up into building lots.

Jos. Leszczynski, of Harbor Beach; John G. Clark and Wm. D. Plowe, of Bad Axe, have incorporated as the Leszczynski & Clark Co., and will bid for general merchandise trade.

The Wallace Co., of Pt. Austin, have stoned upon the ground for a large modern elevator which they will build in the spring.

M. B. Clark, of Caseville, has built a large store and will carry a full stock of harness, boots and shoes and general leather goods.

A. H. Lankin, Arthur Dundas and L. R. Thomas, of Bad Axe, have

formed the Palms Hardware Co. and will carry a full line of shelf and heavy hardware.

Sometimes a woman's face overdoes it in the matter of telling her age.

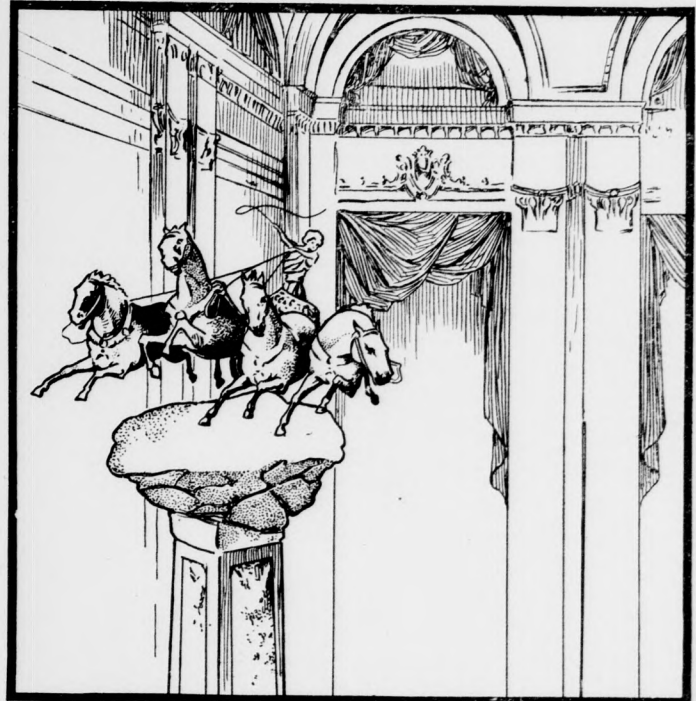
HATS At Wholesale

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

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



In the Hall of Fame

Among the brands of merchandise which have proved of inestimable value and pleasure to mankind

The BEN-HUR Cigar

occupies a most conspicuous position. It has never been placed in the case of any dealer without proving "The Winner." 'Tis the "bone and sinew" of the 5c cigar trade. Are you reaping benefits from it, Mr. Dealer? All Jobbers.

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

THE PUBLIC SCHOOLS.

Their Relation To Civic and Industrial Development.

Someone has defined education as the process that fits the individual undergoing such to do and to be many times more than he otherwise would do and be. This is clearly not a process of the accumulation of knowledge but of mental and moral ability. It is a fundamental condition that is the result of training rather than acquired skill in an art or trade.

This condition has two prominent characteristics: public spiritedness or patriotism and intelligence.

Without a system of public and general education it is difficult to see how a democratic community could maintain itself; not ignorance alone would rule, but greed and selfishness would also reign.

"It is not too much to say that the most characteristic work of the Republic is that done by education, for whatever our shortcomings as a nation may be we have at least firmly grasped the fact that we can not do our part in the difficult and all-important work of self government, that we can not rule ourselves, unless we approach the task with developed minds and trained characters," said President Roosevelt recently. National and civic pride are built up by the teaching of history, its great biographies and deeds not only of daring but almost unnoticed patriotic self denial and foresight of not our statesmen and explorers alone but the inventors and industrial leaders. By the study of our local government and industries a local civic pride is stimulated. Without doubt altogether too little of this work is done in schools, for good citizenship, like charity, begins at home. However, the fundamental basis of all good citizenship is a trained intelligence which will enable the individual to earn a living, to become a self-supporting member of society.

The first great purpose of educational effort is to stimulate intelligence. The necessity of this is unquestioned. Regardless of a young person's future and work the intelligence of these persons sets the standard of the work accomplished by them. It is the life blood of progress in every individual, and without which stagnation is sure. Intelligence is more than the native and inherited ability of the individual. It is this ability taken from its crude and undeveloped condition, and aroused and developed into an agency for some kind of constructive work. It is the finished product of the raw materials of the mind.

Originality and the ability to create new ideas or make plans that look into the future is the highest type of intelligence. The real value and the necessity of this factor of originality in commercial life are thoroughly appreciated by this body of business men. The education that engenders this type of intelligence is of untold usefulness not only to the individual but to the community; for the more intelligent the citizens the higher and more secure the pros-

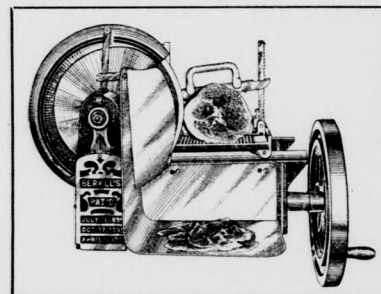
perity of such a community. This originality not only readily develops new plans and ideas, but makes an employe more valuable as he more quickly understands the plans conceived by others. It is the ready adaptation to men, machines and conditions, and the adjustment of these conditions and circumstances that we ordinarily recognize as intelligence in men and women.

The means of education, such as the three "Rs," is the beginning, but seldom do they carry a mind beyond the rudiments of development. Drawing, for instance, was demanded in the common schools of Massachusetts, not by the educators of that State, but by the manufacturers. At the Centennial of 1876 it was discovered that the textile workers of Germany and France were more original in their designs and weaves. On investigation it was found that designing and color was part of their common school courses. The introduction of these or similar courses into common schools was necessary that Massachusetts might intelligently meet the competition from Germany and France. At the present time an industrial commission, appointed by the Government, is at work on the best methods of industrial education, although there is a law making manual training instruction compulsory in cities of 20,000 and over population in that State. What is true of conditions in Massachusetts is equally true in Michigan and our own community. This is the situation at the present time in regard to manual and industrial training in the common schools of this country. We are now an industrial nation and an industrial community and our education should recognize this by modeling its educational institutions to prepare for this advance of young people in this line of work. Judge Ben Lindsey, of Denver, says: "Why should a boy have to commit a crime to get an industrial education, by being sent to reform school? Industrial schools would go a long way to remove the causes of delinquency in many cases. Why spend money on universities and high schools when 90 per cent. of our boys are forced out before entering the high school?" President Roosevelt, in his recent message, says, "If boys and girls are trained merely in literary accomplishments, to the total exclusion of industrial, manual and technical training, the tendency is to unfit them for industrial work, and to make them reluctant to go into it, or unfitted to do well if they do go into it."

What do our boys do when through school in this country and community? is the vital question that every community should ask when considering its school courses. Is there not too much of a gap between our schools and the work of most young men? The International Secretary of the Y. M. C. A. is authority for the statement that but one in every twenty men from 15 to 36—and there are thirteen million of them—has had any direct preparation for his present occupation. Many attempts have been made to bridge this breach.

The American Slicing Machine

will wear for years. It weighs nearly 200 lbs. In design it is so simple that it cannot easily get out of order. No skill is required to operate this machine. It feeds automatically and cuts 16 different thicknesses from 1-8 of an inch up. With it a boy can slice more meat in one hour than an expert can cut by hand in five hours, and do it better. This machine saves time, labor and waste, and



Will Double Your Trade

by making meats sliced upon it more attractive to customers. They get 20% more slices in a pound of meat cut by this machine than they get in a pound of hand-cut meat, and every slice is even in thickness. It cuts every kind of boneless meat, such as dried beef, ham, bacon, etc. Your customers will be quick to notice the improvement when your meats are sliced upon the AMERICAN SLICING MACHINE and will send their friends and neighbors to trade with you.

Sign the coupon and mail it to-day

Cut out and mail

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Name
Street
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The Sun Never Sets

Where the

Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

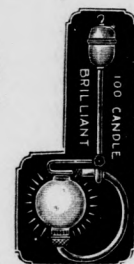
Over Any Other Artificial Light, which is Demonstrated by the
Many Thousands in Use for the Last Nine Years All Over the World.

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

BRILLIANT GAS LAMP CO.

42 STATE ST.

CHICAGO, ILL.

U. S. Horse Radish Company
Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Politics is booming,

The dark horse is being groomed.

Eat "AS YOU LIKE IT" horse radish

If you want indigestion doomed.

The Y. M. C. A. and night schools, trade and technical schools, and apprentice schools such as the Michigan Central and Lake Shore Railroads instituted have been for this purpose. But is not some form of manual training in the public schools the most rational solution?

The U. S. Census of 1890 shows but a little more than 1 per cent. of the total male population in the learned professions; of the other 99 per cent. but 95 per cent.—about 6 per cent. of the total—get more than a common school education, so that here is to be the place where the masses of our people are to be stimulated and trained. The U. S. Census of 1900 shows that eight of the twenty-nine millions of laborers were employed in occupations where machine and tool knowledge formed the basis of work, while in nearly all the others some knowledge was desirable or essential to advancement. From this we must conclude with Wm. Barclay Parsons, Chief Engineer of the Rapid Transit Commission of the City of New York: "Give a man a rudimentary education, with an understanding of how to do things, and the educational foundation of productive capacity has been laid, which capacity governs the wage-earning power. The practical utility of manual training is the instruction of rising generations in the use of tools, the education of not only the mind but of the eye and the hand, and in teaching a subject that will later be an actual portion of the life work of the majority of students." In the last fifteen years Germany, with less favorable conditions than the United States, has become a competitor worthy of our industrial leaders. This has been accomplished by wise legislation fostering technical and industrial education throughout the empire.

Milton P. Higgins, President of the Norton Emery Wheel Co., of Worcester, Mass., said before the National Educational Association in 1903: "It is now pretty generally agreed we must look to the schools for our future skilled workmen. Perhaps the wonderful development of American industry, approaching industrial supremacy, has been possible through the natural dexterity of American skilled workmen; but it is estimated that already over 50 per cent. of all our skilled mechanics are born and trained in foreign countries, and this proportion will increase unless some means is adopted to educate American boys for industrial pursuits."

Education has a vital relation to industrial prosperity and wages paid. Dr. A. E. Winship, when President of the Massachusetts State Board of Education in 1902, found that the average number of years' attendance at school in that State was something over seven years, while the average number of years' attendance in the United States at large was 4.3. He also found that the average wages paid in Massachusetts was correspondingly higher than the average of the United States at large.

Child labor is a menace to industrial prosperity in two ways: The child is not given time to prepare himself

physically and mentally, and he too often takes the place of an adult laborer. It is estimated that there are two million child laborers in this country to-day and the amount of illiteracy is correspondingly great. In America, the land of education, one child in every twelve between the ages of 10 and 14 is illiterate, as shown by the United States Census in 1900, while the conditions in some sections of the country, as the cotton mill district of the South, are startlingly greater. Child labor not only deprives the child of the opportunity of an adequate education, but substitutes cheap for skilled labor, thus reducing the total wages paid. Personally I know of no greater menace to American commercial and industrial supremacy than this condition of child labor and inadequate industrial or technical educational advantages.

"America is another word for opportunity."

Someone has said that this must never be otherwise. It will never be. We as a community as well as a nation will adjust our educational advantages to the newer conditions of life in which we now live as we recognize the need. In this lie our prosperity and civic welfare.

I. B. Gilbert.

Let Your Customer Keep His Opinion.

Written for the Tradesman.

Said a shrewd traveling salesman recently:

"I gain a whole lot of trade, that otherwise wouldn't come my way, by agreeing with the prospect. As a general proposition, it's very poor business policy to argue with a customer. It only provokes his enmity and in no wise helps sales. If I find a dealer's opinion differs from mine I endeavor to turn the drift of the conversation into other channels. Many a sale has been lost by the persistence of the salesman in having his own way along this line. It takes time to argue points, and that belongs to the firm I work for and is too precious to be wasted. It's much better to jolly along a patron than to arouse and foster his antagonism by useless discussion."

Ph. Warburton.

Expert Advice.

There was a general titter recently in a church of Portland, Maine, when a proud father brought his first-born to be christened.

The good man was more at home on deck than in his present position. He gingerly held the struggling infant, who kicked and squalled in a most alarming way; and for a while it looked as if the old man would lose his bearings. In fact, there was at one time considerable confusion. The ceremony came to a stop and the congregation began to giggle ominously.

Then from a pew near by came the reassuring voice of a good shipmate: "Upend it, Bill, upend it! Its head's below hatches!"

The difference between an animal and a man is that the animal knows what to eat.

ATLAS MASON JARS

Made from superior quality of glass, by a special process which insures uniform thickness and strength.

BOOK OF PRESERVING RECIPES—FREE

to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.

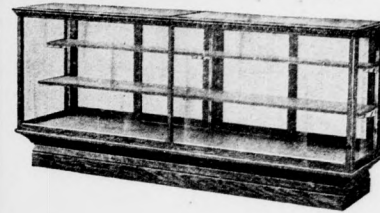
HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

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

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich.



Wolverine Show Case & Fixture Co.

47 First Ave.

Grand Rapids, Mich.

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

Candy Perfection

can only be obtained under modern sanitation backed by

Expert Candy Makers

This is the secret of the wonderful success of S. B. & A goods.

Straub Bros. & Amiotte, Traverse City, Michigan

Oklahoma and Texas

How would you like to observe and study the conditions as they really exist in this land of **SUNSHINE** and **PLENTY**?



How would you like to be picking **COTTON** to-day instead of picking **ICICLES**?

Our next Annual **FREE EXCURSION** to this **LAND of OPPORTUNITY** will start soon. Have you received your credentials that entitle you to this **FREE TRIP**? For further information write

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Weekly Market Review of the Principal Staples.

Prints—So far as staple prints are concerned there is no activity to boast of. Some goods have been taken at the new prices, but, as might be expected, the transactions are not very large. A general idea of conditions may also be formed by demand for prints as compared with last year. With the announcement of the advances this year, and the expiration of the time allowed to jobbers to clear out their goods at old price, came a rush of orders the first day. At the opening of these same goods, at relative prices last year, there was an immediate falling off in the demand. Conditions this year, however, are such that buyers did not deem it prudent to act in a similar manner. In the finer grade of goods the demand remains unfilled as yet, buyers, to quote one large dealer, being as hungry as wolves. In this line advances have not been declared up to the present time; however, the high cost of cotton cloths may precipitate such an advance at almost any time.

Dress Goods—The business done so far shows, according to one seller, an absolute necessity that the styling be sufficiently fancy, as the favor with the buying rests with such. The general character of these goods is eminently favorable, checks being everywhere apparent. Early designs from abroad favored stripes, but sellers expressed themselves at the time to the effect that they did not think that stripes would be popular to such a marked degree as was heralded, and present indications would seem to justify their predictions. No doubt they will have a large following in the intervening time, but that remains to be seen. Sellers anticipate very favorable results from broadcloths and if their hopes are justified the season will be a record breaker. Doubtless from the zest with which they were followed, and with which they are still being followed, the foregoing will prove in a very large degree to be the case. As far as duplicating is concerned, there is very little as yet of a satisfactory nature. The cutting-up trade are slow about getting down to this part of the business, preferring, as was explained before, to wait as long as possible before committing themselves finally. It is understood that the sentiment favors voiles to a very large degree and that they are being very well received. Tests of the local trade made for the purpose of finding out where they stand do not reveal anything startling and sellers are patiently awaiting the coming of the large end of the reorder period. Such buying as has been done follows out the plan laid out earlier and fulfills predictions made as to the lines best taken.

Hosiery—That buyers should be surprised at the scarcity of goods for spring at this late date is really remarkable. It is the case in some instances, nevertheless, and some will

be obliged to substitute further than was thought for. Orders come in at old prices and are refused; upon their return and a statement of conditions, buyers, in some cases, express their willingness to pay the prices to get the goods. Delivery conditions show no improvement, being fully as bad if not worse than heretofore. The attempts to improve the mill conditions have been more than counteracted by the increase in demand for goods, so that the results from these efforts are not appreciable at this end of the line.

Underwear—The local market is quiet for the nonce. Some very good orders have been taken for ladies' carded yarn goods, upon which there is, no doubt, room for improvement. While these goods are better situated for the future than they were for this season, there is every reason to believe that much more business could be accomplished. Occasionally a pessimist expresses the fear that the future will not measure up to expectations; in regard to this, however, it must be remembered that an enormous business has already been done, some of which has been severely handicapped. Further difficulties were threatened by recent disturbances among the help in the Mohawk Valley. A demand for an increase in wages was the cause of the trouble, which was speedily settled. At first the manufacturers were inclined to refuse the request; however, on mature reflection it was granted. No mill can afford to have trouble with its help, with a demand on its resources such as is operative at the present time. These demands, coupled with the stiffness of yarns, mean higher prices in the future. Some lines have already promised these, and their materialization is only a matter of time.

Sweaters—There has been a good demand for sweaters of a certain class during the week, a continuance of the interest shown to a certain extent last week, the call in this respect bearing all of the "earmarks" of being from the same quarter. The business done this year proves beyond question that the old type of sweater is a thing of the past, and that the sweater coat is its successor. In boys' and youths' goods the same effect is followed out with a large degree of success. Combinations of red, blue, green and brown have proved very effective, and have sold very well.

Hillsdale Gets Addition from Adrian.

Hillsdale, Feb. 5—Through efforts extending over some little time, culminating in a meeting of the Hillsdale and Adrian parties chiefly interested, the Kesselring Hub & Wheel Co., which has been in financial straits and inactive for some months, and the Adrian Manufacturing Co., a similar institution, whose output is heavy trucks and wagons of a patented design, will be combined in one company under the name of the Hillsdale Truck & Wagon Co. The company will occupy the factory of the Kesselring Co. in the western part of the city. A new side track will be laid to the works. The stock, fixtures, machinery, etc., of the Adrian company will be removed here.

Edson, Moore & Co.

WHOLESALE DRY GOODS

DETROIT, MICH.

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

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

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

EDSON, MOORE & CO.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



See Our
Spring Line
Before
Placing Your Order

Sickening Circumstance Spoils Future Drug Sales.

Written for the Tradesman.

Do you suppose that half the clerks who are indulging in disagreeable—not to say disgusting—traits before the store's clientele are for a moment realizing what an injury they are doing the store that employs them?

One day this week I was actually so nauseated by what a clerk did in my immediate presence that I never can use the preparation I stepped in to enquire about without being forcibly reminded of the occurrence every time my eye falls on the pretty jar on the dresser in my room.

The circumstance happened in one of the handsomest drug stores in the United States.

I had entered to ask about a certain facial cream which is highly recommended by all the Beauty Parlors. There was no one at the showcase especially designed for containing stuff guaranteed to transform a very ordinary person into a veritable houri, but a young fellow was ardently doing nothing over at the nearest counter. He started to come towards me. As he advanced I noticed he did not seem to have any greeting springing to his lips.

Reaching a point some four feet from where I was waiting, what do you suppose he did? "Don't know?" Well, I will tell you:

With great deliberation he spat a great lot of nasty phlegm in the cuspidor! Ugh!

I happened to be standing with my back to the aforementioned showcase and could not but see the proceeding.

There were rear doors leading to rooms in different directions and before coming to me he might have gone into privacy and unburdened himself of the accumulation that was calling for his attention.

But, no! The pig must needs turn a customer's stomach inside out.

Then he dawdled across the remaining distance and waited for me to state my wants.

I was so sick for a moment, in looking at him on nearer view, that I could scarcely control myself to answer. With an effort I did so, however.

The young fellow looked through the floor case to see if they had what I called for.

"No, they didn't have that, but they had a special cream of their own manufacture that was a very fine article."

I said that "it looked nice, but I would like a tiny bit to take home with me to try and if I liked it I would come back and get a 75 cent jar of the same."

The clerk looked indifferent—not to say glum—and went reluctantly and got a stingy little tin box and grudgingly dabbed a little of the cream into it.

I took it home to test its merits, found it excellent for facial roughness and chapped hands and would like to keep it in sight for frequent application for such a condition of the skin; but I am not willing to be reminded of that horrid fellow every time I look at or use the preparation.

However I bought a 75c box of it, as I had stated I would if it was satisfactory on experiment.

And I even experience a reluctance to patronizing the ice cream counter as a result of that sickening circumstance.

It's dreadful to tell the tale, but not so much so as to witness the transaction. I hope that these lines may fall under the eye of some clerk who is not so particular about his personal habits as to preclude visible carelessness. Lottie I.

When the parlor gas is turned down it's a pretty good sign that the young fellow calling there isn't.

In politics the proof of the pudding always lies in the distribution of the plums.



Every-Day Dresses

or waists should be made of materials which will stand lots of washing without losing their clearness of pattern or having the colors run.

DEPENDON TRADE MARK

DRESS GINGHAMS

are made from pure dyed yarns, spun from high grade cotton and for that reason are thoroughly dependable, although they are sold at prices no higher than less satisfactory gingham.

THE DEPENDON TRADE MARK TICKET

bearing the picture of Alexander Hamilton insures you against unreliable goods.

Space for your name here

YOU CAN
DEPEND ON
DEPENDON

Sign Firm Name and Address Here

M.

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.

Better than the Rest

Isn't it worth while to sell an article that you can recommend as being thoroughly dependable?

Isn't it worth while to put in stock an article that is pre-eminently better for the price you pay than the one you have been selling?

Isn't it worth while to push a line, every sale of which helps to cement the cordial relations between yourself and your trade?

Dependon Dress Gingham

are everything that we claim for them. They will please your customer—not only when she buys them, but equally as much every time the made garment comes out of the wash-tub.

Your profit on each sale is larger, and your total profits will be larger because you will sell more DEPENDON Dress Gingham than you have ever sold of any other good Dress Gingham.

The retail ad in the margin is one way in which we help you push DEPENDON Merchandise. Other helps are outlined in the DEPENDON Book.

Want a copy? Sign the coupon and mail it to

**JOHN V. FARWELL
COMPANY**

Chicago, the Great Central Market

THE TIP GRAFT.

It Failed To Work in a Grocery Store.

Written for the Tradesman.

"I read in the newspaper the other day," said the cub clerk, "that a Chicago waiter is worth \$10,000. There's a graft for your whiskers!"

"It's money given away by fools," growled the book-keeper.

"Sure," agreed the cub clerk.

"And the waiter ought to be arrested."

"Say," said the clerk, "if every man who gets rich taking money away from fools should be arrested the jails would be full!"

"I don't doubt it. In fact, I begin to think that it is the fools that give away their money who ought to be arrested."

"That would fill the jails fuller than ever."

The cub clerk went up to the girl behind the cigar counter and laid down a nickel for a cigar, which he lighted and puffed comfortably.

"And you'd be arrested right now," said the book-keeper.

"For what?"

"For being fool enough to give away your money to the girl."

"I didn't give it away. I got this cigar, and it's a good one, too."

"You didn't get value for your money, and so you gave it away," insisted the book-keeper. "Anyway, the cigar does you more harm than good."

"Perhaps," was the reply, "but I didn't give it away to a low-browed waiter who has a library with a lot of rare books and a grate fire."

"The tipping nuisance ought to be done away with," said the book-keeper. "It places the customer in the position of giving away money or not receiving proper service."

"How you goin' to do away with it?"

"Just cut the places where the waiters hang around with their hand out. It is a fright, the way they act in some of the hotels and restaurants."

The cub clerk pondered, his cigar elevated at an angle of about 50 degrees.

"I don't know," he finally said.

"You'll know some day when you get to traveling in a swift crowd."

"If you ever see me in a swift crowd," said the clerk, "you look sharp for a graft somewhere in the road I'm traveling. There'll be mazzuma or something in sight somewhere or you won't see me tarrying."

"Well, the waiters will try to make you feel cheap if you don't cross their palms with silver, all the same."

"By that time I'll have a graft that will make their little hold-up game look like thirty cents. No, let 'em work their graft. Let everybody work a graft."

The book-keeper added up a column of figures and closed the book.

"There's a sort of an undried genius about you, kid, that I admire. I like to hear you talk. What's going to be your graft?"

"I don't know," was the reply.

"But, let me tell you this: it won't be knocking some one else's little

penny game. Nit! When you see that a chap has a little quiet game of his own, don't get to work with your hammer. Just size up his game and see if you can't construct one for yourself."

"All people do not like to be known as grafters," said the book-keeper.

"A grafter," said the cub clerk, "is one who gets his extras in a little way—who thinks a winning of a dollar a day is something fine. When a man gets a graft that holds up a city and nets thousands a month, it is not a graft. That is good business management."

"For instance?"

"The modern street railroad franchise, the hog-in-the-manger thing that won't do things right and won't let others."

"That's one."

"Well, there's the gas franchise. I guess most gas companies can show how to do things. I know a city where the streets are lighted by a municipal plant, and yet the public buildings all pay tribute to the gas company. Why doesn't the city light its own buildings and save thousands a year?"

"You may search me."

"And I know a city where there is a business men's association, organized to promote the interests of the town. Most of the men who belong to the Association are in some combine against the public. There isn't a thing in the town that isn't in the hands of a combine, from the wood yards to the laundries. It costs more to get a collar washed there than it does in either Chicago, Detroit or Grand Rapids. Talk about your grafts! There you have it in all its purity!"

"Well, you don't kick on grafts."

"No, I do not. As I said before, when you see a good healthy graft you sit down and study out another for yourself on that line."

"Not for me."

"Well, I'm not going around trying to reform business methods. I'm looking out for a load where folks will sit back and say it is a shame the way I am acquiring the ducats of the public."

"I haven't seen you working up any tipping scheme for grocery clerks," said the book-keeper.

The cub clerk bounded off his seat.

"Say!" he cried, "why not?"

"You might try it."

The cub clerk sat down again.

"Yes," he said, "I see myself holding out my hand to a woman who has run into the store in a dressing sacque! I'd get a biff on the proboscis. Still, there's a lot of men who buy here who might be induced to hand out a quarter for quick service and full weight."

"They are supposed to receive that anyway."

"So is a man supposed to receive courteous attention in a restaurant, but he does not unless he pays the freight with the waiter. Yes, perhaps I'll figure that out and see if there is not some sort of a show for the poor down-trodden clerk."

"And the boss will come in some day and take you in the tongs and lift you out into the alley. The boss

won't stand for the customers taking up a collection to pay the clerks."

"Well," said the cub clerk, "the hundred million Pullman Company charges the public for service as well as transportation, and yet travelers are obliged to tip the porters if they want proper attention. The owners of the big hotels charge their guests enough to pay for all they receive there, and more, too, but travelers have to hand out money to clerks, porters and waiters if they get waited on. Now, here's a poor little clerk in a grocery store without even a diamond pin or an automobile! He wants a chance to make a dollar on the side and people kick. This is a rotten world, anyway! How would it answer to give a little extra attention to the better class of male customers and observe the effects on one's finance?"

"You said male customers?"

"Of course! Who ever heard of a woman giving a tip? Say, but that's funny! Why, women customers have a hand out for some little tip from the clerk—a stick of candy or an apple! Honest, though, I can't see why grocery clerks should not receive tips. When a man buys a drink he says to the barkeep, 'Take one on me.' I suppose he does that so he won't be accused of being a 'Dick Smith.' I'm going to think this over."

"Don't let the boss know what you're thinking of. He may buy you a ticket for the willie house."

"I don't see why he should object," said the cub clerk. "Tipping is an innocent form of graft. There are grafts which poison the baby in the cradle and freeze people to death, but this is a delicate little custom which exists by courtesy."

The cub clerk went forward to wait on a man with red whiskers and a fierce eye. He dwelt long over the man's order, and the book-keeper saw that he was giving extra weight, and was putting up only the choicest goods. It was a sure thing that the cub was working for a tip!

At last, when the goods were all on the counter, the man said he would take them with him, so the clerk got down a neat basket and packed them in and put a clean pink paper over the lot. The man gave the clerk a \$5 bill and the clerk made change and tried to lay the sum that was coming to the customer right into his hand, as waiters who seek a tip do. The red-bearded man laid the change on the showcase and counted it over.

"Here," he said, "you've charged for that little bit of candy I got for the baby. That's pretty small business. Did you charge for the basket, too? No? All right. I never ordered that. Here's a quarter that's too thin. Give me a good one. And you ought to make a reduction when I buy a bill of goods like this and take it home myself. I've just moved into the ward and I may trade here right along."

The cub clerk didn't say a word. He went to the cigar case and took out a prime smoker and passed it over, then, as the customer left, he sat down on the counter and pon-

dered, while the book-keeper grinned and waited.

"Say," said the cub, presently, "what would you do with the first \$10,000 you get in tips? A grocery store is hardly the place to work the tip deal."

The boss came in and the clerk went into the basement to sort over potatoes.

Alfred B. Tozer.

Nothing for a Tail.

A month after Christmas a stern-jawed woman entered the toy store and carefully unwrapped a small parcel she had brought in her pocket and handed the contents to the clerk and said:

"There it is. How much?"

"But what is this, ma'am?" was asked.

"The tail of a lion."

"And why have you brought the tail of a toy lion here?"

"I want to know how much you'll allow on it? I bought the lion here as a Christmas present for my little nephew. That's all that's left of it. You can allow at least ten cents, can't you?"

"Why, ma'am," replied the astonished clerk. "I never heard of such a thing. We never take back Christmas toys, and to ask us to buy the tail of a lion is rather absurd."

"Then you won't allow for it?"

"Certainly not."

"And you'll swindle a woman who has to work for her money?"

"You surely can't call it a swindle. We didn't warrant the lion. If your nephew has smashed it up that is none of our affairs. You must see for yourself—"

"Then there is no rebate for lions' tails?" she interrupted.

"None whatever."

"All right, sir," she said, as she rewrapped the tail and pocketed it. "Christmas will come again. I shall want lions, tigers, kangaroos, camels and elephants for little Willie, and I shall come here and look around and price things and be here for a whole hour, and when I am asked what I'll have I shall wave this tail at you, run out my tongue and tell you to go to grass!"

Without Pain Two Dollars Extra.

A Baltimore man was one afternoon seated in a dentist's anteroom, waiting his turn, when a young woman, evincing every evidence of utmost agitation at the thought of submitting to an ordeal, entered and took a seat beside him. Very shortly thereafter a series of piercing shrieks came from the operating room; whereupon the timid young woman sprang from her seat in terror and, grasping the arm of the colored attendant, gasped:

"Oh, what is that? Oh, what is that?"

"It ain't nothin', miss," the darky hastened to assure her. "It's only a patient that's bein' treated free of charge."

Uncertain.

"Did I get your fare?" demanded the conductor, gruffly.

"I gave it to you," replied the passenger, meekly, "but I don't know whether you or the company got it."

363
Purity

363
Health

There's Profit For Grocers

in Buchan's Toilet Soaps. Steady profit—lasting profit—the kind of profit that comes from giving customers satisfaction, holding their trade and bringing new trade to your store.

BUCHAN'S Toilet Soaps

are the purest and best toilet soaps on the market to-day—and have been for 40 years.

And they're *more* than *absolutely pure*—they're *antiseptic*. Phenol Absolut, the greatest of all antiseptics, makes Buchan's the only real antiseptic soaps in the world.

The time is coming when people will buy nothing but antiseptic soap. People are beginning to realize the greater *safety* in using soap that not only cleans but *purifies*—that insures *health* as well as cleanliness.

Up-to-date grocers who sell Buchan's Toilet Soaps are going to get *all* the profit out of this growing demand for antiseptic soap—for Buchan's are the *only* antiseptics soaps.

BUCHAN'S SOAPS CORPORATION

Flatiron Building, New York City

363
Economy

363
Unadulterated

HELD THE FORT.

How Gaskill Battled Against the Waves.

Joseph C. Gaskill has beaten the sea, triumphed over the flood, and, despite the fact that his home is surrounded by salt water, and that only a little over eleven acres of his 180 acre homestead remain unsubmerged, Gaskill holds the fort in the second floor of his home—which also is the top floor—and jubilates. He vowed that neither fire nor water could drive him off the homestead he had made for himself—and thus far he has kept his vow.

The battle was between Gaskill and the Salton sea, that huge new inland ocean which, within the last two years, has been formed in the heart of the Southern California desert. Where the sea drove out all others and covered ninety miles north and south and over seventy miles east and west of the desert, it failed to beat Gaskill. True, Gaskill has had the assistance of two great corporations and the governments of the United States and Mexico to fight for and with him, but nevertheless he considers it a personal victory, although one which may yet be turned to defeat.

Gaskill was a ne'er do well back in Kansas. He had worked as farm hand and day laborer for years accumulating nothing, making little except what he needed for food and clothes and drink. But in his heart he had the love of home and the determination which he formed as a boy to own a farm of his own; to be independent and a man of standing in his community was as firm when he was 52 years old as when he was 16 and made his plans. Also he was no nearer the consummation of his dreams at 52 than he was at 16. He might have owned a dozen farms in a dozen different places if he had possessed sufficient of what his neighbors called "get up." But when he reached 50 with no sign of ever departing from his monotonous mode of life or making any effort to better his condition, people around Garnett who knew him simply passed him into the failure class and decided that he never would be anything else.

His acquaintances and numerous employes were astounded in the fall of 1903 when the word was circulated around that Joe Gaskill had gone West to make his fortune. Everybody grinned, because Joe had become a sort of joke, and most of them expected him back. He didn't come.

The home longing, the desire to own a place of his own, no matter of what kind, had led "Old Joe," as he was called despite the fact that he was but 52 years of age, to go to homesteading. All trace of him was lost for a few months, and then one of his relatives received a note. He had bought a quarter section of land at \$1.25 an acre in the Imperial Valley and settled down upon it. A little spring in the foothills a mile away furnished him his only water, but he builded wiser than he knew, for an irrigation company was at work spreading its network of ditch-

es and dikes over the broad and wonderfully fertile valley, which needed only water to make it one of the most wonderful farming districts in the State. Also, up at Yuma, the Government was building the great Yuma project, which was to reclaim millions of acres of land.

Within six months a ditch carried a little stream of water from the spring to the acres of Gaskill, and a little garden patch was started. He was ditching everywhere and working as he never had worked before. Visions of a wonderful farm were before him as he worked, and in the long twilight hours of summer he worked on his house. He built a foundation, then a three room shack, and he made his own furniture from the rough boards and was happy. He raised a few chickens, ate eggs and dried beef and vegetables and kept on working at his home building.

A few miles to the southwest of him ran the line of the Southern Pacific Railway and, in the distance, he could see the smoke from the chimneys of the great salt works at Salton, down in the center of the great Salton sink.

It was this sink that caused the trouble. The whole sink was much lower than the level of the sea, and Salton itself was nearly 300 feet below the level of the Gulf of California and the Pacific Ocean, which were shut out from it by great mountain barriers. A mile or so from the edge of Gaskill's land the grass ceased and then for fifty or more miles the ground was nothing but caked mud, the bottom of some forgotten salt sea. It was from this salt mud that the salt was taken at Salton, and the salt gave the name to the sink and to the little town on the railway. The lowest part of the sink was over 300 feet below sea level and most of the wide Imperial Valley which the Government and the irrigation companies sought to reclaim from its semi-desert state was lower than the sea. The spot where Gaskill built his home was about forty-three feet below the level of the ocean—but of that he thought nothing.

Just at the time when Gaskill built his home and started to make a little mountain spring turn the land from desert into a blooming field the irrigation company made a ditch from the Colorado River into the valley and turned on the water. For a time the ditches ran full and the settlers rejoiced. Then the silt from the river filled the canal, the water stopped flowing and the land lapsed back into desert. Another canal was made, and the result was the same.

The irrigation company was desperate. It went below the Mexican boundary line, below Yuma, and cut another ditch, giving it such a grade into the valley that the silt could not stop the flow of the water. The work was done hastily, the water turned in, and, with a rush, a full tide swept from the grand Colorado River northward into the valley. The ditches ran brimming full—and Gaskill thought he saw fortune smiling. He planned to connect

up his own ditches with those of the company and grow great crops of oranges, lemons—anything he might choose.

Then a flood in the river came. In one night the great river swung from its course, tore a great gap in the west bank, washed away the controlling dams, and swept with a roar down into the Salton sink. In three days the entire Colorado River was pouring down the new channel, nearly a mile wide, sweeping away hamlets and farms. The old river bed was left dry and the monster red dyed torrent of water leaped and plunged down into the bed of the old sea.

The news spread through the Imperial Valley that Salton sink was filling with water. Toiling away at his ditches, Gaskill heard the story of the river that had broken bounds and made a jest of man's feeble efforts to control and direct it. But Gaskill was not alarmed. The sink might fill, but he was far above that, and surely the runaway river could not reach him. At the break in the river men fought like demons to regain control of the raging torrent, and failed.

One morning Gaskill awoke and saw no smoke from the chimneys at Salton. A passing horseman told him the works were under water. That day he saw great gangs of Mexicans and whites pouring towards the railway, and the news came that the road was moving, because the water was lapping its old tracks. Gaskill heard. He went down to the water's edge, miles away, and saw the river spreading out over the caked mud, and for hours he watched and saw the water rise high and higher. He saw it gain almost a foot while he watched, and then he went homeward.

The next day he vowed a vow. He swore by the beards of every populist in Kansas that the water never should drive him off his land. It was his, the house was his. He had paid for the land, he had built the house, and neither fire nor water could drive him off.

Every day after that Gaskill went to the railway and stood with the other settlers asking for news from the break. Often they were told that the water was under control. More often they heard the discouraging tidings that the river still defied the engineers, and that the whole valley would be inundated. At those times Gaskill swore that if the water covered his house it could cover him with it.

By that time he could see the glint of the waves from his door and, still more ominous, he watched the railway move a mile nearer to him and run within a few hundred feet from his land. He was reassured for a time, because he figured if the railway could stay there his house and his farm were safe and his land the more valuable. Yet he cursed the runaway river and was bitter against fate. Still the water crept towards him, inch by inch. The farther shore of the new sea was not visible, but he knew that its boundary was the base of the mountain range that rose in

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.

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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:

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the dim distance. Only the tops of the salt works chimneys at Salton were visible, and still the water continued to pour in.

Then came still more alarming news. The water, filling the sink, was pouring northward and back cutting through the low places in the Imperial Valley, threatening to cut back clear to the river above Yuma, along the line of the old canal and destroy the great Yuma project.

Fall came, with the river still beyond control. Gaskill still held his land, but the railway had moved again. The water had touched his land and was creeping upward. One morning it topped a little rise in the ground and rushed forward fifty yards over a low place and came within fifty yards of his house, which stood on a slight rise.

Gaskill made a stand there. Working desperately, he threw up a wide dike four feet high all around the house—and hoped against hope that the water would not reach it. As soon as the dike was done he began adding a second story to his house. This was accomplished in an unusual manner. He simply raised the roof five feet on uprights, put a floor across where the roof had been, and, running short of timber, he used gunny sacks to build the side walls. His stove, table and cot were moved upstairs, and, alone, Gaskill defied the elements.

By the time that was finished the water was creeping up and lapping against the foot of his dike, so Gaskill built a flat bottomed scow so as to reach the upper part of his farm.

Then the news came to Imperial that the engineers were ready to make the final effort to dam the break in the river bank and turn the gigantic stream back into its old channel, to send it roaring down to the Gulf of California. Labor was needed, labor of intelligence. Already an army of Mexicans were being trained and drilled in the work, but what the engineers wanted was men, white men of intelligence, to help direct the army.

One morning, with a roar that awakened him, the Salton Sea, as if laughing in its new-found strength, breached Gaskill's dike, and in a few moments swept it away and poured into the lower floor of his home.

Gaskill stood on the roof of the lean-to kitchen, shook his fist at the flood and cursed it, defying the sea to drive him from his home.

That day Gaskill enlisted to fight the Colorado River. He rode up from Imperial on a long train filled with great granite boulders which were to be used to stop the tide, and, going to the engineer in charge, volunteered his services. The engineer was amazed. He told Gaskill he could have \$3.50 a day and work on any one of the three shifts. Gaskill told him he wanted no money. He wanted to fight the river.

In charge of a gang of Mexicans Gaskill helped prepare for the fight. In front of him the new river, his foe, was sweeping, roaring, tossing, and mud stained from the old bed. Nearly a mile of blood red water was between him and the other bank. On each bank was a mountain of

willow switches, each tied and weighted with a great stone. Across the runaway river stretched a narrow trestle work. On a score of sidings stood trains of cars loaded with huge granite boulders, filled with dirt, and the 2,000 workers stood waiting the signal to make the attempt to stop the break.

The river was falling.

At 9 o'clock one morning the engineer gave the signal. As if shot from an immense machine a double line of men, each carrying a big bundle of willow switches, shot out from each bank, and at a given signal they stood at the upper edge of the trestle and heaved the willows into the flood. A second later another double line was fired out from each bank. Men ran, raced, fought, scrambled. They tore and fought at the piles, the mountains of willow heaped at each end of the trestle, and in thirty minutes had heaved millions of feet of material into the breach. The river, sullen, stopped as if surprised, then angrily began to tear at the barrier. But help was coming. The moment the flood was beginning to rip through the willow barrier and strain away at the trestle itself work trains loaded with great mountains of dirt, with huge granite blocks, were run out upon the trestle, and the army of men, working like ants upon the cars, heaped millions of tons of material down upon the willows.

Train after train was run out and pulled back empty. For five hours, six hours, ten hours the army worked—and then from the engineer's office at the end of the bridge the news was flashed over millions of acres of land that the Imperial Valley was saved.

The mud plastered, perspiring, wornout men stopped on top of the cars and a great cheer arose. The river, beaten, sullenly turned into its old channel, except that part that was permitted to flow through the controlled dam in the center of the newly made barrier.

Man had beaten the mighty river. With the others Gaskill stood, his hair and whiskers matted with red mud, his hands torn from dragging at giant boulders. He had saved his farm.

But the work was not over. In shifts of eight hours each the army worked, piling great loads of material upon the dam. And Gaskill, the volunteer, fighting for his home, worked all three shifts, kicking Mexicans, fighting, abusing, cursing. He seemed to have the strength of five men. No one in Garnett, Kan., would have recognized the lazy, worthless ne'er do well in the mud covered giant who, the engineers vowed, did more work than forty Mexicans.

When it was over—and the fight ended—a subengineer led Gaskill away tenderly. He had worked over seventy hours without stopping. The engineer poured brandy into him, put him in a cot, and he slept fifty hours. When he awoke the company gave him a new suit of clothes, and the engineers presented him with a watch, and Gaskill returned home. Over ninety acres of his land remained above water, and he knew that within a few years the greater

part of the rest would be uncovered. Besides he had as pretty a beach as ever man owned.

He rebuilt the dike around his home, drew off the water, built a roadway to dry land, and rejoiced. For over a month he lived in fancied security. Then, without warning, the river, beaten at one point, broke through the bank above the old break and again poured down into the valley.

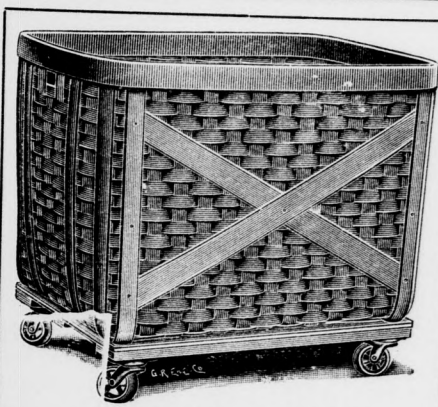
That time Gaskill did not wait. He strengthened his dikes, left his home,

and reported to the engineer in charge. Since then he has been one of the most valued workers on the scene.

And now, since that nation, assisted by Mexico and by several great corporations, seemingly has triumphed over the river, Gaskill, with about eleven acres of land still above water, and the flood still a foot below the floor of his second story, has returned home, satisfied that he has saved his homestead.

M. P. Rienke.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

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ANNOUNCEMENT

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

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

Serial No. 2688

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

Battle Creek, Mich., Jan. 2, 1907

WHOLESALE GROCERS:-

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

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

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

Yours very truly,

HYGIENIC FOOD COMPANY

THE OFFICE BOY.

How To Select Him and Make Him Work.

One of the most serious problems an office manager, professional man, or business man with a private office has to face is the control and management of the office boy. What the servant girl question is to the housekeeper the office boy problem is to the man who has an office. True, the questions differ greatly in respect to supply and demand—but the number of office boys who are worth their pay is as small as the number of servant girls in the same category. The supply of office boys practically is unlimited. If one in twenty-five were a good one that would be enough.

As every man who runs an office knows boys are divided into two classes: tough "kids," wise but lazy, spoiled and joked with, but practically worthless from a business standpoint; and worthless kids, who are not as tough as the others, but equally lazy and valueless from a business standpoint.

This is not meant as a "knock" on office boys. The fault is not with the boy—but with those who attempt to make a young human animal a part of a business machine, to train a boy, by robbing him of the play-time of his life, to be a valuable part of an organization which lacks all those principles of honor and fair play so dear to any boy. Besides, the essential element defined by boyhood as "fun" is not considered a necessity in most offices.

The making of an office boy is an attempt to make him realize that life is serious, and business more so. If he is a success it is because a man's sad realization of the sternness of life has been seared upon the mind and the soul of a child. Then he ceases to be an office boy—and becomes a man.

It is not the office boy who is a failure, it is the system of trying to make a boy forfeit boyhood that is a failure.

Yet there are ways in which an office boy may be managed so as to make him less useless and less of a nuisance than he is. There is not a man in Chicago to-day who employs an office boy who has not sworn dozens of times that he would rather do a thing than to try to get the boy to do it. The ideal way to manage an office boy and one which wealthy professional men ought to, but perhaps never will, adopt is to hire the boy and pay him good wages to stay away from the office and go to school. If they are seeking bright, intelligent boys to help along in the world they can find them in no better way than to advertise for an office boy. But this system never will come into general practice. The office boy is here to stay—and he is a problem which must be faced ten or twelve times a day at least.

The one best way for any office man is never to hire more than one boy. One boy won't do all the work, nor half of it; but two boys will do less, and three boys still less.

The first move is to hire the boy.

Most men have an idea when they rise to the eminence that requires an office boy to open and shut doors, fetch and carry, and run errands that they will get one who is the son of a widow, and perhaps the sole support of his aged mother and nine or ten small brothers and sisters. The shock will come when a swarm of cigarette smoking, tobacco chewing, tough talking kids appear in answer to the advertisement.

The inexperienced man picks the boy in short knee trousers, clean shirt, new necktie and clean face who sits alone, away from the others, who probably keep themselves busy shooting craps or discussing the coming prize fight until the manager appears.

The wise and experienced manager glances over the bunch, picks the toughest looking, and remarks, "Here, you redheaded kid, you're mine. The rest of you git."

The experienced man knows that the clean, well dressed one is just starting, and that in a couple of years he will have evolved to the stage of the others. He also knows that the kid who says "huh," and shoves his cap under his arm as he shuffles in, is experienced and deeply learned in the ways of business. He will lie glibly and with a straight face, will shirk his work in exact ratio to the patience of his employer, and in two days will know more about the office gossip than the proprietor ever will know. He is the perfect type of office boy. A few years before he was a clean, bright faced, respectful, well mannered boy. Contact with men and the sordidness of business have made him what he is—bright, cunning, shrewd and lacking in principle. Professional men, business men have taught him to lie. He thinks it part of life. They have taught him trickery. He simply is an exaggerated reflection of his employer. In the molding of his character the stamp of his training has been left upon him. That class of boy has but one chance of redemption and that is to get out of the office and into a trade.

But before they reach that stage they may be molded into almost any form—if only the office man himself has time to notice him, to help him, to show him the way. The trouble is that office boys are noticed only when they are wanted, or when they have been detected in mischief, or when the boss wants some one to vent his temper upon. At other times they are free to employ themselves in their idle moments at any bad thing they may find to do.

I have a friend who is a fool. At least all his friends tell him he is—but he manages office boys and develops men—real men. At least two of his office boys now stand higher in Chicago business and professional circles than he does. And his system is so simple, so human and decent, that I often wonder why all men do not try it.

He hires a boy just as he would hire a man. When he needs an office boy he advertises, and when the boys come he takes the first one. Tough or innocent, he does not care. When

they offer to show him letters of recommendation he simply smiles and says: "Oh, that's all right, Jack. You and I'll get along together." Invariably he shakes hands with the boy, and spends a couple of hours telling him what is expected of him and how it must be done.

Right there he departs from a habit which ruins so many office boys. Ninety-nine out of 100 men who hire boys simply tell them to take off their hats and wait until they are wanted. Probably not one in ten thousand is instructed as to his duties or shown where to find things.

Then he does something no other office manager, probably, ever has done. He takes the boy and, chatting with him as a friend, tells him office secrets which he would not trust with any business man of his acquaintance. He usually says:

"You know, Jack, that these are office secrets, and we must keep them to ourselves. It might hurt our business if they got out." Out of perhaps thirty office boys who have worked for him not one ever has betrayed a secret.

"It's a good system," said my friend, laughing. "The boy will find out those things anyhow. You can't keep a secret from a smart office boy. I make confidants and partners of the boys, and they never betray me."

He never scolds his boy. If the lad does anything wrong he simply states the facts and says the thing was wrong. He never has discharged a boy, and he says no one ever has repeated an offense after having his attention called to it.

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.

CHILD, HULSWIT & CO.

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Folding Boxes for Cereal
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Estimates and Samples Cheerfully Furnished.

Prompt Service.

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GRAND RAPIDS, MICH.

Good to the Very End

S.C.W.

5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

One of the boys he had was a real tough kid. He had a police record and had been fired by a lawyer who accused him of theft. The boy attacked him, cut his head open with a spindle, was arrested and sent to an asylum for boys. My friend hired him when he was paroled. The boy was sullen, sulky and suspicious. My friend was warned that the boy was thoroughly bad. He smoked cigarettes in the telephone booth, read dime novels and loafed whenever he could. His employer was pleasant and always cordial, treating the boy as a friend. He never reproved him except once in awhile to say, "Jimmy, cut that out. The smoke offends Miss Blank." Jimmy quit smoking in the office. He was entrusted with important business secrets—and he kept them. One day the boss came in smiling and, as Jimmy opened the door for him, he said, "O, Jim, I brought you down a corking book to read. It is one my kid liked and I thought you might." The book was "The Life and Times of Fra Girolamo Savonarola." Jimmy balked and shied perceptibly, but he took the book.

A couple of hours later his employer smiled as he saw Jimmy sitting on the extreme edge of the chair reading with vivid interest. For a week Jimmy read and reread the book. The boss did not appear to notice and made no comment. One evening Jimmy brought the book back:

"It is a peacherino," he remarked. "at dago wuz all right!"

A fortnight later he waited around uneasily for half an hour after closing time and when the chance came said:

"Mr. —, may I borrow dat book? A friend of mine dat was at Pontiac with me wants to read it."

The book remained away nearly a month.

Jimmy developed into a good boy. One could see him change. He followed his employer's deference to the stenographer. His talk changed. He read better books.

One day at lunch I was surprised to see Jimmy and his employer eating together and talking like old chums. Another evening I met Jimmy at his employer's house and Jimmy and the boss' son were reading together.

After he had been in the office two years, and was the best boy in the building, my friend found him a chance to work his way through school. He made it. Then, redoubling his efforts, he studied law, working nights—and he has an office in the building which he entered as a hopeless case.

That is the system of handling office boys that will work—and the only one that will bring good results both to employer and boy. My friend, albeit his acquaintances call him a "fool," has the best office boys in Chicago—and never a failure. He makes men of them while getting the best results for himself. His system is to give the good side of the boy a chance to develop and to be friend instead of master. The willingness with which they enter into the partnership is astonishing, and the pride

with which they tell how the boss took them to lunch and discussed business with them would be laughable but for the fact that it shows such a contrast with the treatment that other boys receive.

Carter J. Lewis.

Confidence Game Worked Frequently in Chicago.

Were you ever a victim of the "half interest" seller?

If so, did you tell it to your fellow worker, thereby letting him profit by your bitter experience, or did you do him the injustice of keeping so "mum" that even your dearest friend might go downtown the following week and buy out that same interest.

Opinions differ as to the advisability of letting these "fleece" games be known to the world at large. However, judging from the good I have derived by reading of the other man's experiences, I have concluded to put aside all timidity in the matter and let those who will profit by my loss.

When I first went to Chicago I, like any other ambitious young man, was constantly on the search for an opportunity to get into business for myself. Not many days passed before my attention was attracted to a cleverly worded advertisement, in substance as follows:

"Fifteen hundred dollars buys one-half interest in light manufacturing business; inventory, \$3,500, half of which is made up of stock and material; bank and commercial references given and required."

This I answered. Next came an appointment in which the proposition was outlined, and so plausible was their tale that I began what I deemed a thorough investigation of both the business and the character of the partner with whom I was to be associated.

The retiring partner claimed to have been appointed administrator of his mother's immense estate in Michigan, thus necessitating his absence so constantly from his work here that he was forced to sell out.

This reason appeared sufficient, as I knew that a manufacturing business of this character would require hustling from morning until night to make it a success.

Now, with my partner to be I took up the subject of references; he gave, among others, the names of an auditor of one of Chicago's big railroad systems and of the President of the Stock Exchange.

I wrote to several of the parties and received satisfactory replies. The President of the Stock Exchange kindly replied that personally he did not know the young man, but was acquainted with his father, whom he deemed thoroughly honorable.

It is needless to say that the deal was closed and stock transfers made. This brings us now to the point where the story is interesting. On the following day I was informed by my new partner that he was indebted to his former partner to the extent of \$750, which would necessitate the sale of his interest in order to raise the money, suggesting that to protect my own interest I should buy his also.

Not having the money nor the inclination to do so, I demanded a division of the spoils. In the end I received some of that "madeup stock" at double its value, and the original partners resumed their old plan of advertising, "\$1,500 buys half interest in light manufacturing business."

R. Nelson.

Endless Belt Window.

It remained for an ingenious and enterprising Cleveland merchant to discover a way of multiplying his available window display space by four—a seeming impossibility.

This is how he did it.

The window floor was arranged so that it revolved like an endless chain over two drums at either end; the window floor extending into the store the depth of the window and being separated by a black velvet cloth.

The different aluminum articles—some 200 in number—were wired to the moving window floor, and thus produced such a unique and striking effect as to challenge the attention of large numbers of pedestrians.

Before this device was installed but fifty pieces could be shown, and that in the old-time, stationary style.

This enterprising merchant has "blazed a new trail" in the window display line which merchants in many other lines of business may find it to their advantage to employ.

The device was home-made, simple in design, inexpensive and driven by a small electric motor concealed below the floor.—Business Man's Magazine.

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.

Alabastine Company

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

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

Walter Baker & Co.'s Chocolate & Cocoa

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

48 HIGHEST AWARDS in Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.



Putnam's Menthol Cough Drops

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

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

One Full Size Carton Free

when returned to us or your jobber properly endorsed.

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



1907 Start the New Year Right

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

Call Main 330 and a canvasser will call

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids, Mich.

FREAK OF FATE.

How He Was Saved from Death by a Silk Hat.

Several years ago I was connected in a traveling capacity with one of the largest forges of the country, located in Eastern Pennsylvania. During one of my periodical visits to the works I met with an accident which brought me face to face not only with death but with utter annihilation as well.

Owing to some wage dispute there was considerable unrest among the laborers, most of whom were ignorant Slavonians and Hungarians. So acute had the trouble become that several of the ringleaders were discharged on the day of my arrival, but no actual danger was anticipated.

On the evening of the second day of my visit I had occasion to traverse that part of the forge shops proper in which was located what technically is known as the "casting pit." One of the processes employed by the company consisted of pouring the white hot metal from huge ladles into a gigantic mold directly underneath. The mold thereupon was moved beneath a hydraulic press and subjected to enormous pressure until thoroughly solidified.

I was standing directly opposite this mold, when I suddenly was seized by two powerful arms and promptly gagged. This seizure, as it afterward transpired, was caused by my strong resemblance to the general superintendent of the works, against whom the dissatisfied element felt particularly bitter. In less time than it takes to tell it I was effectively gagged, bound hand and foot, and carefully lowered into the mold.

Now, I knew that at 9 o'clock on the following morning there would be cast in this mold a large ingot, out of which subsequently a coast defense gun of exceptionally large caliber was to be forged. In a flash the fiendish design of my assailants came over me, and I knew that nothing short of a miracle could save me from utter annihilation.

When my feet touched the bottom of the mold I was stupefied. Then I awoke keenly to the danger of my position and strove to devise some means of saving myself. Efforts to free myself from the bonds of my unknown assailant proved unavailing, the work had been done too thoroughly.

After hours of useless exertion I must have sunk into a semi-stupor of exhaustion, for I remembered nothing until I came to and saw far above me the first streaks of grayish daylight filter through the soot covered windows in the roof. Then I believed that my hours were numbered.

It is said that in moments of extreme peril the human mind operates with extreme rapidity. During the space of my incarceration my entire life flashed before me, as it is said to do in the case of drowning men. Then my mind commenced to wander and I found myself speculating as to how it "would feel" to have the mass of molten steel stream down upon me. The final scene of "Aida" pass-

ed before me, with Aida and Rhadames sealed alive in their tomb, and I idly wondered whether the illfated lovers or myself were in a worse plight. Then the thought intervened that the pair died in their grave, and the chill grasp of death seemed to touch my vitals. Then another space of unconsciousness!

A shrill whistle, far overhead, aroused me. It was 7:30 a. m.—only ninety minutes more of life! I heard men move about, the creaking and groaning of huge machinery broke the silence, lathes commenced to swing, shop locomotives rumbled by—all around and above me was life, pulsating, energetic life—and within a few feet of it was I, doomed to a fate worse than death.

In a frenzy of despair I tore and dragged my bonds about, until the ropes cut deep into my flesh. Then the huge ladles slowly were moved into position, and everything put to readiness that the tons upon tons of white steel could stream uninterruptedly into the mold at a sign of the President.

The special whistle signal, always used on such occasions, sounded, to indicate that the casting was about to be done. I had resigned myself to my fate, and offered up a farewell prayer. Suddenly a soft object struck my head—it was a silk hat. I learned afterward that one of the visitors who was present at the opening of the pit, to witness the casting of the huge ingot, had stepped too close to the mold, slipped, and, in the effort of righting himself, lost his hat, which providentially fell into the mold and upon me.

Several of the helpers, scenting a fat tip, immediately busied themselves trying to recover the lost headgear. They fetched a long pole, affixed a stout hook to its end, and lowered it into the blackness of the mold. By a supreme effort I managed to raise my bound hands as the hook came near me, and clasped the rope binding my hands upon the hook. Then I felt that efforts were made at the top to withdraw the pole, but the same remained stationary. I knew then that I was saved, and the revulsion of feeling was so great that once more I fainted.

The rest is comparatively simple, nor is there much more to tell. They told me afterward that on finding the pole fixed into something at the bottom of the mold, which they could not see, they brought appliances to the spot and discovered me at the bottom. I was soon restored to daylight and life once more. The assailants never were discovered. As for me, ever since my narrow escape from utter annihilation I have given all casting pits a wide berth; indeed, I soon after changed my occupation and sought different lines.

Erwin Nelson.

Not For His.

A prominent lawyer who formerly practiced at the bar of Kansas City tells of a funny incident in a court there during a trial in which a certain young doctor was called as a witness.

Counsel for the other side in cross-

examining the youthful medico gave utterance to several sarcastic remarks tending to throw doubt upon the ability of so young a man.

One of the questions was: "You are entirely familiar with the symptoms of concussion of the brain?"

"I am."

"Then," continued the cross-examiner, "suppose my learned friend, Mr. Taylor, and myself were to bang our heads together, should we get concussion of the brain?"

"Your learned friend, Mr. Taylor, might," suggested the young physician.

The everlasting sermon seldom leads any to the everlasting salvation.

Write us for prices on

Feed, Flour and Grain

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

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

Pure Apple Cider Vinegar

Absolutely Pure

Made From Apples

Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers
Detroit, Michigan

Mother's Cornmeal

None Better

The finest product of the best part of the golden heart of the corn. Scientifically milled with modern machinery. Packed 36 3-lb. packages to the case.

Our Profit Sharing Plan

applies to

Mother's Cornmeal

as well as to

Mother's Oats

The Great Western Cereal Co.
Chicago

SPIRIT OF THE AGE.

Necessity of Having Money Everywhere One Goes.

"If you haven't any money you needn't come around."

A worldly friend of mine—perhaps in a pessimistic mood at the time—gave me this suggestion of a text the other day as standing for the modern spirit of the age. Considering the topic, too, I must confess that it is near enough a literal truth to command attention.

Where is it that the man or woman may go in these material times without a last reassuring tap upon the pocket to determine whether the purse be in place? The purse, above all things, may not be left behind!

As a guest, dining in a friend's house where hospitality in its best sense should be expected, that purse may be a one thing needful. Cards almost universally are complements to hospitality, and cards to be "interesting" demand that stakes shall be played for. Poker, in the library or smoking room, no longer exacts explanation. "Bridge" has come to be regarded as one of the society evils of the time. At even such innocent sounding games as "pitch" and "clinch" the player may lose \$4 or \$5 in an evening.

"If you haven't any money you needn't come around!"

There are thousands of homes, however, in which cards are not tolerated. But in these homes may the hosts absolve themselves at all times from the charge that a guest need not remember his purse?

One of the most widely observed of all entertainments in the home is that based upon a birth or wedding anniversary. Acceptance of such an invitation always depends upon the condition of the guest's purse—in fact, the invitation on such an occasion may be a command upon the invited one to send his contribution, regardless of his own personal appearance. Children are educated to this observance of birth anniversaries, and in the issuance of invitations on such occasions the spirit of "graft" is fostered in the young when the mind is most susceptible to the subtle influence.

Before the home is founded the young parties to its future are exacting of the purse which shall be in place. Perhaps never before in the

history of civilization did the average courtship of the young man and young woman cost so much money.

The times at the best are extravagant. The ideas of the young man and the young woman of the middle class are far above their means. The young woman, making her debut, has nursed the glittering possibilities of her condition. She has beauty and attractiveness of personality. She might deny that she ever had a thought of selling these charms—perhaps she hasn't—which is sadder still.

For the average young woman to-day as surely is marketing these possibilities as if she stood in the market place for the highest bidder.

One of the easiest and yet harshest criticisms of the young man admirer to-day is the confession of the young woman to whom he is paying attentions that she regards him in slang phraseology, as a "tight-wad!" The box of candy which he brings is not as large or select as she is led to expect. Neither the theater nor the seats in the theater are as choice as she would like. There are more select and expensive restaurants for the after theater supper. Perhaps going home in a cab does not appear an item of expense justifying to her the use of the street car.

Her attitude at once is: "If you haven't any money you needn't come around."

But having the money—getting it somehow and coming—what a source of future unhappiness these two misguided ones may be laying up for themselves. With the young man straining his resources and credit in the courtship of a young woman who may have no knowledge of the strain before marriage, he is counting upon marriage as the date of the sharp retrenchments that will be necessary. That courtship has established itself in great measure upon the liberality of the young man's purse. How easily the tenses of the verbs may be changed in the mouth of the young woman:

"If you hadn't any money you needn't have come around!"

One may not go to church without the reassurance which comes of his purse in his pocket.

In most cases, indeed, he has no material reason for expecting the privilege of immunity from a contribution. The church is established

on a material basis and money is necessary for its maintenance. At the same time there are ethical philosophies in religion which may hold out to the chance churchgoer that chance of a free seat at service, when the church is accentuating the material utterance:

"If you haven't any money you needn't come around."

I recall an experience of my own in this connection. I had occasion in a hurry to enter a fashionable church a few years ago in order that I might make some hurried notes of an address to be made there. When the address was done it was necessary that I should leave the church. I took a seat far back. When the sermon was done, in the stir following the silence, I got up to tiptoe out. Quick as a flash a church usher reached for the long handled contribution net and passed it under my nose so that I had difficulty in passing around the obstruction. I got the message of that church without a trace of softening: "If you haven't

any money you needn't come around!"

These suggestions as to the modern necessity of money have not attempted to include those places where money naturally would appear a necessity—they have treated conditions in which the necessity of money would be a second thought.

But where money always has been a sine qua non, that money to-day is multiplied in quantity and made more necessary through an ever increasing emphasis on the statement:

"If you haven't any money you needn't come around!"

John A. Howland.

Easily Arranged.

Swiggs—My wife and I both had severe colds at the same time and the doctor prescribed quinine and whisky, but my wife couldn't swallow the whisky.

Briggs—What did you do about it?

Swiggs—Oh, I gave her the quinine and took the whisky myself.



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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

IS HE A CRANK?

Merchant's Opinion of Pinch-Penny Employers.

Written for the Tradesman.

"There's a fine chance of getting the White Star Manufacturing Company to move here," said the grocer, camping down in the hardware man's easy chair. "We ought to get a move on and boot the thing along."

"Employ many people?" asked the hardware man.

"Yes; from fifty to a hundred I hear."

"That is something. Men or women?"

"Both."

"Children?"

"Why, I presume so. They have a lot of work that children can do."

The hardware man lighted a cigar and smoked meditatively.

"How much will you give?" asked the grocer.

"They've got to show me before I'll give a cent."

"What's the grouch now?" demanded the grocer. "You're usually willing enough to help boom things."

"I don't believe this is a good thing for the town," replied the hardware man. "A cheap lot, I take it."

"Why, I understand their payroll is from \$250 to \$300 a week. That will help some when it comes Saturday night."

"And employ nearly a hundred hands? Not for mine."

"I presume they know what wages they can afford to pay."

"I presume so. Well, if they can't do business like other people let them get out on the road with a shovel. There are too many manufacturing firms moving into small towns where there are women and children to be hired. They don't pay living wages. They set the scale in the town, too, for others will not pay more than they do. They are a nuisance, and a detriment to any town."

"You're a crank!"

"Am I a crank?" laughed the hardware man. "Look here. Did it ever occur to you that the workers of the country are also the consumers?"

"Why, of course."

"Well, then, when a manufacturer grinds his employees down to a few cents a day, what good is he in the industrial world? What sort of figure do his employees cut in the world of consumption? They are consumers, only they don't consume, because they haven't the price."

"Competition," said the grocer.

"The manufacturer has to govern his wages by those paid by his competitors. If it costs him more to make his goods than the others pay, he goes to the wall. I don't see any way by which a manufacturer can permit outsiders to fix his wage scale for him."

"That's the old story. Competition is to blame for everything, if you believe the manufacturers. And wage-earners always get the worst of it. There is one sure way by which an employer can reduce his expenses. He can employ women and children and cut wages! They don't seem to think that when they cut wages down to the barest and most frugal living they do an injus-

tice to business men like you and me."

The grocer laughed.

"They don't have to consider other business men," he said.

"Of course they don't. But look here. Suppose every business man in this city should fire his clerks—heads of families—and employ women and girls at half the wages? I have a notion that in time the women could do the work. Suppose every man pinched his force down to the last penny. You'd have a fine stock in your store! You'd sell the cheapest grades of everything. The families would be obliged to live on potatoes and bread. The other business men would be in the same fix. I tell you again that the wage earners are the consumers of the country, and when you grind them down to starvation wages you ruin the trade of the country."

"Oh, but you're a crank, all right!"

"The mechanics of this city appear to be doing pretty well now," continued the hardware man. "They earn fair wages, patronize you and me liberally, send their children to school and buy homes. Now, you let one of these shyster factories come in here with a next-to-nothing wage scale and other employers, seeing how cheaply human beings will under necessity barter their time, will cut wages. In a year or two all the members of the family will be working, and the receipts from their joint efforts will not be larger than the man earned before."

"But you can't dodge the fact that the \$300 a week they pay out for wages is just that much addition to the cash of the town. Besides, people will live better and build more homes when the entire burden of the family is no longer on one pair of shoulders. I'd rather see my young ladies working at some light employment than traveling the streets, looking for mashes."

"The old story again," said the hardware man. "The \$300 payroll of the factory would soon be nullified by reductions in other shops. I'll tell you right now that an employer will not pay \$2.50 a day when a man next door is getting men for \$1.50. Don't let it escape your memory that the workers are the ones we want to boost, and not the men who hire them. People don't employ other people just out of philanthropy. They are in business for what there is in it, but they ought not to kill the goose that lays the golden egg. We want to see farmers get good prices for their crops, don't we? We also want to see mechanics get good wages. When a factory pays such low wages that the employees live on salt pork, potatoes and soup bones, and buy only the cheapest grades of clothing, it is a curse to a town."

"We'll get you a date before the next labor federation meeting."

"Not at all. I'm not stuck on trades unions, as at present conducted. Let us suppose that our town is alone on an island in the sea, and that we have to be self-sustaining. Here's a man making a fine \$3.50 shoe, another making a fine watch to sell at \$20, another making

fine clothing which brings about \$30 the suit. The wages paid are sufficient for the purchase of these things, and all the shops work full time.

"Along comes a captain of finance and butts into the show business. He thinks his men are getting too big wages. He makes a cut of half a dollar a day. Well, that cut prevents the workmen buying watches or fine suits. See? The result is that about half the tailors and watchmakers are laid off, and those kept at work are cut in wages. The men who are laid off and cut in wages can't pay \$3.50 for shoes, and the shoe manufacturer sees his trade going to the bow-wows. He is beaten at his own game. He lays off part of his men and makes a cheaper shoe. By this time there are a lot of men out of work. They are no longer consumers in the true sense of the term, for they are barely getting a living. The men out of work finally offer to work for less than the others are getting, and the wage scale is gone. Also there is no market for the products of the shops.

"The wage payers have the scale down so fine that the men can't buy the products of the shops. They have hogged the game until they have ruined themselves. Now, you would rather pay a few cents more for a bushel of potatoes or a barrel of flour in order to leave a good profit for the farmer. The high price is only a small thing for us, and it boosts trade. Just so we would rather pay a little more for a pair of trousers, or for a watch, or a pair of shoes,



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Your Customers

YEAST FOAM

It is a Little Thing,

But Pays You

A Big Profit

if our doing so would keep the shops running and provide good wages. As I have before observed during this brilliant essay on political economy, don't ever let the fact that the wage earners are also the consumers escape your attention. You deprive the consumer of the purchasing power and he will manage to exist in some way, but he is no longer any good to the world. He can't buy what you have to sell. He can't buy what his friends manufacture. He is a dead one. Wage earners do not bury the money they receive in payment for their work. They pass it along. They buy something with it, and every time a dollar passes from hand to hand it is the same as a new dollar put into circulation. You might as well reduce the circulating medium of the country 25 per cent. as to reduce wages the same amount."

"So you won't help get the new company here?"

"Not until I see their payroll. We have a nice little city here, with industrious, self-respecting working men. We have a lot of employers who pay wages sufficient for their men to buy what their fellow business men make or have to sell. We work together and seem to be doing well. Now you get a pauper-wage concern here and it will be about like the illustration of the island community. If these people can't get along without employing women and children ten hours a day at \$3 a week, or less, let them go out of business."

"All the same, I'd like to see them come," insisted the grocer.

"Of course," laughed the hardware man, "when you get down to pauper wages the man who sells provisions gets all the money there is in circulation. The slaves can't buy anything else. No, sir, I'm for a profit, or surplus, for wage workers as well as for business men. It helps trade. It pays."

Alfred B. Tozer.

Scribblement Process of a Couple of Writers.

Written for the Tradesman.

"Did you ever notice," asked the man who scribbles, "how much faster your thoughts drop on to paper when you are chewing gum? No? Well, you just try it, sometime, if you're a victim of 'writers' itch' and at all skeptical. You'll find your pen ten times more nimble and trenchant with a stick of gum working between your teeth than if your mouth is empty. Somehow, the continual effort at mastication of the stuff seems to give an impetus to your grey matter—also laboring away, or at any rate endeavoring to do its best—or worst! Yes, if you are in doubt as to my statement, try it once."

"Then there's another thing I find to be true in my own case: A scribbler can write twice as well when he's comfortably bolstered up in bed as he can when sitting in the easiest chair he could possibly select. That's a cinch, too. If he's ensconced in a soft chair, or an evening, and thinks he will get at some article for a magazine or newspaper that he's had in mind for some time to put in print, but through having dillydallied so long he fairly hates the

thing—I say, if he's in this frame of mind and sits up in an easy chair to do the job, ten to one he feels overpowered by the task and allows a drowsiness to steal over him—does not even try to shake it off—and first thing he knows a winking and a blinking time ends in a sinking time—of the head on the chest—and there you are. Snoring soon startles him from his slumbers. He arouses himself, but only to sink deeper into oblivion, when he is in for a two or three hours' stretch of 'sleep, blamy sleep, Heaven's sweet restorer."

"This is what happens to him who attempts to do a scribbling stunt sitting in a chair. No, for unadulterated ease for writing, give me a good soft bed, with three pillows up my back, the room sizzling hot from radiator, register or stove, plenty of windows open to let in God's ozone, a low stand by my elbow for papers, etc., and, most important of all, a bright electric light above and directly back of my head and my thoughts fairly fly from the end of my pencil. Thus fixed with matters to my liking what I set down seems to come from some source outside of me—it just writes itself—I don't seem to do the thinking at all. Then, when I get sleepy, all I have to do is to gather up the written pages lying on the bed at my left side and put them, with the pad, on the stand by my head, turn off the switch and drop into the arms of sweet Morpheus!"

That's the modus operandi of one friend of mine who is addicted to the writing habit; and right vigorous English does he evolve from that luxurious lair of his.

Another friend pursues writing tactics just the opposite of those described by the first. I forgot to say that the latter always wants the house very quiet when he is ready to mount his Pegasus. But this feller No. 2 has a funny way with him when he gets a fit on for turning out literature. I will let him talk:

"Noise? I don't mind it in the least when I am in one of my 'fine frenzies.' In reality, the more racket the kids make around me the easier it is to gather up out of the cobwebby corners of my brain the stuff I want. I can't so much as say 'Boo!' on paper when my surroundings are still. When such a rare occasion does present itself I am obliged, in sheer self-defense, to go out to the kitchen and unearth my wife's biggest iron stew-kettle and beat thereon a tim-tom to make the witches bring back my wool-gathering thoughts. Oh, you needn't laugh—fact! The children even climb all over me while I'm getting up my pot-boilers and the marauding seems really to assist in the bubbling procedure. I'm so used to confusion in our little castle that I don't notice it a particle; think I couldn't scare up an idea without it."

"No, I never do any writing in bed. I fall asleep in two seconds whenever I attempt it. It dulls my faculties; I'm no brighter than a mole when I try to scribble after dark. I have to, as I said, have a noise around me or I am unable to accomplish anything in a literary way. Under

that condition, and in the daytime, one thought crowds fast on another and before I know it an average article is finished."

"I contribute to the columns of several magazines, of widely varied interests. I have to feel just in the mood in order to write at all. Sometimes I can get up a readable article for one of them and can scarcely think up a line for another. Sometimes I dash off half a dozen articles of a morning for as many different periodicals, and then again I have hard work to get one prepared for Uncle Samuel's mail-pouch—it all depends on the rust in the upper story, I suppose."

"But, as I remarked, deliver me from the namby-pamby of writing in bed." John Burton.

The Only Attraction.

"Is your husband going with you to the concert?"

"Oh, no! He's not interested in hats and frocks."

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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 17 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.

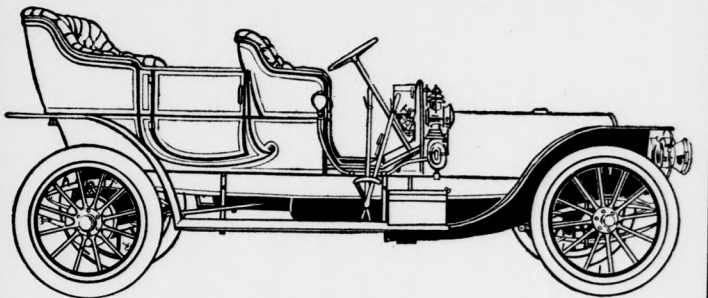


Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.

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

Keeping Trade Active on Little Men's Wear.

While the great majority of the dealers of the country are not in a healthy position with their winter stocks, there are some fortunate ones who to-day occupy an enviable place because of following a hand-to-mouth policy in buying. Because of their own light stocks some of these buyers were market visitors during the fortnight, looking for jobs in good grades of boys' and children's clothing, which they declared they could sell up to the end of February. But these buyers state they could not find desirable merchandise.

Inclement weather and unseasonable mildness have contributed to the general bad trade conditions which have so severely affected business since the inception of winter and, with the weather very much worse than it was in the old year, the new one made a bad beginning for retail merchants. The very best and most ingenious efforts possible to stimulate business have been unavailing so far as overcoats are concerned, and these are the stocks which are largest. There is a little business doing now and again, but it is only on suits and is moderate.

Some dealers report that being unable to procure the winter suits they desired for January filling-in uses they were obliged to order in some of their spring purchases. Pending the arrival of those shipments wash suits were given prominence and with satisfactory results, all things considered. Now, these better class stores are forcing attention to their spring suits and reefers and washable goods, and claim to have gotten much better results, considering the weather, than if they had attempted to interest their trade in heavyweights. As one factor explained, "Of course, we let it be known that we were selling our early spring arrivals at a close margin of profit, holding out this saving as an inducement to early buying on the part of the public. And, do you know, we found this scheme worked as well as our former clearance sales. You have only to let the public know that they will make an actual saving by advance buying and you can interest them to the buying point as readily as in the case of clearance merchandise offered at bona fide reductions; in both instances people buy, not so much because of any immediate want of the clothing, but because they realize that they are saving something by the transaction."

The mild weather is having effect upon wholesalers' shipments of spring orders. At first they were delivering only to distant points and to the South and Southwestern dealers who require their lightweights earliest. With the weather continuing unseasonably warm all over the country, dealers in other sections have been sending in hurry calls for some

parts of their orders, doubtless believing that if they can't do business in heavyweights they can arouse interest in lightweights.

Manufacturers have been so severely handicapped by the slowness of the mill deliveries of piece goods that possibly there will be some delayed shipments to retailers. At present the manufacturers are (in making deliveries to those customers who have to have their goods first) trying to satisfy everybody who has bought by giving Jones a little and saving some for Brown, while something is reserved for Smith, who always buys late. Yet it is generally conceded that while the manufacturers will do their utmost to take care of all the trade they can get, deliveries will be behindhand well into May.

Basing their preferences as to overcoats for boys for next winter upon the experiences of this, buyers declare against the extremely showy weaves, such as herringbone, claiming that parents began avoiding these extreme weaves this season because they "got tired looking at them." Buyers, therefore, seem partial to plainly woven overcoatings in various shades of gray, Oxford and gray mixtures; also vicunas and friezes in gray and black.

Those buyers who represent the fine trade are out against Russian overcoats, stating that they are the only juvenile style which they sacrificed this season, and that while they will be an all-right model next year in fur-trimmed style, because good for driving uses when the youngsters are taken out on the road, this season's experience makes buyers shy of the style for regular trade.

The three-quarter length reefer is a decided favorite, and has been a very popular garment again this season, so that predictions are made that it will be a great leader next fall in grays, browns, blue and red, in both the smooth and rough overcoatings. --Apparel Gazette.

Cement Costs More.

Channel cement, which has numerous uses in a shoe factory, has been advanced 5 cents a gallon since the first of the year. There are over fifty grades of cement suited to the needs of different shoe manufacturers. The grade of cement is governed by the quality and grade of the shoes made. Crude rubber is the essential ingredient of all leather cement, and naphtha is used to give it the liquid consistency, and the cheaper the grade the more naphtha is used. Crude Para up-river rubber is now about \$1.25 a pound, with cheaper grades ranging from 71 cents to \$1 per pound. Along with the higher cost of rubber naphtha has since January 1 of the present year gone up 6 cents per gallon and the cement manufacturers now have to pay 50 cents more for the naphtha barrel than they formerly did. All this has forced the cement makers to advance the price of every grade of cement just 5 cents a gallon.

A pretty woman may marry a homely man to get the gain of contrast.

In a Good Cause.

"Man is not in a position to abolish war," Elihu Root once said. "There is still too much of the animal in him. Even when he seems most mild and good he may have cruel, bestial thoughts revolving in his mind. As an illustration:

"A prison chaplain one day found a convict feeding a rat.

"Aha!" the chaplain said, 'so you have a pet, eh?'

"Yes, sir," said the convict, his hoarse voice softening and a gentle smile illuminating his hard face. 'I feed him every day. I think more of this here rat, sir, than I do of any other livin' creature.'

"The chaplain laid his hand on the convict's shoulder.

"In every man," he said, 'there is something of the angel, if we can but find it. How came you to take such a fancy to this rat?'

"It bit the jailer, sir."

The Efficacy of Drugs.

"Doctor, I want to thank you for your valuable medicine."

"It helped you, did it?" asked the doctor, very much pleased.

"It helped me wonderfully."

"How many bottles did you find it necessary to take?"

"Oh, I didn't take any of it. My uncle took one bottle and I am his sole heir."

A specialized virtue and a big tree make little growths around them.

A dread of wrinkles never troubles the beautiful heart.



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.

THE DAILY GRIND.

Why Some Clerks Lose Their Ambition.

The large office which employs a great number of men clerks contains more dead hopes and buried ambitions than possibly any other kind of business institution in the world.

This is a matter of common knowledge to all who are familiar with the personnel of any big office. Take three score clerks and a similar number of workers of the same grade in any other line of endeavor and it is certain that the percentage of clerks who once were ambitious but have given up will be far above that of the other class.

This does not mean that the man who takes up clerical work as his vocation is more apt to give in quickly than he who pursues some other calling. Nor does it mean that the opportunities for advancement are fewer in office work. Nor that such work is any more crowded than other lines. None of these causes may be held responsible for the result mentioned.

The reason for the great number of unrealized ambitions in this line simply is: Monotony. The dreary monotony of the clerk's work kills more ambitions in his line than does whisky. It is the one great drawback to office work as a career, and, judging from results, it is a serious one.

Here is the way the case usually works out. A young man comes into an office. Perhaps he is from the country. If so he is more filled with clean ambition than the city youth. He has filled himself full of the stories of poor country boys who came to the city and became millionaires, and the one question that he asks himself seriously is: "If they did it, why can't I?" He doesn't know anything about the thousand and one reasons why the average man can not achieve success. He doesn't know what the successful man must do. He simply says: "I can," and gets a job at \$10 or \$12 a week, and imagines that his climb to the top has begun.

Perhaps he comes from the city high school. In that case he is a trifle more sophisticated in matters of life than the country boy. But about office work he knows nothing. He may have taken a course at a business "college," but as such experience is as different from real office training as a sham battle is from real war, he is ignorant of what lies before him.

At all events the newcomer to the office is filled with ambition. He knows that the top can be reached if one works hard, and is industrious, etc., and he sets his jaw and throws himself into the fight upward with all the energy and industry in his composition.

His impetus is something startling. His motto is: "The man who wins is the man who does things," and he begins to do things with strength and main. He fairly champs for a chance to show himself and his worth; and the older clerks smile sarcastically and remember how they, too, once upon a time, long, long ago, were chock full of the same bursting steam engine disposition.

The ambitious young beginner is put on the files. His work is to take reams after reams of paper of all kinds, and stacks upon stacks of cards, and file them away in the cabinets where they belong. Furthermore, he must help clerks find the card or record that they want. He begins like a fury. He jerks the cases off their shelves, jams the cards into them, slams them back, pulls down more, files away papers, throws the cases back, and looks around for more worlds to conquer.

He does this for a month, perhaps six weeks, perhaps eight, according to his disposition. Then he begins to slacken a little. There really is no use in working so hard over the job. If he works hard he gets it done in three hours. Then the rest of the day he must sit around and do nothing. It always looks bad to be seen sitting around. Besides, it's tiresome. Therefore he begins to take it easy, and within four or five months he is trailing along at the regular file clerk's pace, spreading his work out so that it lasts him from 8:30 until 5.

In about a year he is put on a desk. Most probably it is the invoice desk. The ambition has had its razor keen edge taken off in the year at the files, but the promotion, along with the \$2 raise in salary whets it up, and while it is not what it used to be it is a good impelling grade of ambition that makes the young man dig in and work as hard and well as he knows how. He feels that he has attracted attention and that in a little more time the chance for his ambition to force him along will appear. He has lost certain ideas concerning the upward climb, but still he is confident.

And now begins the saddest part of his story. There are few chances for promotion for an invoice clerk.

He is hired and paid simply with a view to getting a man to do so much work each day and not at all with the idea of getting a man who will work himself up. He is a sort of a machine. He must work a long time before his chance for an advancement comes.

So, day after day, the ambitious young man comes to the office at 8:30, puts his hat and coat in the locker, removes his cuffs, and puts them in the drawer of his desk, swears at the office boy because the waste basket is gone, draws forth a pad of invoices, along with ink and cork handled pen, puts on his sleeves, yawning even as he pulls them over his elbows, wearily mounts his stool and draws to him the first piece of the day's work.

Until 12 o'clock he sits on the stool, copying from order blanks, extending and footing. At 12 he dismounts and goes a block to the bakery lunch-room, where he bolts his coffee and pie in order to have time to smoke a cigar before getting back to the office. At 12:30 or 1 he is back on the stool ready for more invoices. Until 5 he works as in the morning. Then he goes home—and comes down and repeats the same routine next morning.

There is no change for him, nothing different happens. Sometimes he makes an error. Then he is called to the desk of the head clerk or the head of the department, and the head says: "Blank, you understand, of course, that errors like these throw the work of the department into confusion and make things bad all around. Now, while your work mainly has been satisfactory, you must see that—etc., etc., etc."

Even the "call down" administered by the head is a matter of routine. After a man has been up on the carpet three or four times it be-

comes monotonous to him. He knows just what he is going to see, what the head is going to say, and how he himself is going to explain the matter away.

After a year or two of it the driving power of a young man's ambition begins to slacken. He sits back and takes things as they come. He sees plainly that he can not rush matters, that the climb is a slow process, and he begins to feel less and less inclined to hustle and press onward rapidly.

He is just beginning to get into the rut now. Two, or perhaps three years later the rut owns his soul. He has forgotten now that he ever was ambitious. It seems that he never in his life knew of anything but coming to his desk regularly, doing his work, and going away, for all the world like some high class automaton. Perhaps he thinks occasionally of his fierce ambition of a few years ago. If he has grown lazy in the rut, he will laugh at the thought. If not, the chances are even that he will swear and go out and get drunk. Whatever he does, he knows that the days of his ambition are over, and he knows that it is the monotony of the office and nothing else that has killed him.

This tragedy is repeated annually in every office of any size in the country. The percentage of dead hopes and ambitions in such places grows constantly. Here is an old clerk's solution of the difficulty: "Stay in an office three years. If you aren't somebody there then, you may know that you never will be. Then get out. Get out, if you have to go to shoveling dirt. Anything to get out. If you don't get out then, you never will and you'll kick yourself all your life for staying."

Martin Arends.

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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.



Degradation of the Woman With the Wheelbarrow.

Those of us who are interested in the well-being of our sex and who are toiling with tongue and pen, striving to gain for women the right to make an honest living and to stand free and equal before the law with man, read with an aching heart the statement of one of the engineers of the St. Louis, Memphis & Southeastern Railroad that he had three women employed in wheeling dirt on his construction work.

"It staggered me a bit when I first observed them," said the gentleman, "but when I saw the relentless energy with which they hiked overloaded wheelbarrows up the dump, my pity went out to the barrows. Instead of their being objects of sympathy, one is rather inclined to envy their vigorous health and strength.

"The party is composed of a man, his wife and two stalwart sisters. There is a difference in the ability of husband and wife to handle a barrow of clods and the comparison is all in favor of the woman. The women say railroad work pays them a great deal better and is much easier than the toil they are accustomed to. They take their turn right alongside the men and wheel full loads in their barrows every trip. They would laugh at you if you were to offer any concessions to their sex in the way of reducing their freightage. Labor is pretty hard to get this year and it would not surprise me if the contractors would have to fill out their gangs with quite a number of women before the season is over."

One of the sights in Europe that never fails to shock and horrify Americans is the spectacle of women made mere beasts of burden, sometimes yoked by the side of a cow or dog, pulling heavy loads, every particle of beauty, grace and womanliness crushed out of face and figure by inherited centuries of toil. That such a condition of affair is coming to pass in our own country is enough to strike terror to our souls.

Such a scene is a searchlight turned on the decadence of man. Where now is the strength that once protected woman? Where the tenderness that kept her safe within the shelter of her home? Where the reverence that shielded her from contact with the roughness, the vulgarity, the profanity of the common sweating, swearing ditch digger?

There was a time when the poorest and most ignorant white man in America would have died before he would have seen his womankind degraded to such labor; there was a time when any man so employing women would have been ostracized by every decent man, and the pity of the thing is that these days are gone.

For you can not brutalize the women of a land without degrading the whole people. The stream of race

rises no higher than its fountain of motherhood. The peasant women of Europe, degraded to the level of the beast, bring forth the narrow-foreheaded, evil-passioned peasant—"brother to the ox." From the cabin of the poor American mother have come the poets, painters, soldiers, statesmen, that have made our country great, but they will come no longer when, as the chivalrous railroad builder prophesies, women are a familiar sight wheeling dirt on railroad embankments!

This is not to contend that women should not labor. No woman any more than any man has a right to eat the bread of idleness and defraud the world of the use of her brain and hands. Taking things on a mere brute basis, there is, perhaps, no reason why the woman with physical strength enough should not even wheel dirt or do any other exhausting physical labor, but the sum of human progress has been the struggle away from brutal ideals and its crowning test the deference with which women are treated.

Civilization has made us relegate to woman the lighter forms of toil, the work for which her physique fitted her, and which could be done safe from degrading conditions, and to change this—to send her to sweep the streets, to throw up railroad embankments, to stand behind the plow—is a distinct step backward. It is man's to bear the heavy burdens of life, woman's to add grace and refinement to it; and it speaks ill for any community that permits these conditions to be altered.

It will, of course, be claimed by the prejudiced and the narrow-minded that the woman with the wheelbarrow is the result of woman's rights, that woman demanded the privilege of working and that she has gotten it with a vengeance.

Nothing could be a greater misstatement of the case. No woman bears such burdens unless they are thrust upon her; no woman leaves her home for such work unless her hearthstone is cold and her cupboard bare. When she must go out into the world and work or else starve, she goes and pushes a wheelbarrow or does anything else she can for bread.

The shame of such a condition of affairs rests wholly with man. Behind every working woman you will find some man's failure. The spendthrift, the drunken husband, the no-account son, the gambling brother—these are the causes that send women to the stage, the paint brush, the needle, the washtub, the boarding-house and the wheelbarrow.

They have always existed, and all that we have done in modern times is to try to ameliorate the fate of the women whose men have failed in their duty to them. Time was when a woman went hungry and in rags if the men on whom she depended failed to provide for her. We have made it so she can provide for herself, for it is better for the woman's soul that she even push a wheelbarrow than that she eat of bread grudgingly given.

We hear a great deal of the un-

quiet sex, and it is the fashion to represent woman as an unnatural creature who is a monster of ambition and industry and who pines to leave a luxurious home for the pleasure of standing behind a counter or pounding a typewriter or dragging around on the one-night stands.

Nobody, personally, ever meets such a woman, but we have a child-like belief in her existence, as in the bad witch in the fairy tale, and we pity her men relation accordingly. The truth is that, except in rare instances, nothing but dire necessity drives a woman away from home. It is the voice of little children crying to her for bread and not the whisper of ambition that drives her on; it is the need of those she loves and not selfishness or vain glory that nails her to her task when her heart faints within her and her courage turns to water.

The question of the working woman is a great problem, economically, socially, morally, that the wisest among us may well try to solve with all the powers of heart and brain God gave us. As long as men are weak, selfish and dissipated, as long as fathers and husbands spend on their vices the money which should support their families—as long as men are even incompetent—women must be wage earners; but in the name of humanity let us make the load light that we lay on shoulders too frail to bear the burden; in the name of the children yet to be born let us not lower the mothers with brutalizing labor, and for the fair

name of the land we love let us take away the reproach that the South was the first place to degrade American womanhood by setting women to wheeling dirt to build railroads!

Dorothy Dix.

Wonder If It Worked?

Wife—Have you any secrets you keep from me, dearest?

Husband—None, darling.

Wife—Then I am determined I will have none from you, either.

Husband—You have secrets, then?

Wife—Only one, and I am resolved to make a clean breast of it.

Husband (hoarsely)—Go on!

Wife—For several days I have had a secret—a secret longing for a new dress with hat to match.

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

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

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

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

B. H. Comstock, Sales Specialist

933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN

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

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

Standard of Quality the Country Over

You are losing
money and
business every
day without them.

Detroit Branch
127
Jefferson Ave.

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

THE WHITE WAIST.

Two Hours Consumed in Making an Exchange.

The girl who had just come home from down town began to protest the instant she got into the room.

"Don't ask me what I have in this parcel," she begged, "because I am trying to forget all about it. You see, it represents so much mental anguish and physical weariness. Well, if you have to know, it is a white waist that I don't in the least like and never shall wear and I knew I should not when I cravenly said I'd take it. I got a perfect love of a white waist the other day at a sale and when it came home it was a size too small, so I took it back. I remember saying just as calmly—when I was pinning on my veil, too, so you can see how little I thought of the feat—that I would take back that waist and run in and exchange it on my way to the musical lecture." She paused, groaned, sat down weakly and made motions for a cup of tea.

"Well, didn't you?" asked the girl who was manipulating the teapot.

The girl who had just come home gave her the look of one who has trod rocky paths of experience. "I did," she said, "and much more!"

Overcoming her emotion she continued: "I blithely crowded into the elevator, rode up to the third floor, sighted a placid, middle-aged woman clerk who was temporarily disengaged and grabbed her. 'I'm in a hurry,' I confided to her, thrusting my parcel into her hand, 'and will you just change this for the next size and send it out? The address is on the slip.'

"I was going to hurry away then, but there was an ominous calm about her that caused me to linger. She thought awhile and then she said that I'd better take it to the desk and get a credit slip for it and then come back and buy a new waist. She said it would not complicate things on my bill. I did not see the point, but I took the fatal waist, hurried down to the ground floor to the exchange desk, waited fifteen minutes and then the clerk languidly told me that I would have to go to the exchange desk on the third floor.

"I fought my way again into the elevator and on reaching the proper floor I aimed for the first desk I saw. To my importunities a person of 16 gave a stony glare. 'This ain't the exchange desk,' she said, and then she continued her conversation with another superior young person. When I begged for directions she turned her head one-quarter around. 'First window down that way.' She vouchsafed.

"I hunted ten minutes until I found a cubbyhole in the wall with several women ahead of me pouring woe into the ear of the disdainful young woman inside. When it came my turn she listened until a small boy brought her a letter—then she glued her eyes on the envelope, which was a fat one. She seemed to consider me a personal enemy because I had a waist that was too small for me. She wanted to know why I hadn't just taken it to a clerk and got an-

other. I explained at length. She looked at the letter again, frowned, grabbed the waist and disappeared down the aisle.

"After a period during which time went on she came back without the waist. Taking no notice of me, she proceeded to open her letter. Nothing further happened.

"Please," I said timidly, 'what did you do about my waist?'

"She regarded me severely and waved a hand up the aisle. 'She'll get you another one,' she said, tolerantly, and went on reading.

"I am naturally optimistic, so I had hopes for twenty minutes. At the end of that time a clerk came toward us and with my original waist. She said there weren't any more of the size I wanted. We all looked at each other vaguely. They seemed willing to leave it to me, so I said that maybe I could find another pattern that would do.

"What shall I do with this waist?" asked the clerk.

"The girl who had been reading the letter looked up indignantly. 'Oh, just leave it here on the desk!' she said and began to read again.

"I objected. I said I wanted a credit slip because otherwise I would be charged with two waists on my bill. I reminded her that I had spent the best part of the afternoon waiting for a credit slip and I was going to have it. I said I wanted to frame it and hand it down to posterity. She abandoned her letter with the air of a martyr, glared at me and then dashed off the slip. After that I strolled away to hunt waists.

"There was absolutely nothing I wanted but a waist of the pattern they did not have. The clerk looked so injured and said so sternly that she had sold two like this to ladies from North College avenue that I did not dare say I thought it was ugly. I said she could send it up.

"Send it?" she repeated, reproachfully. Her accent really would have convinced you that she herself would have to walk the entire distance carrying that waist. I hurriedly said that on second thought I'd take it myself. Then I hastened away. It was exactly two hours after the time I jauntily 'ran in' to exchange that wretched blouse!" She hurled it into the farthest corner.

"And that's every blessed thing I did downtown," she concluded, savagely, as she reached for the sugar.

Knew of One.

"Tommy," said his teacher, "the rattlesnake always sounds a warning before it strikes. Do you know of anything else that does?"

"Yes'm," responded Tommy. "Our old clock always does."

Treatment for the Eyes.

"You told me your husband had large fine eyes. I didn't notice it."

"Wait a minute or two until the milliner comes along with my new hat and the bill."

Some men make it their business to interfere with the business of others.

It isn't always the people who jolly you most that are your best friends.

Recent Trade Changes in the Hoosier State.

Delphi—Edwin Sines will continue the grocery business formerly conducted by Sines & Co.

Geneva—Deitsch & Callihan are succeeded in the hardware business by E. S. Callihan.

Muncie — The harness business formerly conducted by N. E. Sherwood will be continued by Tyner & Sherwood.

Tipton—C. B. Hobbs will continue the grocery business formerly conducted by Kirby & Hobbs.

Goshen—Ed. Rimpler has sold his grocery stock to Vance Crossley and his mother, who will continue the business.

Goshen—The furniture and undertaking business formerly conducted by C. B. Stiver and Earl Smith will now be continued by Mr. Stiver.

Flora—Chas. Reist succeeds Reist & Co. in the dry goods business.

Garrett—J. W. Bunyea is succeeded in the piano business by C. W. Miller.

LaFayette — The grain business formerly conducted by Edgar T. Jones & Co. has been merged into a stock company under the style of the E. T. Jones Co.

South Bend—The South Bend Supply Co., dealer in mill supplies, has merged its business into a stock company under the same style.

Toesin—Theo Crowl has sold his grocery stock.

It sometimes happens that when an actor finds things coming his way he tries to dodge them.

The National Cream Separator

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

Hastings Industrial Company

General Sales Agents
Chicago, Ill.

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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

The
Headquarters
for
FINE
COFFEES
and
SPICES
The "Quaker" Brand
are at
WORDEN GROCER COMPANY
Grand Rapids, Mich.

KEPT BUSY.

The Story of the Fall of a Busy Man.

If you will take the pains to look you will find it written in the old accepted maxims for success chasing that there is one virtue that is placed head, neck and shoulders above everything else. It is the virtue of hard work. It is labeled under many different labels, and much good English has been wasted in describing it. But the kernel and the sense of the whole matter are plain and simple, as are the kernels and meanings of most things—when you get down to them. It is just: Keep Busy! Keep busy! Keep busy all the time. Never let up. And the busier the better.

Kemper was the original keep busy man. No bee, buzzing noisily over the flower covered lea, dipping into blossom here and there, picking the sweetest nectar to be found, and winging its speedy way home to help put by the winter's store of honey for the swarm, ever was busier than Kemper. No ant, toiling without cessation from daylight to dark, going and coming and coming and going with a grain of sand between its minute jaws, working out its brief span of existence in ceaseless activity, ever could give Kemper lessons on improving the shining hour.

Any admonition to "go to the ant, thou sluggard," would have been tautology applied to Kemper. He could have given the bee, the ant, and all the other professional busy creatures of the universe all the aces in the deck and have beaten them cold without the aid of holdout, mirror, confederate, or any other assistance.

That's the kind of a chap that Kemper was. Busy and Kemper—the words were synonymous in the office. When a Going & Co. man wanted to express the ultimate possibility of busyness he did not say "as busy as a bee" or "as busy as —." He said "as busy as Kemper," and those who knew Kemper knew that there was nothing to be said beyond this. Positively it is too bad that the men who wrote the "keep busy" maxims are all dead. They would have enjoyed Kemper. But possibly they heard of him—if they didn't it wasn't his fault—and then they must have shifted uneasily in the shrouds and wondered why they couldn't be on earth to take the credit for the creation of such an embodiment of their precepts.

Kemper was the private secretary for the Vice-President. Originally he began as a stenographer. That was four strenuous busy years before what the real story writers call "the opening of this tale." Three of these years had been spent as a stenographer. These were the years that made Kemper private secretary. The other year was the time during which the private secretaryship had been his sphere of activity.

Now there are approximately 1,000 stenographers to every position of private secretary, and as Kemper began as a common, ordinary stenographer, with nothing to recommend him to the graces of the powers

in the private offices but his pencil and note-book, it is speaking a big, bright word for him merely to state that he rose from stenographer to the position that he finally held. Very few stenographers ever get to be anything but stenographers, so one who does rise above the common level is a noteworthy exception.

It was Kemper's disposition and ability for keeping himself busy that won him the promotion. Most stenographers don't keep themselves busy—the boss has to do it for them. Kemper did. Kemper was noticed. It was inevitable. He was noticed favorably.

"Keep an eye on Kemper," said the Vice-President to the office manager.

"A good man," said the office manager, nodding.

"A very good man," said the Vice-President.

"You've noticed him particularly?"

"Well, I should say I have. Could not help it. A man who keeps himself busy all the time the way he does can't very well escape notice when you're looking for just this kind of men. Keep your eye on him. Tell me when he's ripe for something better."

"Yes, sir," said the office manager.

That is how Kemper began to be watched. After that there was, in the language of the historian of the prize ring, absolutely and completely nothing to it. Once he was watched, it was inevitable that it would soon be seen how busy he managed to keep himself. Once it was seen how busy he managed to keep himself it was inevitable that it would be observed that he did more—much more than the other stenographers. Once this was established it was only a question of finding out if he did his work well—which he did—and then after that it was only a question of a vacancy above into which he could be shunted.

The old incumbent of the private secretaryship died, or got drunk, or ran after a woman, or stole some money, or spelled a word wrong, or betrayed the secrets of his employer, or neglected to ask for somebody's card, or committed some other terrible office crime, and he was let out. Whether the fact that the busy Kemper was waiting to step into his shoes had anything to do with his being discharged is a question not to be argued here, although the talk ran about the office at the time that Kemper with his pernicious activity actually hustled the old man out of his position. But then the office did not like Kemper, not a little bit. The thing is that the old man was lifted up and dropped, and Kemper, radiating activity, was put in his place. This is what makes the story of Kemper and his wonderfully busy disposition possible.

If Kemper had continued to be nothing but a stenographer the story would never have been told. A stenographer could keep himself busy for years and years and never do anything that would make a story, stenographers being human machines who are mighty uninteresting in the main.

But Kemper became a private secretary—to the Vice-President, of

course. The Vice-President had taken a particular interest in the young man, became more and more impressed with his ability and promise, and wanted him for his own. Kemper, bustling about, saw that the Vice-President had taken an interest in him, decided that it was because he, Kemper, had kept so busy, and thence on his efforts along this line were doubled and redoubled.

His policy as a private secretary was cast in the same mold that had made his policy as a stenographer. He wrote the words, "Keep Busy," in indelible ink in his hat band, where they would be next to his mind, pasted them on the calendar of his desk, where they would always be before his eye, and generally set the motto up as his creed of worship and followed it with slavish closeness.

Now, normally, a private secretary is a sort of a silent factor in the management of a big office. He is the human buffer between his employer and the public. He has neither opin-

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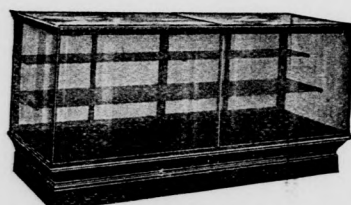
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ions of his own nor desire to have any. He breathes when his employer breathes, laughs when his employer laughs, and lives and has his being principally because the same can be said to be true of his employer.

Kemper decided that this was all wrong. He had attracted attention because he was different as a stenographer. Very well, he would be different as a private secretary. Then he would attract more attention, and so more promotion, salary and importance would follow inevitably. The best and easiest way to be different as a private secretary was to be somebody, to mix up in the affairs of the office generally, to keep busy—and so Kemper was happy.

There is no doubt about Kemper's fulfillment of the plan that he had laid out. No one in the length and breadth of the office ever disputed for a minute the statement that he kept inordinately busy while he served the Vice-President as a private secretary. No one ever pretended to claim that he ever had seen a private secretary who kept himself so busy. They admitted—all of them—that in this respect Kemper was a wonder.

"Great man, that new secretary of mine," said the Vice-President to The Head. "Never saw anybody like him for work. Never has an idle minute. Keeps himself occupied all the time. He's a corker."

"Hadn't better boost him so much; somebody might steal him from you," said The Head.

"No; it wouldn't be good business to do it. He's in a position now where he can do more work than any other place in the office. There are enough chances to keep a man busy there to utilize his energy and industry to the limit. Better let him stay where he is."

"Well, you know you can't keep an extraordinary man in that kind of a place for any great length of time. If he's what you say, we'll eventually have to give him something of importance."

"O, eventually, of course. But not just now. We'll let him stay private secretary for a couple of years, anyhow."

But they didn't.

It was just one year after he had been promoted to the position—just one year of super-business—when the purchasing agent of the office came into the Vice-President's room. The purchasing agent was an employee of twenty years' service to his credit and a reputation for efficiency.

"Say, Mr. Blank, I want to have a talk with you," he began, abruptly. "It's about this Kemper, your private secretary. I want to know if he's going to run the purchasing department of this office or if I am. That's what I want to know. If he is, then I'm going to step out. If he isn't, then I want him to keep his nose out of my business."

"Why—what's the matter?" The Vice-President was astounded and shocked. "Why—"

"Why, just this: Kemper's so confounded officious that he isn't satisfied with doing his own work; he's got to be doing mine. Here are three orders for chairs that he has given

out personally without a word to me. Now, it was my work to buy those chairs. That's what I'm paid for, and I don't want anybody else to do my work."

"Well, I'll see Kemper about that. I'm sure there was no intent to step over you," replied the Vice-President. "In fact, I am sure Mr. Kemper only did this because he thought it was for the good of the firm to do it."

"Good of the firm nothing!" retorted the purchasing agent. "He paid \$1.10 a chair more than I could have bought them for."

An hour later three more angry employees entered the Vice-President's room in a body and in much haste. One was the head book-keeper, the second the auditor, and the third the cashier.

"Mr. Blank," said they, "things have come to a point where they've got to be stopped somehow. Your private secretary, Mr. Kemper, is assuming powers that don't belong to his place. If he is going to be our superior we would like to know it."

"What is the trouble?"

"Simply that Kemper is issuing orders over his own signature to all of us. Here is his latest."

The auditor handed over a note.

It was an order to change a certain part of the book-keeping system, and it was signed "Kemper."

"Oh, that will never do," said the big man. "Oh, Kemper, come here! Here, what do you mean by issuing orders?"

"Why, I thought you approved of my taking an interest in things around the office," said Kemper. He was full of assurance. "I issued that order because I saw that that change is just what our book-keeping system needs."

"The — you did!" gasped the head book-keeper.

"Then you ordered some chairs, too, without consulting the purchasing agent," continued the Vice-President.

"Yes, sir. Our purchasing system is low, and I saw that the chairs were needed at once. So I ordered them."

The official gasped. "Have you been doing many things like this?" he asked.

"Yes, sir. This morning I asked the head of the bill desk to let out one of his men whom I'd noticed as a shirker."

The Vice-President toyed with a letter opener. "What did the head of the desk do?"

"Nothing."

"Then he's different from me," snapped his superior. "I would have kicked you out of my section."

"Why?"

"Why? Why, for meddling, of course. And that's what I'm going to set you back for right now. Meddling! What do you think this is—a kindergarten? Do you think you're the only man in the place who knows anything? It seems so. Well, you go back to your stenographer's desk. You won't have any chance to make yourself a nuisance there."

But Kemper had just spirit enough to speak up and say that he guessed he wouldn't go back—he would quit.

Allan Wilson.

Guns and Ammunition

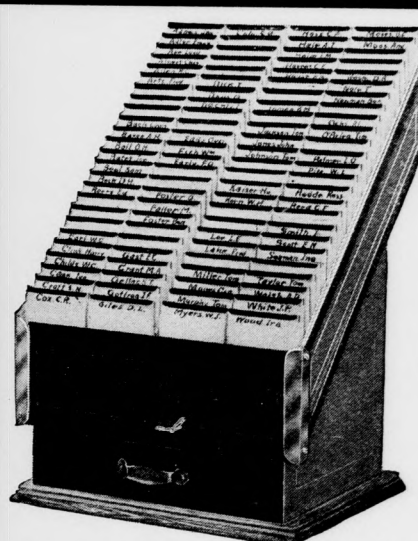


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The Shoe Store and How To Improve It.

One of the most serious problems which the big storekeeping corporations have to contend with is the difficulty of getting the patrons of the establishment to visit the upper and lower floors. A careful investigation made some time ago by a gentleman who was making a study of the matter showed conclusively that the greater proportion of the people entering large department stores did not leave the ground floor. If I remember correctly, this percentage was about sixty. Thirty-eight or 40 per cent. went into the basement, fewer to the second floor, and an astonishingly smaller number to third and fourth floors. The person who was interested in making these investigations was the representative of a large elevator concern, and he was responsible for the origination of a gigantic escalator scheme which he has laid before several of the larger store organizations, but this solution called for such radical departures in the matter of store design that it has not been adopted yet by any. His scheme provided for the installation of escalators in the most prominent and most valuable portions of the store; for instance, at the main entrance, and by this means he thought the patrons would be almost unconsciously lured to the more remote portions of the building. It was proposed to sandwich and alternate the counters and escalators so that the latter would be directly in the paths of the visitor, but the main objection to this was the fact that it was necessary to give up so much valuable floor space to the escalators. The elevator man claimed that the effect would be lost if they were not placed under the very feet of the persons as they entered the place. But as far as I know at the present time no one has been bold enough to carry out the suggestion.

The value of the first floor or an otherwise prominent location has been very clearly demonstrated in the experience of the Alms & Doepke Company in Cincinnati. I had an interesting talk with a traveling man a few days ago as he was just returning from a Western trip, and while in that city had talked with Mr. Doepke and obtained the following facts from that gentleman: The firm has lately made a great improvement in its building so that at present it is one of the most important establishments in the country. In making certain rearrangements incident to the change the shoe department has been transformed from a non-paying department to a very satisfactory one by a mere change of location. This department was heretofore located on the second floor, and although every means was tried to attract business, the efforts were never successful. In the new building the experiment was suggested to put the shoe store on the first floor

and a great deal of consideration was given to the matter. It was finally decided to make this move and in order that the trial should be thorough in every particular it was located at the main entrance. The difference in the amount of business was evident at once and soon the shoe store in its new location was among the best departments, considered from the money-making capacity.

Outsiders who were watching the experiment raised the objection that this increased business was in all probability done at the expense of other departments which are ordinarily given the preference as to location, but the members of the firm have watched this and declare that they can find no evidence of any inclination on the part of patrons to slight the counters which have necessarily been moved to make way for the shoes.

There are a number of other radical innovations made in the equipment of this fine store. The custom usually followed of lighting the interior of show cases with electric lamps arranged along the uprights has been done away with throughout the store. The whole store has been very generously lighted, and this is said to be sufficient to properly illuminate the inside of show cases. The objection made to the lamps is that their presence seems to have an effect on some of the finer grades of goods. This is especially true of leather goods which are dried out by the action of the heat from the lamps.

The introduction of electricity and its application for advertising purposes has created a revolution in the methods employed by tradesmen to call attention to their wares and their place of business. An enormous amount of gray matter has been expended with great success in the devising of apparatus with the result that an unending variety of catchy schemes have been brought out. The electric sign in one shape or another has been so simplified that they are now within the reach of all. At first they were somewhat expensive and had the disadvantage that they were made for each special case, and once erected they were capable of being changed in no particular. When the storekeeper grew tired of the sign which he happened to have there was nothing to do but put up with it or have the thing torn down and a new one built.

Of recent date there have been some welcome improvements made in the electric sign in this respect. It is now possible to secure them with interchangeable letter so that it is possible for the storekeeper or some of his assistants to change the legend at will, no technical knowledge or experience being necessary to accomplish this.

Another innovation of the electric sign is a little cap of colored glass which fits over the end of the light bulb and with their use the sign can be made to send out its message in a variety of colors without the necessity of investing in the colored lamps, which are expensive. With an interchangeable sign and a small supply of

these caps a storekeeper can indulge in a new electric sign every few days.

An extremely ingenious use of the current has lately been put into effect by a Cleveland, Ohio, concern where the display capacity of a small window has been quadrupled. This remarkable feat was accomplished by raising and inclining a part of the window floor and having this portion in constant motion. The moving platform was constructed of small boards secured to an endless belt, which was kept moving by means of a small motor installed under the window. The moving portion was covered with a material of the same color and character as that on the stationary floor, and the intervening space was neatly hidden under the folds of the cloth. The articles to be displayed were neatly wired to the platform and when the motor was started it provided a continual procession of goods. In this manner the storekeeper was enabled to make a show of two hundred articles, whereas before the installation of the motor driven show window the best he could do was fifty pieces. The novelty and mystery of the moving floor was the means of attracting many persons to his window who otherwise would have passed it by without a second thought.

Another little device for catching the eye of the passerby is the flasher, which has also been a feature of economy. A flashing light will thrust itself on the vision of a person at a long distance and hold his attention, whereas a steadily burning light would be lost among the hundreds of others to be seen in the streets of a large city. It is impossible to walk by a flashing sign without giving the thing some attention. Then the flashing lamp consumes only one-half the amount of current of the constant one. Until recently the flash effect was secured by the use of an elaborate piece of mechanism which naturally represented a considerable investment of money, but this was improved upon by the introduction of a small flashing device which was inserted in the wire feeding the lamp. The very latest achievement in this direction is the successful construction of a lamp with the flasher concealed in the base. These lamps are not much larger than the ordinary type and cost but little more.

Another innovation which will be regarded with interest by storekeepers generally is an arrangement of the tubes of the pneumatic cash system so that it is possible for the salespersons to send their slips directly to the cashier without the necessity of their passing through the hands of the wrapper, but on the return from the cashier's desk, the slips are delivered to the wrapper, who is thus enabled to make the necessary examination. The criticism that this leaves open an excellent means of making mistakes is unfounded in the experience of the firm.

One would hardly expect to hear of the use of a pair of slippers as an advertising medium, but this is what the manager of a certain New York hotel is doing with great success. As the guest is shown to a room he sees

REEDER'S GRAND RAPIDS

Have a large stock
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The goods are right

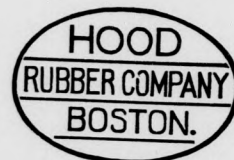
The price is right

They are

NOT

made by a

TRUST



Geo. H. Reeder & Co.

State Agents
Grand Rapids, Mich.

as soon as he gets a chance to look around a pair of strange looking slippers on the bureau or some other prominent place. These articles are made entirely of paper, and are bound together by a cord. Attached to this is a little card which tells the guests that the slippers are for his use, that they are new, never having been worn before, and if they are given a trial they will be found very comfortable. "When you leave take them with you," says the card. The idea has been found to be a happy one. Travelers so often forget to bring a pair of slippers, and when they are on a visit to a strange city they generally do a deal more walking than usual, so that the paper slippers are very welcome. The slippers contain the name of the house, and in this manner are quite valuable as an advertisement.—Geo. J. Jones in Boot and Shoe Recorder.

See That Shoes Are Fitted Right.

Quality is a very important item in shoes, but no more so than fit. A poor shoe that fits perfectly may outwear a good shoe that fits poorly, or rather, that does not fit. When shoes fit well it not only means no grief to the feet that wear them, but also no grief to the shoe. They wear out naturally.

But when they do not fit well it is a strain on the shoes as well as on the feet that have to wear them. If the leather is drawn tight over the foot, or some part of the foot, any rubbing that comes there will be much more destructive than it would be if the leather was not strained. Indeed, the fit, or lack of fit, often causes such a strain that the leather breaks through.

Often in such a case the blame is laid on the shoe, and it is condemned as a poor shoe when the facts of the case are entirely different. If the break in the leather is due to some fault of the leather the shoe will still fit the foot after the shoe is mended by bringing the leather together so that there is no more room in the shoe than before. But if the shoe must be mended so as to leave the shoe larger by not drawing the leather together but bridging it with a patch, and if the shoe when thus made larger is not too large for the foot that has been wearing it, then the shoe was originally too small and any one who blames the shoe is either a fool or a knave. The one to be blamed is the one who is responsible for the fitting of the shoe, whether it is the customer or the clerk. So remember that quality is not the only thing, and when you sell shoes see that they are fitted right. Fitting shoes right costs less than good leather, and is worth just as much.

A Thrilling Repast.

"Lady," began the wanderer, "kin I chop some wood fur you?"

"No, thank you," replied the up-to-date housewife; "we cook and heat entirely by electricity."

"Nothin' I kin do to git a bite to eat?"

"Yes. If you care to peel the shocks from the electric wires I'll allow you to eat the currents."

Shoes in Sets.

"It is rather odd," said a retail man recently, "that more retail men do not dwell upon the fact—one that is well known, by the way—that several pairs of shoes worn alternately will give to the customer more satisfaction than one pair worn regularly. So far as I know, the only house that has ever drawn attention to this fact in its advertisements is a department store in Philadelphia. This store some time ago made in the announcement of the shoe department a statement something like this: 'Two pairs of shoes worn alternately will outlast three pairs worn consecutively, and aside from the economy of such an arrangement the feet will be more comfortable and better dressed.' Then the advertisement went on to speak of sets of shoes for men and women, there being two groupings made, each group consisting of three pairs, and figured respectively at the cost of \$3 per pair, making the total of \$9 for the three, and \$3.90 per pair, making a total of \$11.70.

"It is an idea that could be worked out excellently. For example, the retailer could make a window display of sets of shoes, showing in one group, say, a woman's patent colt dress shoe, a glazed kid service shoe and a box calf or gun-metal storm boot, and corresponding lines for men, and on the price card give the total for the 'set,' rather than the price of the single pair."

His Denomination.

At the close of service one Sunday morning in a Washington church the pastor went down the aisle, as is his custom, to greet the strangers in the congregation. With one such he entered into conversation, during the course of which he asked:

"May I ask, sir, to what denomination you belong?"

"Well," was the reply, "I am what you might call a submerged Presbyterian."

"I beg your pardon," said the puzzled divine.

"I was brought up a Presbyterian," continued the stranger. "My wife is a Baptist; my eldest daughter is a Methodist; my son is the organist at a Universalist church; my second daughter sings in an Episcopal choir, and my youngest attends a Congregational Sunday school."

"But you contribute, doubtless, to some one church?" suggested the pastor.

"I contribute to all of them," said the stranger. "That is partly what submerges me."

Equity.

Until recently there was a partnership existing between two darky blacksmiths in an Alabama town. The dissolution of this association was made known by a notice nailed upon the door of the smithy, which notice ran as follows:

"The kopardnership hertoforesisting between me and Mose Jenkins is heerby resolved. All persons owing the firm will settel with me, and all perrsons that the firm owes to will settel with Mose."

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR

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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
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Concentrate



Concentrate your business with us.

There are two classes of shoes, those that fit and wear and cost more and those that don't and cost less. The first increase trade and make you money, while the second are apt to dissatisfy patrons at a small profit.

We don't make all the good shoes, but those we do are strictly in the first class. Our kinds and styles are those that pull the good profitable growing trade your way.

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 2—In the coffee trade there is not much to report, either of the speculative or spot markets. The former shows considerable steadiness, owing to rather better cables from Europe, and at the close the situation can be characterized as steady. Jobbers report simply an every-day trade in the article. Buyers are not purchasing ahead of current requirements and seem to be awaiting the future with a good deal of fortitude. At the close Rio No. 7 is worth, officially, 7c. In store and afloat there are 3,898,875 bags, against 4,278,891 bags at the same time last year. There are prophets in this town who "look" for a crop next year of something like 5,000,000 bags. Mild coffees have been in fair demand. It will be interesting to note what a falling off there will be in the supply of "genuine" Arabian Mocha coffee this year, owing to the pure food law. Heretofore every grocer in the land has always kept a full supply.

Sugar buyers are taking things easy. They are seemingly pretty well stocked up, having laid in supplies under old rates and not being desirous of making very liberal purchases at the moment. The amount of actual new business has been almost nil. Raws are quiet and fairly well-sustained.

Teas are steady for low grade Congous, Indias and Ceylons, the supply of which seems to be rather moderate. Actual business has been light and yet matters have been worse. Holders look for something better as soon as stocktaking is over and the weather becomes more settled. Many of the orders come from buyers well inland this week.

Nothing new can be picked up in the market relating to rice. Orders are generally of small character and, while there is a fairly steady undertone, the trade seems to be in a waiting mood. Quotations are firmly sustained. Choice to fancy head, 4¼@ 5¾c.

In spices we have a very firm and apparently advancing market for cloves, with Zanzibar worth 15¾@ 16c. Other goods are doing as well as might be expected in midwinter and holders are, as a rule, very tenacious as to the value of their goods.

A moderate enquiry exists for grocery grades of molasses and, as stocks are in not overabundant supply, the outlook is in favor of the seller. Good to prime centrifugal, 27@35c. Syrups are in fair demand and firm.

Tomatoes for future delivery are very firm and it is said that an offer of 80c for large blocks was turned down. Packers are holding for at least 82½c, and they appear to think everything is coming their way. The year promises to be a most interesting one for canned tomatoes. Little has been done this week in the spot market. Some goods have been offered at 97½c, but it would appear as if this

figure were about top rate. Future Maine corn is working out at about 85c f. o. b. factory and, of course, packers have no trouble in disposing of their whole output. New York State corn, 80@85c. Peas and other goods in tins are selling fairly well and the department stores are working off enormous quantities every day.

Top grades of butter meet with ready call and with little, if any, accumulation. The outlook is in favor of still higher figures. For stock that will pass unchallenged 33c is readily obtained. Seconds to firsts, 28@31c; imitation creamery, 22@25c; factory, 18½@21c; renovated, 22@24c.

Cheese is steady on last week's rate of 14½c for New York State full cream. Stocks are becoming well reduced and, as few holders govern the situation, they can and do have things their own way.

Eggs are weaker under freer receipts and, except for the very choicest stock, the market tends to a lower basis. Finest selected Western, 26c; firsts, 25@25½c; refrigerator stock, 22@23c.

Excellent Report from the Asylum City.

Pontiac, Feb. 5—In three short years the automobile industry of this city has sprung from nothing to a point where 400 men are now employed. Pontiac has kept pace with Detroit in this respect and with the completion of additions to the auto plants here the number of workmen will be increased fully 50 per cent. The two plants here are the Welch Motor Car Co. and the Rapid Motor Vehicle Co., both of which lead in their respective classes.

The Rapid Motor Vehicle Co., which a year ago moved into its new building, now has plans in the hands of contractors for bids on a new addition, 60x150 feet in size and two stories high. The addition will be of the same material as the main factory, cement block, and will be used for woodworking purposes. It will greatly relieve the congested condition of the present plant. The addition will also enable the company to increase its number of employees from 200 to 300.

The Pontiac Iron Works Co. is to be the name of a co-partnership here which will equip a new foundry and machine shop. A. M. Skinner and E. G. Meyer, of Grand Rapids; W. H. Higgins, of Saginaw, and E. F. Skinner, of Detroit, will constitute the firm. A new gasoline engine, which is shortly to be put on the market by a Detroit firm, is to be manufactured here, the patterns and drawings now being ready.

Merely a Suggestion.

An elderly gentleman was riding on a street car the other day. A boy began to laugh, and laughed so he couldn't stop. The old gentleman told his mother that the boy needed a spanking, and she replied that she didn't believe in spanking on an empty stomach, whereupon the man said: "Neither do I; turn him over."

When a young fellow tells a girl he will love her always, sometimes they are both young enough to believe it.

SELL Mayer Shoes And Watch Your Business Grow

FOR SALE General Stock

In thrifty Central Michigan town of 350 population, stock of shoes, dry goods and groceries. Inventories \$2,500. This stock is located in store building with living rooms on second floor. Rent, \$12 per month. Leased until May 1, 1908, and can be rented again. Nearly all cash business. For further particulars address

TRADESMAN COMPANY,
Grand Rapids, Mich.

THE
Keeley
Cure

**LIQUOR
MORPHINE**
27 Years Success
ONLY ONE IN MICH. WRITE FOR
INFORMATION.
GRAND RAPIDS, 265 So. College Ave.

Sawyer's CRYSTAL See that Top **Blue.**

For the
Laundry.

**DOUBLE
STRENGTH.**

Sold in
Sifting Top
Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice
as far as other
Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - MASS.

"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

Visiting Merchants Welcome

at our store whether you wish
to purchase or not. Step in
and have a look.

Hirth-Krause Company

16 and 18 So. Ionia St.
Near The Union Depot
Grand Rapids, Mich.

Some Facts About the Canadian Bean Crop.

Chatham, Ont., Jan. 31—In reply to your invitation for a report on the Canadian bean crop, I have much pleasure in stating that, in order to get full and reliable information. I wrote several prominent bean dealers as to the acreage, quality and average bushels threshed per acre, also the different kinds of beans grown in their locality and kind of soil best adapted for growing beans. I have also taken into consideration the Government report of acreage planted to beans in the year 1906, and from the information gathered, which I believe is about correct, I have much pleasure in reporting as follows:

55,000 acres pea beans, 16 bu. per acre	880,000
1,000 acres Yellow Eyes, 20 bu. per acre	20,000
400 acres Marrows, 20 bu. per acre	8,000
200 acres Red Kidneys, 18 bu. per acre	3,600
200 acres Mediums, 15 bu. per acre	3,000
100 acres White Kidneys, 24 bu. per acre	2,400
100 acres Black Turtle Soup, 30 bu. per acre	3,000

57,000 acres producing 920,000

There are not many beans grown in Canada outside the Province of Ontario, and the bean section there lies south of a line drawn from Toronto to Sarnia, the counties of Kent and Elgin producing seven-eighths of the beans.

The quality of the 1906 beans would

not exceed three pound pickers. The average price paid to farmers for unpicked beans, delivered at buyer's warehouses, would be about \$1.10 per bushel of sixty pounds. Value of 1906 crop, \$1,012,000; average per acre, \$17.75. In addition the farmer has the bean straw, which is nearly equal to a half crop of hay for feeding stock, especially good for cattle and sheep. Then the land, after harvesting the beans, is nearly as good as a summer fallow for winter wheat, and since we have a full line of machinery to plant, cultivate, harvest, load and thresh beans, it is no more labor to produce a crop of beans and take them to market than it is to handle a crop of wheat or other grain.

Loam or gravelly soil is considered the best for pea beans. The land should be well drained. Spring ploughing with sod turned generally gives best results. Marrows, Yellow Eyes, White and Red Kidneys will do well on rich clay land. Our most successful farmers pursue a rotation of crops. They take hay or pasture land, plough just before planting, turning over pretty deep sod and, after harvesting the beans, sow the land to winter wheat, seeding clover and timothy the next spring on the last flurries of snow. They harvest the wheat, get the fall pasture and the next spring take off the crop of hay and then the crop of clover and seed or use for pasture. The next spring they turn over the sod and plant to beans. In this way the land is enriched by turning under the clover and, about the time the clover roots are decay-

ing, the beans are podding. This insures a good crop and keeps the land in good condition.

Bean raising for market was introduced in Canada about the year 1852 by some American families by the names of Ransom and Handy, who settled in Kent county; and beans, in this locality and by the same parties or their descendants, have been continuously and successfully grown every year since.

Before 1890 Canada sold most of her beans to the United States and bought her canned beans from Boston to supply our fisheries, also lumber and mining camps. Now beans are generally used by all classes of people and the consumption of beans has largely increased and the canning of beans in Canada has grown to be a very large and profitable industry.

Owing to the great development going on now in Canada with our gold, silver, copper, lead, iron and cobalt mines, the lumber and fisheries, together with railroad and ship building, and last, but not least, the settling of our millions of acres of virgin prairie lands in the Western Provinces, bringing a great flow of emigration to our country, there is a great increase in the consumption of beans. Unless our farmers largely increase the production of beans Canada will soon be an importer instead of an exporter of beans.

N. H. Stevens.

When a man's cake is dough he is quite likely to advertise himself as a dispenser of the bread of life.

Stretching It.

An American visiting Dublin told some startling stories about the height of some of the New York buildings. An Irishman who was listening stood it as long as he could, and then queried:

"Ye haven't seen our newest hotel, have ye?"

The American thought not.

"Well," said the Irishman, "it's so tall that we had to put the two top stories on hinges."

"What for?" asked the American.

"So we could let 'em down until the moon went by," said Pat.

You Get Used To It.

"All my old friends tell me the first year is the trying one for married folks," remarked the bride. "They say that if you get through the first year you're all right."

"Yes, that's true," said the woman who had celebrated her silver wedding. "You don't mind it much after the first year."

Why He Stayed.

"And why," asked the good man who was being conducted through the penitentiary, "are you here?"

"For two reasons," answered the convict. "One is because I can't get a pardon, and the other is that the guard is so blamed careful."

Knife or Axe.

The waiter girl knew a thing or two about table etiquette. So she sniffed scornfully as she said, "It's not our custom to serve a knife with pie." "No?" remarked the patron, in surprise. "Then bring me an axe."

Send Us Your Orders For Rubbers

If you want the best and want them quick. We've got the most complete stock in the country---everything in rubbers that a first-class store can want. If you haven't had our catalogue please write us and we will take pleasure in mailing one and submitting samples.



The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

QUALITY, NOT QUANTITY.

Earnest Plea for a Better and Cleaner City.*

When the history of our country's growth and development, covering the past quarter of a century, is read in the repose of a future generation, it will seem more wonderful than the fairy stories that are invented to satisfy the cravings of the youthful mind. It is doubtless true discoveries and developments will go on with the evolution of the human race. Yet it is doubtful whether any future given period of a like duration will witness anything similar to that the present generation has been permitted to see. This growth and attainment have not been confined to any particular field of energy, but have been as wide and diversified as the temperaments of the human mind. Science has thrown off the swaddling clothes of a former generation and has struck out boldly into the great unknown fields of research, bringing its discoveries to the door of every one who will receive them. The heavens above us have been brought nearer by the tireless use of the telescope of the astronomer, while the bowels of the earth have been entered and the treasures beneath its surface brought forth to serve the purposes of man. In the fields of medicine and surgery deeds have been attempted and accomplished that seem almost miraculous. The explorer's spade has brought before our very eyes the lives and characters of generations living on this old earth thousands of years ago, while the venturesome traveler has penetrated almost every corner of the world. The scientist, the explorer, the traveler, the restless adventurer have all added greatly to the sum of human knowledge, and through their efforts made possible a broader vision—a higher civilization.

It is rather to the material growth and development of our own land that we should turn our eyes tonight. It has not only kept pace with all other fields of endeavor, but has outrun most of them. Whether much of it has benefited the race I will not say—that is another question. We do know, however, that the luxuries of the past generation have become the necessities of this one and that to-day the daily newspaper, the magazine and all sorts of literature are found in a thousand homes where they were in one twenty-five years ago. Whether these things are blessings to humanity or otherwise is yet to be demonstrated. It is a question whether the transition from the "simple life" has been an unmixed good. We must fully realize the changed conditions to enable us to meet them intelligently, and measure up to our responsibilities. Much more is expected of the leaders in every community now than was expected a generation ago. A city or an individual that does not keep abreast of the times in methods and energy soon drops to one side while the procession moves on.

For many years our whole popula-

*Response by Amos S. Musselman at the annual banquet of the Traverse City Board of Trade.

tion has been money mad. The insanity is not confined to the captains of industry, but has gone on down through every stratum of society, even to the coachman who demands a "rake off" from the blacksmith, the harnessmaker, or other people who seek the patronage of the employer; to the waiter who will render proper service only to those who pay for it; to the salesman who is willing to be subsidized so that his employer is compelled to purchase goods he does not want. Indeed, the one cry has been "get money!" Honestly, if you can, but get it. I will not weary you with the many illustrations that could be enumerated, for each one of you is familiar with plenty of them.

But, you say, What has all this to do with our organization or this evening's gathering? Simply this: One of the most potent accessories

and its needs, from an outsider's view? When I first visited here twelve years ago I said, upon my return home, "If I was not living in Grand Rapids I would live in Traverse City." I have never had any reason to change that statement. I will not dwell upon its many advantages in the way of location and the character of the territory in which it is situated. You are familiar with them all. Traverse City should have a population of at least twenty thousand to-day. Who is to blame that it has not? You men here before me.

I assume the object of your organization is the same as ours, which I here quote:

The object of this association shall be to promote integrity and good faith, just and equitable principles of business; to discover and correct abuses; to establish and maintain uniformity in commercial usages; to prevent or adjust contro-



Amos S. Musselman

to the material development of our country has been the organization of bodies such as this in every city, town and large village all over this broad land. Their value to the community in which they exist, when actuated by the proper spirit, can hardly be over-estimated. Where all the people of a city keep constantly talking about its advantages, and say nothing otherwise, that place is bound to attract attention first—then new inhabitants. Heretofore the watchword of our enterprising towns has been "a larger city—a larger town." This is well enough in itself, but it seems to me that it should rather be "a better city—a better town." It is said that many cities are now substituting the latter cry for the former. But what about Traverse City

versies and misunderstandings which may arise between persons engaged in trade; to encourage immigration; to secure the location of all kinds of manufacturing interests; to solicit the investment of local and foreign capital and generally to foster, protect and advance the commercial, mercantile, manufacturing, real estate and municipal interests of the city and its surroundings, especially through the establishment of a permanent bureau or office, and to use all legitimate means to make known in various ways the advantages of Grand Rapids as a manufacturing center and a place of residence.

I have recently reread the address I made six years ago when honored with the presidency of the Grand Rapids Board of Trade, and the conditions here in many respects are so similar you will pardon me if I quote liberally from that address. Our Board had been going from bad to worse until our membership was greatly reduced, and that remaining was torn by factions and discord.

Now, surely there is room enough in that paragraph for a footing for the most conservative as well as the most progressive citizen. There is no question about our platform of principles, and the honorable motives for which the Board was organized ought to be sufficient to enlist the active co-operation of every business man of the city.

You will notice that, in the statement of the objects, there is no provision for the exercise of selfish motives, there is no reference whereby it can be inferred that personal or private interests are ever to be promoted or conserved; but every object of the platform of principles is written upon a clean plank which includes the entire city and not clan or single interest. Notwithstanding the honorable purposes, it can be frankly stated that the Board has not received the hearty support which should come from the business men of an enterprising, progressive and united city. It should be one of our first duties to find out why there has not been more interest taken in the Board; why we have not accomplished more than we have. I do not now refer to those who always criticize and themselves, but to those who are indifferent to our work, yet who have interests vitally affected by the union of just such efforts and energies as are set forth in our creed.

Of course, it is easy to say, "The Board is no good—does nothing," and to make similar thoughtless or ignorant remarks; but no intelligent man who investigates the workings of the Board will deny the necessity of just such an organization as this one. If, therefore, the necessity exists, why not the support of every public spirited citizen? Gentlemen, it should be the personal duty of each one of you to see that your friends, business associates and acquaintances are properly informed as to the operations of this Board, and their assistance secured. To the average man a membership in the Board of Trade is looked upon as a yearly expense, simply because no direct money value is returned; but a broader, clearer view of the work presented to this same man will surely make manifest the value of associated effort.

Most of the energies of our lives are given to the accomplishment of small things. Some individuals never do anything because they can not do something great, yet, the great number of small things daily done well through a lifetime make the grandest kind of a success.

So with our Board. If it can not monthly do some great thing, it can do well all the work coming within its scope of action and should be just as loyally supported.

There should be a laying aside of all personal interest, and if the business men of Grand Rapids would come together in a frank, informal way, there is no end to the good that could be accomplished by a free interchange of opinions. Men thus come to know each other as they did not before, to understand their aims, appreciate their difficulties, and thus better judge of their achievements. It is good for each one of us to be frequently reminded of our duty to our city, that there may be a better and wider recognition of mutual helpfulness in that which may concern us all.

A city can no more stand still than can a man. It either advances or goes back, even though but a little each year. Let each one ask himself what he individually can do to bring about better conditions.

Why does Grand Rapids not receive a larger number of the new enterprises in the state than it does? There must be a reason for it. Can we not solve the problem? This brings me to the question of a guarantee fund. While we do not believe in the principles of bonuses, we do believe that there are occasions when the expenditure of a few hundred dollars, or a few thousand, can be made to bring large returns to the city. Other cities are doing active work in the way of providing sites, paying moving expenses and giving bonuses.

We must grow, increase our population, add to our assessment roll. This naturally leads up to our duty in municipal affairs. There is no class of citizens having a monopoly of the duty of suggesting changes in the conduct of our city affairs, and surely the taxation represented by the membership of this Board should warrant the keenest interest in a matter of this kind. The Board should make its power felt along these lines, even though criticism should come from those who seem to delight in endeavoring to belittle the influence of this organization. There should be the most intimate relations between this Board and our city officials. If all are in earnest and honest in their endeavor to foster and promote the best interests of the city, there should never be anything more than a difference of opinion—and honest men have little trouble in harmonizing their various conclusions.

It should be our desire and purpose to promote this close relation, so far as in our power. There are no politics in this Board. Only the best interests of the city are before us, and every energy available should be called into use to further these interests.

[Mr. Musselman here stated that at the conclusion of his address Sidney F. Stevens arose and suggested that 3,000 copies be printed and distrib-

uted among the business men of the city. As a result of this circulation and active work on the part of the officers and committees of the organization the membership immediately began to increase, a guarantee fund of \$10,000 was subscribed and the Board started on a career of prosperity which has not since been checked by any adverse condition. Before the expiration of his term the membership had been increased to 500, and it is now maintained above 1,000 with comparatively little effort.]

You will know better than I whether much of this does not apply here in Traverse City. From my observations I am convinced that it does, and in some respects the statements I have read are not strong enough.

I do not claim that your city has a monopoly of selfishness, envy and jealousy in its midst, but I do think it has its share, and these are the influences that are keeping your city back, not only in population, but in other equally important matters. You have knockers here as elsewhere. While there is a saying, "Every knock is a boost," it does not apply to cities or communities. Remember, other cities are pulling together as one man to attract people, and when they get them within their borders the hospitality shown them does the rest. I could mention many places not many hundreds of miles from Traverse City, that are growing very rapidly, not having anything like the natural advantages you have here. Get together, men. Bury hatchets and differences if any exist. Do away with cliques or factions. Don't knock an individual, for in doing that you knock your city. Wake up! There is something more valuable than mere money. A city with plenty of that without a strong character does not attract newcomers. Remember the city itself will only be of the standard of its individuals. If you are a sluggard—won't pull unless you can have your own way—you are responsible to just that extent. It is not so much a "larger" Traverse City that I would urge as a "better" Traverse City.

There is no influence so strong to add population as a high standard of citizenship. Local pride, civic pride, loyalty to your fellow business men, are the strongest cards any city can play. The revolution that has taken place in the public mind during the past two or three years in regard to dishonesty in high places, and questionable methods anywhere, is making itself felt largely in organizations of this kind. These bodies of men are insisting upon better morals, better sanitary measures, more practical educational methods. They are insisting upon cleaner streets, cleaner backyards; urging that the children be taught something about flowers and encouraged to cultivate them in the humblest way.

Is your city abreast of the times in this respect? If it is not, what could this body of men accomplish in the way of development, with so little effort, as working along these lines?

Now I must close. Your needs? The same as all cities—a higher standard of citizenship.

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.	Size	Gauge	Per
Powder	Shot	Shot		100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	12	2 50
236	3 1/2	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN				
1/4 in. 5-16 in. 3/8 in. 1/2 in.				
Common	7 c.	6 c.	6 c.	4 3/4 c.
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/4 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60&10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60&10			
HOLLOW WARE				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
HORSE NAILS				
Au Sable	dis. 40&10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50&10			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Castors, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27	10 80
"B" Wood's pat. plan'd. No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	30
3 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	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55
Churns	
2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7
SEALING WAX	
5 lbs. in package, per lb.	9
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	57
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 25
Quarts	5 50
1/2 gallon	8 25
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 20
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 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 50
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. 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	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. a.	1 25



Benefits of Local Associations To Bean Dealers.

In the consideration of this subject it is assumed that application to the business of buying and selling beans is intended.

The objects of local associations are sometimes to improve conditions which have become unsatisfactory from one cause or another; sometimes to overcome by co-operation abnormal conditions which can not be accomplished by individual efforts, such as insect ravages, decreased acreage, etc.; and sometimes for the friendly exchange of ideas and to become better acquainted with one's neighbors.

If there are any dealers who are fortunate enough to be doing business in a territory where all conditions, both trade and natural, are entirely satisfactory, a local association will be of little benefit, but where the net result of the balance sheet at the end of any season has been unsatisfactory; if your competitors are apt to be moved by what farmers say regarding prices and manner of doing business; if every dealer in the territory is buying on a different basis; if you are under the expense of driving the country to make purchases, or if you do not have confidence in your competitor—then you need the good offices of a local association.

After observing the many benefits which have been accomplished and the many more that can be accomplished by local associations, I wonder that there is not a well-ordered association in each locality where bean dealers come in competition with each other.

Boards of trade, chambers of commerce and produce exchanges are local associations. How long, in these times of keen, of strenuous competition, could the individual members of these organizations continue to carry on a profitable business without the rules and regulations under which they now do business?

The establishment of uniform grades to be used by all members, the fixing of storage and commission charges and the appointment of an arbitration committee or board are only a few of the needs which are considered important and necessary by these bodies. Can it be said that fifteen to thirty elevator men, doing business in a single county or community, are less in need of uniform rules for the conduct of their affairs than are the members of the chambers of commerce? It does not follow that associations are organized for the purpose of unduly influencing price, either buying or selling. On the contrary, a greater good is accomplished by taking up one subject at a time, especially those features of the business which have been unsatisfactory with a view to reducing expenses, formulating uniform rules for buying and grading,

investigating yield per acre, the quality of seed used by farmers and what the soil may need to make it give the farmers a larger return and numerous other subjects which can be made profitable.

Co-operation is the correct idea in all matters, commercial or otherwise. It contemplates benefits to all parties concerned and in connection therewith. As soon as dealers learn that what benefits a competitor is bound to be of equal benefit to themselves, the sooner they will begin to take a little comfort. Co-operation in the form of local associations is only another name for the Square Deal. You meet together for the common good. Rules are formulated with a view to equity and fairness to all the parties concerned. It is the new way and the most profitable way for all. It is surprising what a lot of good will be found in competitors whom you need to think were addicted to sharp practices, unfairness and a lot of other bad habits. There will, of course, be some infraction of the rules, but there are few downright dishonest dealers left. The time is not conducive to continued success on the part of those who adopt that kind of dealing. The good that is accomplished will soon convince the most skeptical that it is a paying proposition to confine operations to the established rules and regulations of the association.

It may be said that these observations are theoretical, but I am prepared to show proof in the way of several local associations which have been working together the past season to advantage and profit. One local association, the workings of which I am familiar with, was a direct outcome of badly demoralized local conditions. Previous to two years ago conditions surrounding the handling of beans in that territory were such that at the end of the season the results of the year's business were usually written in that highly descriptive color called "The Red." Since the formation of an association the business has been very satisfactory to its members and, in so far as the farmers of that territory are concerned, I do not know of a locality in the State where the business of growing beans has been so satisfactory and profitable to farmers as it is in this locality, where the local association has been in active operation for two seasons.

I should like to remark that in order to secure the best results for local associations it is quite necessary that an executive who has the time to look after the business be appointed. The secretary can do this work or a manager can be elected. This executive officer should be a man who has the confidence of the members of the association. Right here I should like to say that the Michigan Bean Jobbers' Association has dissipated untold benefits that would have accrued to its members by not employing a man who could give his entire time to the affairs of the Association. The members of this association purchase and market a crop which is conservatively estimated at five million bushels. The Michigan

Do you use, buy or sell **MATCHES?**

Saginaw Noiseless Tips are the only satisfactory kind.

Write or Phone

C. D. Crittenden Co., Distributors for Western Michigan.

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

Always in the Market for Butter, Eggs and Produce

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.

crop represents over 60 per cent. of all the white dried beans consumed in the United States. This Association is responsible for the rules now in use for grading, etc. There are no other established rules which are accepted throughout the United States and throughout the entire country; both buyers and shippers look to this Association for the maintenance of justice in matters pertaining to the purchase and sale of beans; they look to this Association for information and for knowledge of things that have to do with the bean business. Sometimes these enquiries refer to crop conditions, acreage, yield, etc.; at other times these enquiries have to do with benefits for its members.

Considering the very great magnitude of the business, is it not remarkable that it has heretofore been deemed possible and advisable to conduct all the affairs of the Association without the services of an executive officer whose entire time could be given to the performance of the work?

That the result attained and the quality of the work done are of the highest order, I am disposed to maintain, but is it right that we should ask members of the Association who have their own business to look after to continue to attend to what long since should have been the duties of a paid secretary?

There are so many reasons why we should have a secretary or an assistant secretary who can devote his entire time and energies to the affairs of the Michigan Bean Jobbers' Association and so few reasons why we should not have such a man, that it does not seem to me that the subject is debatable. If a small local association with twenty members can afford to engage the services of a secretary and can make the expenditure profitable a hundredfold, why can not the Michigan Bean Jobbers' Association afford to maintain a highly efficient organization for the exclusive benefit of its members?

Local associations could be established more readily and effectually if we could count upon the assistance of the secretary of the Michigan Bean Jobbers' Association in the work. Local associations will directly benefit the parent body by increased membership and in many other ways. It is on this account that the subject seems timely.

Henry W. Carr.

Keeping Red Kidney Bean Seed Pure.

Shepherd, Feb. 5—I have contracted red kidney beans with the farmer for the past fifteen years and eight years ago I introduced the first red kidney beans into Central Michigan, which is now one of the most extensive bean growing sections of the

State. When I was practically the only dealer in this part of the section that handled red kidney beans, and contracted to have them grown by the farmer, I always furnishing the seed, I never had any trouble in regard to rogues, as I always purchased my seed from York State. I would furnish the farmer seed for one year from seed that had been grown from York State seed, because this seed is free from rogues. York State is the pioneer red kidney bean State and the dealers have prided themselves on their seed being kept pure and free from rogues.

As the red kidney bean business expanded extensively in this section, every dealer began handling them. Growing them year after year from the same seed—and undoubtedly some of the same seed that I brought here eight years ago is still in use—is what has placed the red kidney beans in the critical condition they are now in.

Nobody is to blame for the red kidney beans being in this condition except the dealer himself. If the dealer would take more care in selecting his seed, which he furnishes to the farmer, it would do away with all of these degenerated beans. When a dealer furnishes a farmer seed that picks from four to six pounds to the bushel of rogues and the farmer grows the crop from that seed—perhaps sells his product in the fall to some other dealer, who, in testing the beans, picks out the rogues—the farmer is most sure to say, "Why do you pick out those liver colored beans?" The dealer will tell him that they are rogues and have to come out. The farmer will say that they were in my seed which I purchased of Mr. Brown last spring, and about the only way out of it is to tell him that Mr. Brown furnished him degenerated seed.

In the first place a red kidney bean originated from two other beans, an Early Mohawk and a Flageolet Wax. These two beans were planted side by side and their cross produced a red kidney bean, which is grown five years in a trial garden to make pure before being sent out to the grower as a producer; thus you will see how our red kidney beans degenerate or trace back to their ancestors. There is no bean on the market to-day but what is an offspring of two varieties of beans and any seedsman will tell you that it requires a great deal of attention to keep these beans pure.

Let each and every dealer, in furnishing the farmer red kidney seed in the spring, take all precautions in seeing that his seed is pure and entirely free from rogues, and there will be a decided improvement over the red kidney bean crop of 1907, especially in quality. M. E. Walker.

It will pay you to watch our ad. each week

Grand Rapids Notions & Crockery Co.

1-3 So. Ionia, Cor. Fulton

Grand Rapids, Michigan

We want competent Apple and Potato Buyers to correspond with us

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

Butter Eggs

We offer 22½c delivered here for good roll butter well wrapped. This week's shipment.

Quality fine now. Every shipper that sent us eggs last week received 23c here. Paying the same today (Feb. 4.) Market may go higher, can not guarantee prices now.

Better ship eggs by express.

STROUP & CARMER, 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

Sherwood Hall Co., Ltd.

Iron and Steel

Horseshoers' and Blacksmiths' supplies at lowest market prices.

26 North Ionia St., Grand Rapids, Mich.

ESTABLISHED
1883

WYKES & CO.

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND
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FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS, MICH.

THOS. E. WYKES
CLAUDE P. WYKES



Michigan Knights of the Grip.
President, H. C. Klocksiem, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No 131, U. C. T.
Senior Counselor, W. D. Simmons;
Secretary and Treasurer, O. F. Jackson.

Some Standards of Conduct for the Traveler.

Every farm has its acreage, and every business has its natural limits.

A ten-acre truck garden on Long Island looks pretty small beside a thousand-acre wheat ranch in Dakota.

But it must be remembered that the profits of the truck farmer are often as great or greater than the profits of the wheat raiser, in spite of the great difference in the extent of their farms.

And we have noticed that some of the Victor dealers who work in small communities do as well or better than those who have big stores in large places.

Now, if it isn't size that makes the difference in prosperity of the farm or the business, what is it?

In the case of the farm it is what the scientist calls intensive culture.

The wheat farmer sows his seed, gives his ground the ordinary amount of culture, and waits for Nature to send his crop. His farm is so large that he can afford to be satisfied with an average yield per acre.

The truck farmer, with his few acres, can not afford to be satisfied with the results of such methods as this. He must make every inch of his little plot give an account of itself.

What does he do?

He studies his ground and plans the best use of every little part of every field; he analyzes his soil and supplies the phosphates, nitrates or other elements of nourishment that are lacking; finally, he puts on every square foot of his property as much or more labor as the wheat farmer put on a square acre. Careful planning, liberal fertilization, tireless labor—these, or the things that correspond to them, will help the small business as much as they help the small farm.

Whatever you do, don't be satisfied with the business that comes to you of its own accord. That way of doing business was out of fashion twenty-five years ago.

However small or however large your business may be you can make it bigger by giving thoughtful attention to pushing it. It isn't always the farmer with the most land that gets the biggest crops, and it isn't always the dealer in the biggest town or the salesman with the largest territory that makes the largest profits. The man who applies his labor most diligently and intelligently is the winner in the long run.

Most grown people can look back to the time when they were about 7 years old, and an inconsiderate

school teacher would suddenly pounce upon them with a question like "How many are seven times eight?"

To be asked something which you ought to know all about, and which you have had ample opportunity for learning, and to find yourself unprepared with the proper answer is an embarrassing experience, whether you are 7 years old or 75.

Nothing is so humiliating to the salesman who understands the underlying principles of his business as to have a customer ask him some simple question, like "How much will it cost me to get a Victor No. IV. with a K horn?" and not be able to answer on the spot.

And even worse is the kind of man who comes in occasionally and actually knows more about your stock than you do yourself.

The good salesman will learn his stock thoroughly from every point of view; the styles, the prices, the different combinations that can be made with advantage, the points where his stock differs from that of his competitors—and a score of other things. Of course he knows the exact place where each record can be found, so that he can hand it out the minute it is asked for. People who are patient enough at any other time are always in a hurry when they go to buy anything. If you keep them waiting a few minutes they may change their minds.

"Why burden my mind," you may ask, "with a lot of facts that I can turn to in a moment in the literature with which I am kept supplied?"

Because selling goods is hard work, which requires attention and concentration. It is hard enough when you can bring to it your best powers, and to have to think of anything else is a handicap. While you are following the end of your finger down a column of figures you cease to pay full attention to your customer. You lose the thread of the argument you have been making, or, what is equally bad, you listen in a preoccupied way to the argument your customer is making—a customer's argument should always be treated with profound respect—and when you speak again you say something irrelevant and destroy the effect of the good work you have done before you started to hunt up your facts.

To have to run to a desk and consult a price list not only interrupts your work, but it produces an impression that business is so bad that you can't sell many talking machines, or you would be better posted about them.

The salesman feels more confidence in himself, and he inspires more confidence in his customers when he has his facts in his head rather than in his pocket or in his desk.

Know what you have on hand so that you may never miss a sale through an oversight. Have some system of keeping track of sales and ordering new stock. A very good way practiced by some of our best salesmen is to keep each record in a labeled envelope. When the record is sold file the envelope in a drawer

with the others sold during the day, and at night you have all ready the list from which new stock is to be ordered. When the new records come place them in the envelopes taken from the drawer and add them to the regular stock.

Dealers with large businesses will need a good many duplicate envelopes for quick-selling records, as they could not afford to be out of a number while the order was being filled, but the system is the same, no matter how many duplicates are needed.

If the person making the sale is required to enter on the envelope the date it is refilled and quantity ordered the dealer can tell instantly the relative salability of different records and govern his orders accordingly. This is very important, as it assures a "live" stock. Our larger distributors have elaborate card systems locating all this information. A company must of course modify and adapt this card or envelope system to suit its peculiar trade. The cards unquestionably are more serviceable to large enterprises.

In Mark Twain's story of the Prince and the Pauper they finally detect the pauper, who has usurped the prince's place, because he uses the great seal of state to crack nuts with.

The dignitaries of the court argued—and very correctly—that a boy who was used to courts and their ways would never use the symbol of authority so disrespectfully.

In the same way you can tell the prince among the salesmen by the way he handles the stock he sells. It is the poor salesman who bangs things around and lets them deteriorate for want of proper care.

Respect for your stock should begin in your own mind. The outward care which you give to the arrangement and preservation of your goods is the reflection of something inside your brain—a something which should be carefully cultivated by every merchant.

Of course you should take care to select stock which naturally inspires this attitude. You sometimes see a street fakir selling some trifle with his tongue in his cheek. "Walk up, ladies and gentlemen, and get a perfect time-keeper for 5 cents. Warranted to keep an ytime you set it to until you set it again. The crowd enters into the joke and spends its nickels freely for the toy watch, which neither buyer nor seller is called upon to respect.

But do not make the mistake of applying the methods of the fakir to goods of value, the purchase of which is a serious matter. Your customer looks at your goods through your own eyes. If you think highly of them you unconsciously influence him to do the same.

The writer of this lesson buys a good many drawings. When an artist comes in with a portfolio and says, "I would like to have you take a look at this stuff," it is a foregone conclusion that his drawings are really "stuff," and pretty poor stuff at that. The man who comes in and says, "I have some specimens of my

work that I would like to show you," creates the idea at once that he has something worth looking at in his portfolio.—Salesmanship.

Sells Cranky Old Customer by Playing Checkers.

Written for the Tradesman.

There's an old fellow down in Lenawee county that I sell every time I make his town. How do I accomplish it? Well, he's a regular fiend for checkers. Now, if there's one game on the face of the earth that I detest it's that particular poky ancient game. I never did like them—from my youth up. I early learned to play the game, as every youngster does, but they never seemed to make a hit with me. However, the knowledge of how to play them causes me to make a hit with this old curmudgeon. When he sees me enter the door he makes a bee-line for the checker table—it's always standing in the warmest corner of the room—and nothing will do but I must join him in a game, which usually runs into three or four before we get up from the table. You might think this waste of time detrimental to the company's interests. Nay, nay, for I let the old fellow beat me at least two out of the three games—often all of 'em—and that puts him in high good humor towards me and my samples, and he always gives me a good fat order, in consequence. He has the reputation of being a very stingy buyer, but he's never so with me. I sell him more goods than all the rest of the boys put together, all of whom look upon it as a bore to sit down for an hour—or even thirty minutes—and amuse the old crank. It pays in the end. It doesn't hurt me any and freezes him to the firm that provides my bread and butter and the jam to spread between.

Tom.

All is not gold that glitters—but then there are lots of people who prefer cut glass.

An honest gambler can be believed in when he is found.

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

There are Two Elevators

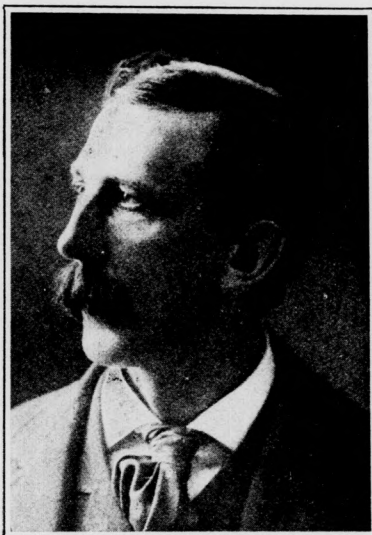
in our building. One takes you quickly to the top story of success. Bookkeeping, Shorthand, Typewriting, etc. GOING UP?

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

SUCCESSFUL SALESMEN.

M. R. Godard, Representing Banigan Rubber Co.

Miner R. Godard was born at Granville, Mass., Jan. 3, 1860, his antecedents being English on his father's side and Irish on his mother's side. He attended the public schools of Granville until he was 17 years of age, when the family removed to Palmer, Mass., and he secured a clerkship in the shoe store of E. S. Gibbons. Three years later he removed to Hartford, Conn., and obtained employment in the shoe store of Hirshberg & Samuels, with whom he remained two years. He then went on the road for the wholesale shoe house of Terrill, Church & Co., of Boston, covering Ohio, Eastern Kentucky and Eastern Tennessee. Two years later he removed to Cleveland to take the position of Ohio traveling representa-



tive for Childs, Groff & Co., jobbers of shoes. He remained with this house four years, when he formed an alliance with Geo. Watkinson & Co., manufacturers of rubbers at Philadelphia, his territory being the entire State of Ohio. He remained with this house four years, when he engaged to travel for E. R. Rice, Buffalo representative for the Banigan Rubber Co., in Ohio territory. He remained with this house until Sept. 1, 1906, when he was transferred to the Chicago branch and placed in charge of Western Michigan territory. He attributes his success to push and keeping everlastingly at it and those who know him best insist that he has stuck to his text very closely and satisfactorily.

Mr. Godard was married to Miss Jessie Hattie Belle Sponhour on May 10, 1886.

He is a member of the Toledo Traveling Men's Association, the Cleveland Traveling Men's Association and the Utica Traveling Men's Association and has some other fraternal affiliations of which he is naturally proud.

Mr. Godard has only two hobbies, aside from his business, and they are hunting and dogs. He has always been the owner of a hunting dog,

which he always takes with him on his hunting expeditions.

Movements of Michigan Gideons.

Detroit, Feb. 5.—A. C. Holmes, President of Detroit Camp No. 1, has taken a position with the Mobile Stationery & Paper Co., of Mobile, and goes South this week. The Michigan Gideons will miss Brother Holmes, as he has always been in his place round about the Camp.

New members: George G. Stimson, Ann Arbor, assigned to Detroit Camp; Albert Merrill Coit, Grand Rapids, assigned to Camp No. 2; Charles L. Phelps, New Haven, assigned to Detroit Camp; Frank M. Holmes, Grand Rapids, assigned to Camp No. 2.

Isaac L. Howard has moved from this city to Springfield, Mo.

F. M. Luther, Grand Rapids, is a 1908 Gideon.

The officers of Flint Camp for 1907 are: E. E. Sloan, President; S. E. Minard, Vice-President; S. C. Fries, Secretary-Treasurer; Ray Blakeman, Chaplain; George A. Fricke, Counselor.

The Wisconsin State rally and convention will be held at Portage April 27-28; Kansas State convention at Topeka Feb. 24-25; Illinois State convention at Wanega May 18-19; Minnesota State convention at Albet Lea May 18-19.

H. S. Williamson, of Chicago Camp, was at Hillsdale last week representing the Charlton Silk Co., of Chicago.

Detroit Camp will meet the first and third Sundays of each month at 3 o'clock and the second and fourth Saturdays from 12 to 1 at room 3, Y. M. C. A. The Camp expects to meet the first of each month at one of the brothers' homes for a social meeting, with their wives and rally.

Aaron B. Gates.

Among the representative traveling men of Detroit, and one of the oldest in point of service, is Louis S. Musliner, of Jackson, whose work is in the interest of Hammond, Standish & Co., Detroit. Mr. Musliner began traveling for Hammond, Standish & Co. in March, 1884, and has been in their employ continuously since that time. His first territory comprised the entire Lower Peninsula, which he covered for eleven years, since which time he has traveled in New York State, Ohio and Pennsylvania. His untiring efforts have done much toward placing the company in the high position which it holds among the representative business houses of Detroit.

Charles L. Stevens, Grand Master of Michigan Grand Lodge, F. & A. M., who dropped dead at Detroit last Wednesday, was once President of the Michigan Knights of the Grip, and formerly one of the best known traveling men in the State. He is the third President of the organization to die in a brief space of time, and all of apoplexy or heart disease. The others were A. F. Peake, of Jackson, and Maj. R. W. Jacklin, of Detroit.

Litchfield Gazette: J. O. Shepard has taken a position on the road for the American Standard Jewelry Co., of Detroit, and will commence his new work next week. His territory will be Michigan.

Recent Trade Changes in the Hoosier State.

Elkhart—H. H. Himebaugh is succeeded in the grocery business by Willard Kurtz.

Lafayette—Mrs. Jno. P. Gagen succeeds Chas. A. Muller & Co. in the cigar business.

Monticell—The meat business formerly conducted by Zink Bros. will now be continued by Zink & Christy.

Columbia City—Keneg Abdallah, fruit dealer, has removed to Bryan.

Princeton—A receiver has been appointed for the Princeton Elevator Co.

Terre Haute—The Adair Manufacturing Co. succeeds Stephen Adair in the cooperage business.

Anderson—W. A. Shelton succeeds Waldo Runyan in the grocery business.

Madison—W. H. Rogers is succeeded in the drug business by W. G. Rogers.

Portland—Geo. D. Sebring, who formerly conducted a confectionery business, is now succeeded by Chas. Stalker.

South Bend—The Deming-Winnie Lumber Co. is succeeded in business by the J. C. Paxton Lumber Co.

Evansville—The creditors of Leo Schear, clothier, have filed a petition in bankruptcy.

North Manchester—A. C. Wolf succeeds J. D. Eicholz & Co. in the boot and shoe business.

Wabash—The Todd-Blount Candy Co. will continue the manufacturing business formerly conducted by Chas. R. Blount.

Elkhart—M. L. Ulrich is succeeded in the grocery business by Ira J. Crowe.

Indianapolis—J. W. Howard succeeds Mrs. M. F. Coridon in the grocery business.

Roachdale—Chastain & Barnes, dealers in furniture and jewelry, have dissolved partnership, M. E. Chastain continuing the business.

Decatur—Noah Mangold has withdrawn from the firm of Noah Mangold & Co., dealers in general merchandise.

Logansport—C. S. Ferguson will continue the tailoring business formerly conducted by Ferguson & Clary.

Second Bill Introduced in the Senate.

The new railroad bill, providing for a reduction in rates of transportation of passengers on Michigan railroads, which was introduced by Senator Russell on Jan. 10, is known as Senate Bill No. 2. It is now in the hands of the Committee on Railroads. The full text of the proposed law is as follows:

Section 1. That from and after September first, nineteen hundred seven, any railroad company operating its lines, in whole or in part in this State, shall be entitled to demand and receive as compensation for transporting any passenger and his or her ordinary baggage, not exceeding in weight one hundred fifty pounds, a rate of fare not exceeding two cents per mile for all distances of more than five miles; Provided, That any railroad company operating its line or lines, in whole or in part, in the upper peninsula, shall be entitled to demand and receive as compensation for transporting any passenger and his or her ordinary baggage, not exceeding one hundred fifty pounds, over such part of its line or lines as are situated in the upper peninsula, a rate of fare not exceeding three cents per mile for all distances more than five miles.

Sec. 2. Any railroad company which shall fail to comply with the provisions

of the preceding section, shall immediately after such failure, become liable to the people of the state of Michigan in a penalty of five hundred dollars per day for each and every secular day during the pendency of such failure, which said penalty shall be collected in an action to be brought by the Commissioner of Railroads, in any court of competent jurisdiction within this State, and which said penalty, when collected, shall be paid into the state treasury and credited to the primary school fund.

Sec. 3. The penalty mentioned in the preceding section shall be supplemental to, and shall not be deemed to supersede, any extraordinary remedy, by mandamus or otherwise, authorized by law, to be instituted by the State, the Commissioner of Railroads, or any State officer or board, to compel compliance with section one of this act.

Sec. 4. This act shall apply to all railroad companies operating lines of railroad in this State, whether such companies are organized under the general railroad law or under any special charter from the State Legislature.

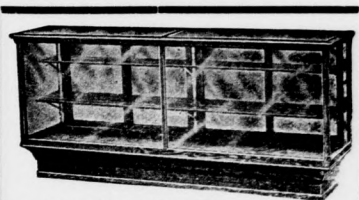
Sec. 5. All acts or parts of acts, whether general or special, heretofore passed and in any way contravening the provisions of this act, are hereby repealed.

Travelers To Endow Hospitals.

Pittsburg, Feb. 3.—Over 100 traveling salesmen, representing business houses throughout the country, met here to-day and formed the Travelers' Home Club of the United States. The organization will endeavor to eliminate the many abuses the traveling public is subjected to, and a part of the dues collected from members will be used for the endowment of hospitals where members of the organization can be cared for when sick or injured.

Hard work and confidence in his line have helped S. R. Koenrich to build up a good business for the Menzies Shoe Co. in Ohio, where he has traveled for the concern for four years. Mr. Koenrich has seen twenty-two years' service in the shoe business in various capacities. When he was 20 years of age he left the house painter's trade and bought an interest in a retail boot and shoe store in Salem, Ohio, where he remained for nine years. He then got the itching for the road, which comes to all retail dealers and clerks at some time, and started first with jobbing houses and later with a New York manufacturer. Four years ago he engaged with the Menzies company to open up Ohio, and has been prying it open a little wider every year. He seems satisfied with his line and his wide acquaintance in the Buckeye State makes him a valuable man.

You always can measure a man's faith by inverse ratio according to the fuss he makes over 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



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

Michigan State Pharmaceutical Association.
 President—John L. Wallace, Kalamazoo.
 First Vice-President—G. W. Stevens, Detroit.
 Second Vice-President—Frank L. Shilley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Forethought the First Essential in Window Dressing.

It is interesting to notice the ways in which different assistants approach such a task as window dressing. There are some whose operations are suggestive of the visitation of an earthquake or the passing of a cyclone, while others proceed so systematically that it is scarcely noticeable that anything unusual is afoot. Assuming that nobody wishes to acquire the former method, let us see how a window may be emptied, cleaned and redressed with as little disorder as possible. The first essential is forethought; don't begin until you are ready, and don't begin at an inopportune time.

Before emptying a window decide how it is to be filled again. Make a plan by making lines down and across a sheet of paper to produce a space for a shelf, and write in each space what is to go upon the shelf it represents. Then make sure that all goods, dummies, etc., are ready; do not have to put up dummies while the window stands empty. Don't choose the wrong time for the task—the busiest day in the week or the early closing day. Also, as far as possible, see that nothing is likely to prevent your going straight on. For instance, it would be foolish to commence window dressing when the stock of a quick-selling tooth-powder was quite out, and risk having to leave it to mix, sift and put up that popular line. I have seen an assistant dress a window with an apprentice to help him. Half the time the lad was idly watching, and for the rest he was getting in the way. It was the assistant's fault, not his; they were working without forethought. The assistant should have decided what the apprentice could do, and set him to work before commencing himself.

There are other wrong times for dressing a window. Glass can not be satisfactorily polished on a damp day. If a window faces south or southeast, it may be better to empty and clean it at night in the summer; it is difficult to polish window panes with the sun shining full on them.

In emptying a window separate goods that are not to go back from those that are. Don't keep the former about the shop; they will have to be put away, and it is best to dispose

of them at once. Things that are to go back should be put into boxes or placed neatly in a corner where they will not cause inconvenience. I have seen the contents of the window heaped upon the dispensing counter until it was full, when the remainder was piled on the floor in such a position as to prevent the opening of several cupboards.

Some pharmacists appear to have very curious ideas about window dressing. I know one successful business where a common snake in a specimen tube has occupied the best position in the window these twenty years. Surely the proprietor does not imagine that this exhibit is either interesting or business-producing. It is wasteful to give window space to anything that will neither lead to business nor cause passers-by to stop. Really interesting things are worth showing, even although they are not direct advertisements; by arresting attention they often lead to a general survey of the window.

As it is waste of space to show things which do not lead to business, it is almost equally so to show goods which bear a very poor profit—proprietary articles, especially those the prices of which are not protected. Of course, if the space is paid for it is another matter. A chemist's window is worth anything from £1 to £10 a week if in a good thoroughfare. In the West End chemists are receiving £1 a week for one shelf alone. Besides looking a little absurd, it is useless to show things that are out of season. The right policy is to push goods when they are wanted. It is a waste of energy trying to stimulate trade in goods for which no demand exists.

A. W. Bromley.

Similarity in Names and Their Dangers.

A death is reported in St. Luke's Hospital, Chicago, from the accidental use of a solution of atropin when urotropin had been ordered. This incident calls attention to the evil attendant on the prevalent manner of naming new remedies—proprietary, in nearly every instance. Is it to be wondered at that mistakes are made when we have to contend with the following similar names of preparations of widely different character and composition: Sanatogen, Sanitol, Sanitas, Sanoform, Sanoforme, Sanosal, Sanose and Sanosin? Then we have a variety of names that apply to the same article, as occurs in this particular instance which has caused a death. Hexamethylene tetramine is now an official preparation in the U. S. Pharmacopoeia as Hexamethylenamine—an awkward word for physicians to get used to, but one that it seems will have to be adopted. This was first introduced as Urotropin, but now is on the market as Aminoform, Cystamine, Cystogen, Formin, Hexamin, Uristamine, Uritone, etc. Why not get rid of all these names and adopt the correct one—the official name?—Jour. A. M. A.

The average man will go through anything for the girl he loves, especially her fortune.

The Merchants Are Showing Spring Goods Too Early.

With the zephyrs from the North Pole frisking round the ears and playing tag with the hair, it seems folly for merchants to expect to interest the women in windows containing diaphanous dress merchandise marked with placards appealing for attention on the score that Spring is but a few weeks away. When a lady is going to get her nose nipped off by lingering in Spring's lap she is not going to sit there very long. If those filmy stuffs had been put forth simply as "outfittings for social functions" ten to one they would have meant more to the average feminine devotee of the world. As Spring creeps on apace dealers should wait for a balmy day—what's called a "thawy" day—before attempting to show summery-looking dress goods.

If it hadn't been along the line of business, and if I hadn't been clad for a blizzard. I never should have taken the time to make note of the following combinations of coloring and figures in the elegant frailties placarded thus:

Exhibition Week 1907

Summer Wash Goods

There was no mistaking the fact that these goods could be made up for "summer," but, as for the "wash" part—my, my, it didn't seem possible they were of a tubable nature; it seemed as if a breath would blow them away.

Here's a description of the designs, which were so pretty that not much trimming would be required:

There was a papier mache form in the center, on which was draped, like a dress, a piece of the "summer wash goods" having a white background divided into large plaids by groups of graduated "hair lines" in black, and sparsely sprinkled all over, both in the white spaces and on the separating lines, were small stemless purple daisies, such as one sees great bunches of along any and country road.

All of the dozen drapes exhibited were possible to young and old alike—if the old are of the "well-kept-up" sort—with the exception of one of the big swatches, which was decidedly old-womanish in appearance. It had a white background barred off into square with a small chain of gray and in every other square was a nondescript little gray flower. The space in the squares was filled with stripes of woven white chains. This was the only homely piece in the entire display.

Flowers predominated in the various samples. A white background had pale Nile green chrysanthemums sprawling on it in an all-over way.

Another had tiny yellow-eyed daisies on a groundwork of soft pink and white half-inch stripes.

Lilies of the valley on a pale blue ground was an especially dainty idea.

An expensive looking piece had a white ground with groups of button roses and a larger white flower (i outline) that you would declare was hand painted, like the chiffon scarves. An all-pink background had bunch-

es of white roses, and bowknots of white on light pink.

Some would prefer the goods that had white cherry blossoms on a pale shade of blue.

Others would be best pleased with the sample that had a pink ground with white leaves on narrow black stripes and white and deep pink polka dots at intervals.

Then there were two pieces, in the corner, of identically the same pattern but different coloring, both having a white ground, the one having indistinct roses of gray and the other of heliotrope. I thought the gray one the most stylish thing in the entire exhibit.

* * *

Mulberry seems to be used considerably in the showings of suits. A deep navy blue dress had none of the color on the skirt, but the jacket was trimmed round the neck and on the cuffs with narrow flat bands of mulberry and pale sage green taffeta, in a curlyque design, with mixed gilt braid applied to the bands. The dummy's hat was the popular mushroom shape—fine navy blue braid with small mulberry colored roses built up at the side and back, and leaves a trifle darker than the green silk bands on the jacket. These were placed below the roses, lying flat against the side of the hat, the tips of the leaves all pointing downward. Two folds of dark green velvet went around the crown. These harmonized with the green silk bands on the coat.

I can not understand why the mushroom hat—or toadstool, as some designate it—has pushed itself into favor as it certainly has. While it is "trying" to but few faces, it takes all the piquancy out of a young face of that type and imparts to an older face the meek, the subdued look acquired nowhere but in a nunnery!

One saucy little hat noticed wasn't much bigger than an ordinary coffee cup. That little apology of a chapeau was composed of black horse-hair—the genuine—and didn't have a blessed thing on it but a silly bunch of magenta colored roses plastered up the back and sticking over the crown. These roses were of the size of a ten dollar gold piece. The hat probably cost not a cent less than two of them.

* * *

Golden brown, Nile green, gray, white and all the evening shades are seen displayed in dummydom. Many of the waists observed are on the guimpe order.

Wires Need a Rest.

"Messages," said a telegraph operator, "always slide over the wires better on Monday than on any other day. The wires, you see, have profited by their Sunday rest."

"It is a fact that inanimate as well as animate things get tired and need a vacation occasionally. You know how true this is of razors, of automobiles, of locomotives, and it is just as true of telegraph wires."

"A wire after its Sunday rest gives a quicker, a fuller and a more delicate transmission. It is like a piano that has just been tuned."

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acetum 60 8	Copaiba 1 50 1 60	Scilla Co 50 50	Rubia Tincturum 50 50
Benzoinum, Ger. 70 75	Cubebae 1 35 1 40	Tolutan 50 50	Sassafras 50 50
Boracic 2 17	Evechthitos 1 00 1 10	Prunus virg 50 50	Tinctures 50 50
Carbolicum 26 29	Erigeron 1 00 1 10		Anconitum Nap's R 50 50
Citricum 52 55	Gaultheria 2 25 2 35		Anconitum Nap's F 50 50
Hydrochlor 30 35	Geranium 70 75		Aloes 50 50
Nitrosum 8 10	Gossypii Sem gal 40 41		Arnica 50 50
Oxalicum 19 22	Hedeoma 3 00 3 10		Aloes & Myrrh 50 50
Phosphorium, dil. 44 47	Juniperia 40 41		Asafoetida 50 50
Salicylicum 1 1/2 1 5	Lavendula 90 93		Aurore Belladonna 50 50
Sulphuricum 1 1/2 1 5	Limonis 1 30 1 40		Aurant Cortex 50 50
Tannicum 75 85	Mentha Piper 3 00 3 25		Benzoin 50 50
Tartaricum 38 40	Mentha Verid 3 50 3 60		Benzoin Co 50 50
Ammonia 40 40	Morrhuca gal 1 25 1 30		Barosma 50 50
Aqua, 12 deg. 40 6	Myrica 3 00 3 10		Cantharides 50 50
Aqua, 20 deg. 40 6	Olive 75 80		Capsicum 50 50
Carbonas 13 15	Pisces Liquida 10 12		Cardamon 50 50
Chloridum 12 14	Pisces Liquida gal 1 06 1 10		Cardamon Cr 50 50
Aniline 2 00 2 25	Ricin 1 06 1 10		Castor 1 00 1 00
Black 2 00 2 25	Rosmarini 1 00 1 00		Catechu 50 50
Brown 80 100	Rosae oz 5 00 5 00		Cinchona 50 50
Red 45 50	Succini 40 45		Cinchona Co 50 50
Yellow 2 50 3 00	Sabin 90 1 00		Columbia 50 50
Baccae 22 25	Santal 4 50 5 00		Cubebae 50 50
Cubebae 22 25	Sassafras 90 95		Cassia Acutifol 50 50
Juniperus 8 10	Sinapis, ess, oz 1 00 1 10		Cassia Acutifol Co 50 50
Xanthoxylum 30 35	Tigill 10 12		Digitalis 50 50
Balsamum 65 70	Thyme 40 50		Ergot 50 50
Copaiba 65 70	Thyme, opt 1 00 1 10		Ferri Chloridum 25 25
Peru 65 70	Theobromas 15 20		Gentian 50 50
Torabin, Canada 60 65	Potassium 15 18		Gentian Co 50 50
Tolutan 35 40	Bi-Carb 15 18		Guaiaca 50 50
Cortex 18	Bleehomate 13 15		Guaiaca ammon 50 50
Abies, Canadian 18	Bromide 25 30		Hyoscyamus 50 50
Cassia 20	Carb 12 15		Iodine 75 75
Cinchona Flava 18	Chlorate 12 14		Iodine, colorless 75 75
Buonymus atro. 60	Cyanide 34 38		Kino 50 50
Myrica Cerifera 20	Iodide 2 50 2 60		Lobelia 50 50
Prunus Virgin. 15	Potassa, Bitart pr 30 32		Myrrh 50 50
Quillaja, gr'd 1x	Potass Nitras opt 7 10		Nux Vomica 50 50
Sassafras 25	Potass Nitras 6 8		Opil 50 50
Ulmus 36	Prussiate 23 26		Opil, camphorated 50 50
Extractum 34 30	Sulphate po 15 18		Opil, deodorized 1 50
Glycyrrhiza Gla. 34 30	Radix 20 25		Quassia 50 50
Glycyrrhiza, po. 35 30	Aconitum 20 25		Rhatany 50 50
Haematox 11 12	Althae 30 35		Rhei 50 50
Haematox, 1s 13 14	Anchusa 10 12		Sanguinaria 50 50
Haematox, 1/2 s. 14 15	Arum po 20 25		Serpentaria 50 50
Haematox, 1/4 s. 16 17	Calamus 20 25		Stromonium 50 50
Carbonate Precip. 15	Gentiana po 15 12 15		Tolutan 50 50
Citrate and Quina 2 00	Glycyrrhiza pv 15 16 18		Valerian 50 50
Citrate Soluble 55	Hydrastis, Canada 1 90		Valerian Veride. 50 50
Ferrocyanidum S 40	Hydrastis, Can. po 2 00		Zingiber 20 20
Solut. Chloride 15	Hellebore, Alba. 12 15		
Sulphate, com'l, by 2	Inula, po 18 22		
Sulphate, pure 7	Ipecac, po 2 50 2 60		
Flora 15 18	Iris plox 35 40		
Arnica 15 18	Jalapa, pr 25 30		
Anthemis 40 50	Maranta, 1/4 s 15 18		
Matricaria 30 35	Podophyllum po. 75 80		
Folia 35 40	Rhei, cut 1 00 1 25		
Barosma 35 40	Rhei, pv 75 80		
Cassia Acutifol. 15 20	Spigella 1 45 1 50		
Cassia, Tinnevely 15 20	Sanuginari, po 18 15 15		
Cassia, Acutifol. 25 30	Serpentaria 50 55		
Salvia officinalis, 18 20	Senega 85 90		
1/2 s and 1/4 s 18 20	Smilax, off's H. 48 50		
Uva Ursi 8 10	Smilax, M 25 30		
Gummi 45 50	Scilla po 45 20 25		
Acacia, 1st pkd. 45 50	Symplocarpus 25 30		
Acacia, 2nd pkd. 45 50	Valeriana Eng 25 30		
Acacia, 3rd pkd. 45 50	Valeriana, Ger. 15 20		
Acacia, sifted sts. 45 50	Zingiber a 12 14		
Acacia, po. 45 50	Zingiber j 22 25		
Aloe Barb 22 25	Semen 16 16		
Aloe, Cape 25 25	Anisum po 20 16 16		
Aloe, Socotri 45 45	Apium (gravel's) 13 15		
Ammoniac 55 60	Bird, 1s 4 6		
Asafoetida 35 40	Carul po 15 12 14		
Benzoinum 50 55	Cardamon 70 80		
Catechu, 1s 13 13	Coriandrum 12 14		
Catechu, 1/2 s 14 14	Cannabis Sativa 7 8		
Catechu, 1/4 s 16 16	Cydonium 75 80		
Comphorae 1 40 1 41	Chenopodium 25 30		
Euphorbium 40 40	Dipterix Odorate. 80 81		
Galbanum 40 40	Foeniculum 18 18		
Gamboge 35 35	Foenugreek, po. 7 9		
Guaiacum 35 35	Lini 4 6		
Kino 45 45	Lini, gr'd. bbl. 2 1/2 3 6		
Mastic 45 45	Lobelia 75 80		
Myrrh 45 45	Pharlaris Cana'n 9 10		
Opium 3 80 3 80	Rapa 5 6		
Shellac 60 70	Sinapis Alba 7 9		
Shellac, bleached 60 70	Sinapis Nigra 9 10		
Tragacanth 70 71	Spiritus 00 2 50		
Herba 50 4 60	Fruiment W D. 2 00 2 50		
Absinthium 50 4 60	Fruiment 1 25 1 50		
Eupatorium oz pk 25 25	Juniperia Co O T 1 63 2 00		
Lobelia 25 25	Juniperis Co 1 75 3 50		
Majorana 25 25	Saccharum N E 90 2 10		
Mentha Pip. oz pk 25 25	Spt Vini Galli 1 75 2 50		
Mentha Ver. oz pk 25 25	Vini Oporto 1 25 2 00		
Rue 39 39	Vina Alba 1 25 2 00		
Tanacetum 22 22	Sponges 00 2 50		
Thymus V. oz pk 25 25	Florida Sheeps' wool 3 00 3 50		
Magnesia 55 60	Nassau sheeps' wool 3 50 3 75		
Calcined, Pat 18 20	Velvet extra sheeps' 2 00 2 00		
Carbonate, Pat. 18 20	wool, carriage. 1 25 1 25		
Carbonate, K-M. 18 20	Extra yellow sheeps' 1 25 1 25		
Carbonate 18 20	wool carriage. 1 25 1 25		
Oleum 4 90 5 00	Grass sheeps' wool. 1 25 1 25		
Absinthium 4 90 5 00	carriage 1 00 1 00		
Amygdalae, Dulc. 40 65	Hard, slate use. 1 00 1 00		
Amygdalae, Ama 8 00 8 25	Yellow Reef, for 1 40 1 40		
Anisi 1 85 2 15	slate use 1 40 1 40		
Aurant Cortex 2 75 2 85	Syrups 50 50		
Bergamii 3 35 3 50	Acacia 50 50		
Calputi 85 90	Aurant Cortex 50 50		
Carvophilli 1 40 1 50	Zingiber 50 50		
Cedar 50 50	Ipecac 50 50		
Chenopadi 3 75 4 00	Ferri Iod 50 50		
Cinnamoni 1 35 1 40	Rhei Arom 50 50		
Citronella 65 70	Smilax Off's 50 60		
	Senega 50 60		

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Ammonia	1	Baked Beans	1
Axle Grease	1	Bath Brick	1
B		Bluing	1
Baked Beans	1	Brooms	1
Bath Brick	1	Brushes	1
Bluing	1	Butter Color	1
Brooms	1	C	
Brushes	1	Candies	1
Butter Color	1	Canned Goods	1
C		Carbon Oils	1
Candies	1	Catsup	1
Canned Goods	1	Cereals	1
Carbon Oils	1	Cheese	1
Catsup	1	Chewing Gum	1
Cereals	1	Chicory	1
Cheese	1	Chocolate	1
Chewing Gum	1	Clothes Lines	1
Chicory	1	Cocoa	1
Chocolate	1	Cocoa Nut	1
Clothes Lines	1	Cocoa Shells	1
Cocoa	1	Coffee	1
Cocoa Nut	1	Confections	1
Cocoa Shells	1	Crackers	1
Coffee	1	Cream Tartar	1
Confections	1	D	
Crackers	1	Dried Fruits	1
Cream Tartar	1	F	
D		Farinaceous Goods	1
Dried Fruits	1	Fish and Oysters	1
F		Fishing Tackle	1
Farinaceous Goods	1	Flavoring Extracts	1
Fish and Oysters	1	Fresh Meats	1
Fishing Tackle	1	G	
Flavoring Extracts	1	Gelatine	1
Fresh Meats	1	Grain Bags	1
G		Grains and Flour	1
Gelatine	1	H	
Grain Bags	1	Herbs	1
Grains and Flour	1	Hides and Pelts	1
H		I	
Herbs	1	Jelly	1
Hides and Pelts	1	L	
I		Licorice	1
Jelly	1	M	
L		Matches	1
Licorice	1	Meat Extracts	1
M		Mince Meat	1
Matches	1	Molasses	1
Meat Extracts	1	Mustard	1
Mince Meat	1	N	
Molasses	1	Nuts	1
Mustard	1	O	
N		Olives	1
Nuts	1	P	
O		Pipes	1
Olives	1	Pickles	1
P		Playing Cards	1
Pipes	1	Potash	1
Pickles	1	Provisions	1
Playing Cards	1	R	
Potash	1	Rice	1
Provisions	1	S	
R		Salad Dressing	1
Rice	1	Saleratus	1
S		Salt Soda	1
Salad Dressing	1	Salt	1
Saleratus	1	Salt Fish	1
Salt Soda	1	Seeds	1
Salt	1	Shoe Blacking	1
Salt Fish	1	Snuff	1
Seeds	1	Soap	1
Shoe Blacking	1	Soda	1
Snuff	1	Spices	1
Soap	1	Starch	1
Soda	1	Syrups	1
Spices	1	T	
Starch	1	Tea	1
Syrups	1	Tobacco	1
T		Twine	1
Tea	1	V	
Tobacco	1	Vinegar	1
Twine	1	W	
V		Wicking	1
Vinegar	1	Woodenware	1
W		Wrapping Paper	1
Wicking	1	Y	
Woodenware	1	Yeast Cake	1
Wrapping Paper	1	Y	
Yeast Cake	1	Y	

6	7	8	9	10	11
Meal Bolted 2 30 Golden Granulated 2 50 St. Car Feed screened 20 00 No. 1 Corn and Oats 20 00 Corn, cracked 19 00 Corn Meal, coarse 19 00 Winter Wheat Bran 22 00 Winter Wheat Mid'ng 23 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linseed 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 41 Less than carlots 42 Corn Carlots 47 Less than carlots 48 Hay No. 1 timothy car lots 14 00 No. 1 timothy lot lots 15 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per doz. 1 85 15 lb. pails, per pail. 42 30 lb. pails, per pail. 75 LICORICE Pure 20 Calabria 23 Sicily 14 Root 11 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, 16 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. 80 Bicycle 2 00 No. 632 Tour'n whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co's 3 00 PROVISIONS Barreled Pork Mess 19 00 Clear Back 18 00 Short Cut 18 00 Short Cut Clear 18 00 Bean 15 50 Brisket, clear 20 00 Pig 20 00 Clear Family 15 50 Dry Salt Meats S P Bellies 12 34 Bellies 11 34 Extra Shorts 9 12 Smoked Meats Hams, 12 lb. average. 13 1/2 Hams, 14 lb. average. 13 1/2 Hams, 16 lb. average. 13 1/2 Hams, 18 lb. average. 13 1/2 Skinned Hams 13 1/2 Ham, dried beef sets. 15 California Hams 10 Picnic Boiled Hams 14 1/2 Boiled Ham 19 34 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 9 Pure intercos 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 3 lb. pails, advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 15 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 16 1/2 Country Rolls 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 Fair La. hd. @ 6 Choice La. hd. @ 6 1/2 Fancy La. hd. 6 1/2 @ 7 Carolina, ex. fancy 6 1/2 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Hallbut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 80 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, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 4 Mess, 8lbs. 14 00 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 60 SEEDS Anise 10 Canary, Smyrna 4 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/4 Mixed Bird 4 Mustard, white 8 Poppy 8 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 2 60 Handy Box, small, 1 25 Bixby's Royal Polish. 8 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 50 White Russian 3 50 Lome, oval bars 3 50 Santal, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 cakes. 4 00 Marseilles, 100 cakes. 5 80 Marseilles, 100 cakes 50 Marseilles, 100 ck toilet 4 00 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-50. 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon broken. 30 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 65 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochinchina 18 Ginger, Jamaica 65 Atece 65 Mustard 17 Pepper, Singapore, blk. 18 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @ 5 3lb. packages 4 1/2 @ 5 6lb. packages 4 1/2 @ 5 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 48 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 44 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyllo 35 Battle AX 35 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Root Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 25 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Fore XXXX 25 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, med 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 32 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, an red, brass. 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Lewey 1 75 Double Acme 2 75 Single Acme 2 25 Single Peerless 3 90 Single Peerless 3 90 Northern Queen 3 25 Double Duplex 3 90 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Jumbo Whitefish 16 No. 1 Whitefish 14 No. 2 Whitefish 14 Halibut 12 Ciscos or Herring 10 Bluefish 12 Live Lobster 35 Boiled Lobster 35 Cod 12 Haddock 10 Pickerel 12 1/2 Pike 9 Perch, dressed 10 Smoked, White 12 1/2 Red Snapper 10 Col. River Salmon 16 Mackerel 20 HIDES AND PELTS Hides Green No. 1 10 1/2 Green No. 2 9 1/2 Cured No. 1 12 1/2 Cured No. 2 11 1/2 Calfskins, green, No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 14 Calfskins, cured No. 2 12 1/2 Pelts Old Wool 30 Lams 75 @ 1 25 Shearings 50 @ 1 00 Tallow No. 1 5 1/2 No. 2 4 1/2 Wool 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 Old Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbons 10 Broken 10 Cut Loaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Grand Made Cream 15 Irene Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 14 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 12 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 8 1/2 Lemon Sour 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sour 55 Old Fashioned Hore- hound Drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Altoites 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons 85 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assnt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- srtment. 6 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, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts 13 Cal. No. 1 9 Walnuts, soft shelled @ 16 Walnuts, Grenoble. 15 Table nuts, fancy. 15 Pecans, Med. 16 Pecans, ex. large. 18 Pecans, Jumbos 30 Hickory Nuts per bu. Ohio new 5 Cocoanuts 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 8 1/2 @ 9 1/2 Pecan Halves 75 Walnut Halves 32 Filbert Meats 27 Alcantane Almonds. 42 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns. Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Choice H. P. Jumbo Roasted 10 1/2

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 60

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box...40
Large size, 1 doz. box...75

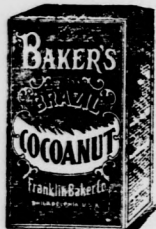
CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Pantellas, Finas35
Pantellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef
Carcass5 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds6 1/2 @ 7 1/2
Chucks5 @ 6 1/2
Plates4 1/2 @ 4 1/2
Others @ 3

Pork

Loins@ 11 1/2
Dressed@ 8 1/2
Boston Butts@ 10
Shoulders@ 9 1/2
Leaf Lard@ 10
Trimnings@ 8 1/2

Mutton

Carcass@ 8
Lambs@ 13
Spring Lambs

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra...1 00
72ft. 3 thread, extra...1 40
90ft. 3 thread, extra...1 70
60ft. 6 thread, extra...1 29
72ft. 6 thread, extra...

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton-Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co. Grand Rapids:
Lee & Cady, Detroit; Sym-
ons Bros. & Co. Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co. Battle Creek;
Walbach Co. Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/4 to 2 in.9
1 1/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
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 59
Nelson's1 59
Nelson's1 59

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

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

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Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

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on the road and would like to "show
you."

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MUSKEGON, MICH.

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Knife or Pain

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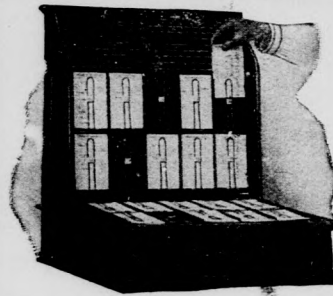
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Grand Rapids, Mich.

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In the second, you post ALL your ACCOUNTS into ONE book.

In soliciting at the home, over the phone, in front of the store, in
fact any place, you are compelled to go to your Filing Cabinet for each
book before you can take the order or else you will have to re-write every
item.

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Alliance, Ohio

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Agencies in all Principal Cities

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Money-maker. Clothing and shoe stock, amounting to about \$800, which has been reduced from \$5,000. Best corner location, good lease. Fixtures in building. Best reasons for quick selling. Write quickly. Sam Cohen, Box 164, Montezuma, Ind. 548

For Sale—Boot, shoe and rubber stock in best town in Northern Michigan. Established 20 years. Big trade. Will inventory about \$3,000. Only exclusive shoe store in town of about 600. Good farming country. Will sell for cash only, at actual inventory value. Rent \$150 a year, with good living rooms. Lease for three years yet. Reason for selling, ill health. Address No. 547, care Michigan Tradesman. 547

For Sale—Drug and general store combined, in best village in Genesee County. A money-maker. Address No. 546, care Michigan Tradesman. 546

For Sale—Blacksmith and wood shop, 24x50, two story, including gasoline engine and modern equipments, with good trade. Poor health. Bargain. Address L. B. 14, Carson City, Mich. 545

For Sale—Stock of shoes and rubbers. Will invoice about \$2,000. In first-class shape. No trades considered. Box 155, Hastings, Mich. 544

Wanted—2,000 cords basswood and poplar excelsior bolts; will pay highest market price—cash. Address Excelsior Wrapper Co., or W. F. Mueller, Hall St. and Godfrey Ave., Grand Rapids, Mich. 543

Incorporate before congress enacts registration law. Advantages of incorporating, booklet free. Cheapest charters procured in So. Dakota, Delaware, Maine, Michigan, Indiana, etc. Resident incorporators furnished, liberal laws. No franchise tax, meetings in your own state. Information free. A. L. Ringo, 188 Madison, Chicago, Ill. 542

Stock Certificates, Seals, Records, with printed minutes organization, by-laws, stock register, transfer record, etc., for longhand or typewriting. Bonds, booklets, prospectuses written. Write for samples. Suggestions for organizations free. Bankers' Stationery Supply Co., 1405 Security Bldg., Chicago. 541

Parties with ample means are looking for a location for a bank in a small city or village. Any citizen of locality needing a bank is requested to Address No. 540, care Michigan Tradesman. 540

To Exchange—80 acres good land on gravel road, near town. Price \$3,200. What have you? DeCoudres Bros., Knox, Ind. 539

A real investment for large or small amounts; let me tell you about it; it's clean and legitimate. Address John C. Loss, 417 W. 60th St., Englewood, Ill. 538

For Sale—The best paying grocery store in Mecosta Co., for the amount of stock carried. If interested address F. H., care Michigan Tradesman. 536

For Sale or Exchange—Improved and unimproved farms, Minnesota and Missouri, for merchandise. E. C. Spitznagel, Real Estate, 111 N. Jefferson St., Peoria, Ill. 535

Wanted—Eight-foot floor case, ribbon case, oak finish. Also outside case 20x20 inches. Must be in good condition. Kate L. Johnson, 130 S. Washington St., Hastings, Mich. 534

Good location for hustling attorney. Correspondence solicited. Address R. C. Eaton, Sec'y Otsego Commercial Club, Otsego, Mich. 533

Wanted—Descriptions, prices and estimates Michigan timber lands. Wade Bros., Traverse City, Mich. 549

Wanted—Stock merchandise in exchange for six five-acre lots, Traverse City, Wade Bros., Traverse City, Mich. 550

We buy and sell anything in real estate and merchandise. Right price. Wade Bros., Traverse City, Mich. 551

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—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

Wanted—For cash, grain business, stock clothing, shoes or general merchandise. Address No. 521, care Michigan Tradesman. 521

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

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—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

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

Wanted—Peddling wagon box. Address E. J. Steeby, Moline, Mich. 518

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

Wanted—To exchange well-established manufacturing business, including patent, for clean stock of merchandise or desirable real estate. H. J. Cortright, Marshall, Mich. 530

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—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, 251 Harkness Ave., Cleveland, Ohio. 524

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

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—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

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

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

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—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 sell 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

For Sale—Stock of general merchandise in a live and hustling town. A clean up-to-date stock. Reason for selling, other business. For full particulars address Lock Box 26, Hopkins, Mich. 444

For Sale—Hardware stock in best town in Northern Michigan. Established 20 years. Will inventory about \$7,500. Town of 1,500. Good farming country. Sales average \$16,000 per year. Only two stores. Will sell for cash only, at actual inventory value. Reason for selling, present owner needs capital for manufacturing business. Don't write unless you mean business. Address No. 459, care Michigan Tradesman. 459

For Sale—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, Manelona, Mich. 338

For Sale—Clean stock of drugs and sundries in town of 2,000. Good farming community. Annual sales between \$4,500 and \$5,000. Expenses light. A fine chance for a good man. Reasons for selling, have other business which requires all my attention. Address No. 389, care Michigan Tradesman. 389

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—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—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

POSITIONS WANTED

Wanted—Position as clerk in a grocery store. Can furnish very best of references. Address No. 483, care Michigan Tradesman. 483

HELP WANTED.

Wanted—Registered pharmacist at once. Good place for right man. Address Smith & Smith, Morenci, Mich. 537

Wanted—Immediately, several Grand Forks men or vicinity, under 35, to prepare for coming spring railway mail clerk examinations. Good prospects. 457 Inter-State Bldg., Cedar Rapids, Iowa. 504

Want Ads. continued on next page.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company, Grand Rapids.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY, GRAND RAPIDS.

COMING IN CROWDS.

Large Attendance Predicted for State Convention.

Every indication points to a large attendance at the annual convention of the Retail Grocers and General Merchants' Association, which will be held in this city next week. The programme, so far as arranged, is as follows:

Tuesday Forenoon.

Meeting of all committees at the Livingston Hotel (headquarters) and reception of the incoming delegates.

Tuesday Afternoon.

Call to order by President—Fred W. Fuller.

Invocation—Rev. Chas. Donohue.

Address of Welcome—Mayor Geo. E. Ellis.

Response—J. C. Currie, Jr.

Report of officers.

Appointment of committees.

Address by Fred Mason.

Tuesday Evening.

Smoker at the Lincoln Club rooms in charge of Fred W. Fuller.

Wednesday Forenoon.

Roll call of associations.

Report of committees.

Visit to Citizens Telephone Company's plant.

Wednesday Afternoon.

Communications and bills.

New business, papers and addresses.

Report of local associations.

Wednesday Evening.

Complimentary banquet at the armory, given by the Grand Rapids Retail Grocers' Association, at 6:30 p. m. Under the direction of E. A. Stowe as toastmaster, the following programme will be carried out:

Invocation—W. L. Alexander, pastor Trinity Methodist church.

Looking Backward—Claud E. Cady, Lansing.

Looking Forward—Fred W. Fuller, Grand Rapids.

Grocers' Heaven and Texas—H. J. Schaberg, Kalamazoo.

The Next Convention—N. H. Branch, Jackson.

The New Era—Amos S. Musselman, Grand Rapids.

Remarks—Wm. Judson, Grand Rapids.

Vocal music will be furnished by Grocers' Quartette. Curtain will be rung down at 11 o'clock sharp. Cars will be in waiting at 11:10. Cigars will be handed out as gentlemen leave hall.

Friday Forenoon.

Election of officers.

Selection of place for next convention.

Adjournment.

Port Huron, Feb. 5—Next Tuesday the largest number of men who ever went from this city to attend a grocers' convention will leave for Grand Rapids, where for three days the Retail Grocers and General Merchants' Association of Michigan will hold its annual convention. Five hundred delegates from all parts of the State will be there and several prominent men will speak at the convention. Wm. Alden Smith, United States Senator from Michigan, will speak, and John A. Green, Secretary of the National Association, will address the meeting. Ex-Secretary Fred Mason, of the National Association, an old friend of

J. T. Percival, of this city, will give his opinion of the pure food laws. The important topic of the convention will be "The National and State pure food laws and how they affect the retail grocer and merchant."

The following grocers from this city will attend the convention: John Parker, F. C. Wood, L. A. McCarthy, Peter Treleven, A. H. Nern, R. J. King, W. D. Smith, Jr., Chas. Wellman, J. J. Churchill, W. W. Brown, R. C. Cannally and Thomas Hastings. Arthur Canham, of Canham & Sons, R. P. Anderson, of the Aikman Bakery Co., and R. A. Horr, of F. Saunders & Co., will be the official chaperons of the party and J. T. Percival will lead the gang and blow the bugle.

Live Notes from a Live Town.

Lansing, Feb. 5—J. W. Hutchinson, for several years manager of the S. H. Knox 5 and 10 cent store at Jackson, has been transferred to the store here and has already taken charge.

Local hardware merchants, beginning this week, will close their stores at 6:30 p. m., except on Wednesday and Saturday nights.

The Hayes Manufacturing Co., which recently moved here from Detroit and established an enameling plant, has already outgrown its present quarters in the old Olds gasoline engine plant and will soon move into a large building, a part of which is being fitted up for the Atlas Drop Forge Co. Besides its present business the company will enter more extensively into the construction of automobile parts.

At the annual meeting of the National Supply Co. Dr. C. L. Barber, A. A. Wilbur, J. F. Lewis, Geo. J. Hagamier, C. F. Stabler and H. W. Rikerd, of this city, George P. Hummer and Cornelius Dosker, of Grand Rapids, and Aaron Vischer, of Holland, were elected directors. J. F. Lewis succeeds A. C. Davis as Secretary. Treasurer and Manager. Stockholders express themselves as pleased at the showing made and declare the outlook for the company is good.

E. E. Peake, for two years local manager for the Huber Manufacturing Co., has resigned his position to accept a like one with the Hildreth Manufacturing Co. here. The Hildreth Co. is doubling its capacity in both the marine engine and foundry departments. New machinery and additional space will make this factory one of the most up-to-date engine and castings factories in the Middle West.

The Lansing Fuel & Gas Co. this week began operations which will entail the expenditure of nearly \$200,000. A new plant is to be erected and mains extended a distance of fifteen miles.

The Ladies' Auxiliary of Post A, Michigan Knights of the Grip, was entertained last Wednesday afternoon at the home of Mrs. John A. Raymond, 200 Larch street, south. About thirty ladies were present. The prizes at "500" were awarded to Mrs. John F. Sadler and Mrs. William C. Dudley. Post A, Knights of the Grip, will give a Bohemian tea in Macabee hall Saturday, Feb. 9.

The annual banquet given by the Lansing Business Men's Association last Friday evening in the Masonic Temple was attended by about 600 business men and was the most successful event of its kind ever given by the Association. After a sumptuous spread the guests listened to the address of President Lawrence Price, the report of Secretary Chilson and Treasurer Roe. Secretary Chilson reported a membership of 500 and gave out the following list of new institutions secured and located here the past year by the Association: Capital National Bank, Michigan Screw Co., Atlas Drop Forge Co., Hayes Manufacturing Co., Sanilac Center Manufacturing Co., Lansing mattress factory, Lansing Pure Ice Co., Allen-Sparks Gas Light Co., King Plaster Co., Eureka Cement Machine Co., Hildreth Manufacturing Co., Bement Stove Co., Molitor Brass Foundry and the Moebs Cigar Co. The new Board of Directors consists of Lawrence Price, E. S. Porter, M. J. Buck, S. H. Carpenter, H. E. Thomas, E. F. Peer, B. C. Cameron, A. C. Bird, C. P. Downey, W. H. Newbro, S. G. Young, B. F. Davis, F. L. Smith, O. A. Jenison and J. E. Roe, who elected Vice-President Porter President; C. P. Downey, Vice-President; E. V. Chilson, Secretary, and J. E. Roe, Treasurer. The programme announced in the Tradesman last week was carried out and nothing but optimism and enthusiasm was heard from all sides. "Greater Lansing" was the theme and inspiration of every man present—a great contrast to the feeling of only a few years ago, when it was every man for himself and no time for his neighbor. It was just such a state of affairs that gave Lansing the rightful name of being a "dead one," but, when the tide turned, it seemed as though nothing could stop it. That this city is destined to reach the 40,000 mark in a comparatively short time is the honest belief of every business man in the city. Geo. A. Toolan.

Recent Business Changes in the Buckeye State.

Barberton—Moses Helper is succeeded in the boot and shoe business by Mrs. A. E. Herschman.

Cincinnati—Isaac S. Strauss & Co., dealers in men's furnishings, have changed their style to the Isaac S. Strauss Co.

Cincinnati—H. J. Kreiger succeeds Chas. Rauch in the meat business.

Dayton—O. W. Roof & Co., grocers, have made an assignment.

Dresden—Kapner Bros. are succeeded in business by the Duga Hosiery Co.

Germantown—A. Gilbert & Son succeed G. P. Baer & Co., grocers.

Lorain—Theo. Spademan has admitted Frank Geiger to his grocery business.

Moscow—J. C. Love has moved his drug stock to Camden.

Plymouth—Burns & Sims, grocers, are succeeded by Burns & Co.

Brinkhaven—J. S. Jackson succeeds Wm. Bailey in the hardware business.

Canton—L. B. Clark & Co., grocers, are succeeded in business by W. R. Shaver.

Bowling Green—A receiver has

been appointed for the Bowling Green Machine Co.

Cleveland—C. E. Reeves succeeds Leopold Hausner in the grocery business.

Columbus—A receiver has been appointed for Martlin Bros., tailors.

Columbus—A petition in bankruptcy has been filed by the creditors of the Sidwell-Percy Drug Co.

Columbus—Fuller Bros. will continue the grocery business formerly conducted by J. P. Fuller.

DeGraff—Miss E. P. Norton is the successor of A. V. H. Meeds in the millinery business.

Greenfield—Jno. Meyers & Son are succeeded in the boot and shoe business by W. H. Meyers.

Newark—The drug business formerly conducted by A. F. Crayton will be continued in future by A. F. Crayton & Co.

West Liberty—J. K. Diener succeeds Diener & Son in the jewelry business.

Columbus—The meat market formerly conducted by Geo. Kreisel will now be conducted by Kreisel & Schultz.

Canton—E. A. Kaufman is succeeded in the grocery business by Naftzer & Co.

Cleveland—A receiver has been appointed for the Cleveland Color Co.

Dayton—J. E. Loudon & Co. succeed H. C. Loudon & Son in the meat business.

Huron—Beckloff & McCormick have sold their grocery stock.

Lima—Hoover & Co. are succeeded in the house furnishing business by Hoover & Bond.

Springfield—A trustee has been appointed for Smith & Smith, grocers.

Williamsport—Weaver & Duvall succeed Duvall & Co. in the grocery business.

Delaware—Wm. Shively is succeeded in the meat business by H. B. Kenyon.

Westerville—Mrs. H. C. Utley succeeds Mrs. H. Ackerman in the millinery business.

Hayesville—W. L. Stover & Co., druggists, have made an assignment.

BUSINESS CHANCES.

Wanted—A first-class salesman for house furnishing store. Address J. W. Slater, Traverse City, Mich. 560

For Sale—Exclusive men's clothing and furnishing stock, invoicing at \$6,000. Must be sold before Feb. 20. Stock open for inspection at any time previous to sale. Will sell entire or in parcels. Address The Loeb All Wool Clothing Co., Jackson, Mich. 559

Wanted—A position, a business or an employment that will net me not less than \$1,500 per year. Lock Box 22, Reed City, Mich. 558

For Sale—Stock general merchandise. A money-maker for someone. Will invoice about \$3,500. Owner going West into stock business. Will sell or rent building. E. B. Knapp, Coleman, Mich. 553

Wanted—Saleslady, good position for bright, active saleslady in general dry goods store. Must be capable and experienced in handling up-to-date stock. City in Central Michigan, 3,000 population. Address No. 552, care Michigan Tradesman. 552

Wanted—Good paying drug stock. Medium sized town. Part cash, balance secured. Good real estate. Address No. 554, care Michigan Tradesman. 554

Wanted—Position to travel in Michigan. Best of references. General store or drug line preferred. Age 32. Address No. 555, care Michigan Tradesman. 555

For Sale—Good soda fountain. Very cheap. Other business. Address No. 556, care Michigan Tradesman. 556

For Sale—\$900 stock of men's furnishings and shoes, in good country town, at 95 cents on the dollar. All new goods. Address No. 557, care Michigan Tradesman. 557



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.*

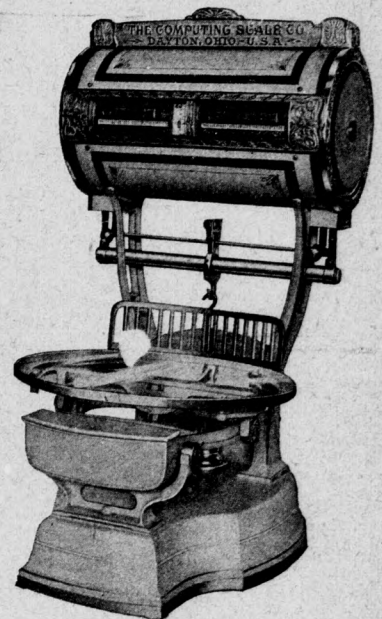
SEND IN THE COUPON!

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

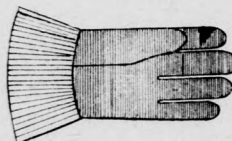


5 and 10c Coin Purses

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



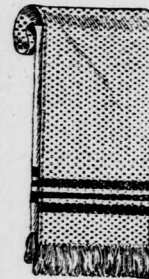
Asbestos Stove Mats

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

No. 1600

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

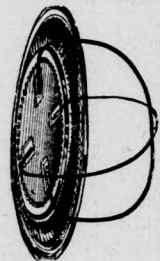


80c Per Dozen

"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