

MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1907

Number 1221

Cleon and I

Cleon hath a million acres, ne'er a
one have I;
Cleon dwelleth in a palace, in a cot-
tage I;
Cleon hath a dozen fortunes, not a
penny I;
Yet the poorer of the twain is Cleon,
and not I.

Cleon, true, possesseth acres, but
the landscape I;
Half the charms to me it yieldeth
money cannot buy.
Cleon harbors sloth and dullness,
freshening vigor I;
He in velvet, I in fustian, richer man
am I.

Cleon is a slave to grandeur, free as
thought am I;
Cleon fees a score of doctors, need
of none have I;
Wealth-surrounded, care-environed,
Cleon fears to die;
Death may come, he'll find me ready,
happier man am I.

Cleon sees no charm in nature, in a
daisy I;
Cleon hears no anthems ringing in
the sea and sky;
Nature sings to me forever, earnest
listener I;
State for state, with all attendants,
who would change? Not I.

Charles Mackay

The Children

Mother of many children I, sprung
out of my heart and my brain,
And some have been borne in glad-
ness and some have been borne
in pain;
But one has gone singing from out
my door,
Never to come again.

Content and Ease and Comfort—they
abide with me day by day;
They smooth my couch and place my
chair as dutiful children may,
And Success and Power, my
strong-limbed sons,
Stand ever to clear my way.

And these be the prudent children,
the careful children and wise;
There was one and only one with a
reckless dream in his eyes—
He who was one with the wind o'
the dawn
And kin to the wood and skies.

Faithful and fond are my children
and they tend me well in sooth;
Success and Content and Power, good
proof is mine of their truth;
But the name of him that I lost
was Joy,
Yea, my first-born Joy of Youth.

Well do my children guard me, jeal-
ous of this their right,
Carefully, soberly, ever by daylight
and candlelight,
But Joy, for my prodigal Joy of
Youth
Is somewhere out in the night!
Theodosia Garrison

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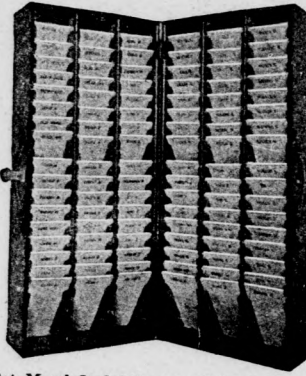
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MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1907

Number 1221

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CIVIC INDIFFERENCE.

At present the city of Grand Rapids covers an area of twelve square miles or so, as against an area of about four square miles occupied fifty years ago. Other changes have taken place. Fifty years ago our East Side bluffs, distinct, intact and picturesque, began at Coldbrook and, broadly speaking, extended down Ionia street to Bridge, then east one square they bore off to the southeast, touching Lyon street at Bostwick street, and then at a still sharper angle touching Ransom at Fountain street and Barclay street a block east, and so on over to Fulton street, where they shaded off to easy hills, spreading indefinitely to the east and south.

But there was an isolated individual hill with three names for the one elevation. The names were the Lyon street hill, the Pearl street hill and the Justice street (now Ottawa street) hill. The Lyon street and Justice street hills were steep but passable, but the Pearl street hill was not available except for foot passengers. The late Daniel Ball had a well-built and quite pretentious stone mansion located about where the roof of the Waters (Furniture Exposition) building now rests, while the late Wilder D. Foster's residence was about where rests the roof of the Ledyard building at Ottawa and Pearl streets. The residence of the late Lamont Chubb was on the level at present held by our city's Council Chamber, while the present office occupied by L. H. Withey, President of the Michigan Trust Co., represents the former location of the late Deacon Howland's and Deacon Haldane's homes.

All of this hill has been removed and carried distances varying from an eighth to half a mile. Close to 14,000,000 cubic feet of earth have been carted from this location to other places, and all within the past fifty years. And it was easy digging, easy carting and easy money for some one or more persons. No serious municipal action was necessary. The city, as a whole, was not consulted and the General Government was a soft mark in the proceedings.

And now the city, as a whole, is confronted by a condition which brings these things home forcefully; which tells us that it is every citizen's duty to keep watch and guard over the city's interests. For instance, how many taxpayers in this city have taken enough personal interest in the city's welfare to acquaint themselves, individually, accurately and fairly as to the size and character of the sewer which, during the past several months, has been building along upper Monroe and Fulton streets? How many know as to its levels, its size and whether or not

its concrete and brick work is of the desired character?

True, we have a City Engineer and a Manager of our Board of Public Works, and they are employed to look after the city's best interests. And they are men who, in their respective departments, are competent to perform their duties. And perhaps the work is being done in the best possible manner. But how many men who own property on Monroe and Fulton streets know a single vital fact in regard to the matter?

Modern methods of construction send new structures nearly as far below the surface of the earth as they are pushed skyward. How deep down may a property owner along Fulton street, say at Sheldon street and east of that point, put his cellar with assurance of good drainage for his building? And if he is able to go down fifteen or twenty feet has he any assurance that the new sewer is large enough to take care of the sewage that will develop ten or fifteen years hence for that sewer to handle?

Indifference on the part of individual property holders when such improvements are under way is almost criminal.

Indifference as to how our hills have been dragged apart and toted elsewhere has cost our citizens hundreds of thousands of dollars, and indifference to-day as to whether or not Grand Rapids shall acquire and hold the titles to various properties to be incorporated, as the years go by, in a large, beautiful and concrete municipal plan for its public buildings, its parks and boulevards, will be almost criminal in character. Moreover, it will impose upon our successors an investment in which we ought to share and one which, unaided, they will be unable to meet successfully.

BADLY WARPED CRITICISM.

In the current issue of the Michigan Investor is an editorial which commends the proposed Railway Commission bill as prepared by the Grand Rapids Board of Trade and the Michigan Manufacturers' Association as "a really sensible attempt at the solution of some important problems." Then, outlining in a general way the provisions of the bill, it speaks of the need of having commissioners experienced in railway management and adds: "Any one with memory enough to appreciate the lack of qualification on this ground of former Railroad Commissioner Simeon R. Billings, or even of the present incumbent of the office, Mr. Glasgow, will appreciate the value of having at least 33 per cent. of the brains which assume to regulate railroads in this State skilled in the technique of the business."

Then, going somewhat bravely in-

to a discussion of the operation of the proposed law, the Investor says the single commissioner system has been a very poor one for Michigan, "where the office has not been filled by a strong and exceptionally equipped man, and in the history of the last twenty years the Investor recalls only two such ideal commissioners. One of them was John T. Rich. The other is the Commissioner whose term of office has just expired, Theron W. Atwood."

Doubtless the Investor has full knowledge as to the magnificent service(?) as Railroad Commissioners, rendered in behalf of Detroit's perennial grade crossing problem, by Messrs. Rich and Atwood. And it may have accurate knowledge of the utter domination of both of these gentlemen, while they were Railway Commissioners, by the railway corporations. And so, knowing all about Messrs. Rich and Atwood, it does not hesitate to declare in their favor, while, on the other hand, having no knowledge of any sort as to Mr. Glasgow's abilities, it emphasizes its ignorance by making an absolutely false statement in regard to the gentleman's qualifications.

Owned body and breeches by the railway interests and skilled in the old school methods of machine politics, both John T. Rich and Theron W. Atwood, however much they may or may not have known about railway management, were almost entirely indifferent to the best interests of the State while they were Railway Commissioners.

Cassius L. Glasgow, State Railway Commissioner, will not only know what the people of Michigan are entitled to at the hands of the railways and under the laws of our commonwealth, but he will not be prevented from obtaining those rights because of any individual, personal interest he may have in railway properties and their earning powers. And he will have so clear and comprehensive a knowledge as to railway management and the devices of railway managers that he will see to it, if our laws are good for anything, that they get their fair and equitable rights and that they give, in return, to the traveling public and the industrial, commercial and general interests of Michigan all the rights and privileges to which they are entitled under the State's statutes.

You can not cure a donkey by degrees by calling him "Doctor."

Deeds of golden hearts are better than dreams of golden harps.

They make but little mark on time who are only marking time.

The fool always greases his track on the up grade.

ANNUAL ADDRESS.

Review of Year's Work by President Fuller.*

Having assumed the duties of President of your Association only last fall, owing to the resignation of Claude E. Cady, your former President, my report will not be as extensive as Mr. Cady's would have been.

Our last convention, held a year ago in Saginaw, was the largest in the history of the Association and was productive of much good to the merchants of the State. As a result the grocers and general merchants are becoming enthused and trust that each and every succeeding convention will show an increased attendance. The financing of our Association, which is still in its infancy, so to speak, seems to be the hardest problem to solve as it takes a considerable amount of money to defray the running expenses of the Association, some of which are the organizing of new local associations, postage, printing, Secretary's salary, etc. I would suggest that all local associations represented at this convention pay their per capita dues before we adjourn, thereby enabling us to have, together



with what is derived from individual and honorary members, a good start financially for 1907. Possibly the Ways and Means Committee may have some suggestions to make during our meeting that may assist in this matter.

I can not pass without mention of two abuses of the trade which a few years ago were making great inroads upon the profit side of the ledger of many of our merchants, which, through education and the untiring efforts of the State and local associations, have practically become things of the past. I refer to the trading stamps and the carlot man. I would recommend, as they spring up like mushrooms on a hot night, that we should ever be on the alert for them should they appear in our midst and an active campaign started at once to stop the abuses which the legitimate dealer has to contend with.

I will not dwell on the mutual fire insurance at this time, as I am informed that the special committee appointed by Mr. Cady has an extended report to make. After that has

*Annual address of Fred W. Fuller, President Retail Grocers and General Merchants' Association.

been discussed thoroughly by the members as to the advisability of organizing such a company, I would suggest that the State Secretary and all local secretaries present meet and organize to discuss the most feasible plan for the making and giving of reports on credits, believing that many dollars can be saved each year where they are now lost by our customers moving from one place to another in the State.

I would also recommend that the Association go on record again this year, stronger than ever before, as opposed to the parcels post bill.

I would also recommend the adoption of the following resolutions, which were adopted by the National Association at Dallas in January:

1. Requesting manufacturers not to print selling prices on packages.

2. Requesting members to refuse to purchase new articles sold with premiums and to otherwise crush the sale of premium goods.

3. Favor an amendment to the bankruptcy law which will deny its benefits to any insolvent owing less than \$500.

4. In favor of retailers refusing to handle goods which are sold by manufacturers to consumers direct.

5. Reaffirming the opposition of the Association to the sale of packages containing premiums and recommending the discontinuance of that method.

6. Protesting against the rule by which the Rock Island and St. Paul Railways have agreed to carry packages of food containing premiums at food rates.

On behalf of this Association and myself, I heartily thank the press and the trade journals for their ardent support during the past year. I wish also to extend to our Michigan jobbers the same courtesy for the loyal support they have extended us the past year and trust they may never have occasion to regret their action. Their interests and ours are mutual and we should at all times co-operate with them for the betterment of all concerned.

I hope that this Association will before long be self-supporting. I trust our members will ever remember their friends, the jobbers, and endeavor to make their purchases at home as much as possible. I wish to thank the Executive Committee for the honor they conferred upon me in selecting your humble servant to fill the office of President, after Mr. Cady resigned, and also express my appreciation of the support that that Committee and the members have given me in endeavoring to fulfill the duties of the office, which I have done to the best of my ability for all concerned.

Doing Nicely.

The doctor—Well, how is the patient getting along?

The female nurse—Oh, very nicely, doctor. He kissed me to-day!

If this world is none the better for your living the next will have none of your life.

Nature never made a mistake—not even when woman was created.

LINCOLN AND HAMLIN.

Incidents of the Campaign in Grand Rapids.

Written for the Tradesman.

Forty-seven years ago there were boys in Grand Rapids who are to-day prominent in the professional and business circles, not only of this city but all over Western Michigan; men who are very wealthy, men who are merely comfortable and men who are poor; and to get them together to-day in a congenial spirit where material conditions do not especially count it is necessary only to speak of the Lincoln and Hamlin campaign.

They will recall the Wide Awakes, as the Republican hosts all over the land were called, and will even discuss the uniform—"it consisted of a shoulder cape of yellow nankeen with red, white and blue tapes stitched on around the edge, and a yellow nankeen cap with red, white and blue tapes around the band of the cap." Then, of course, each man had a torch. What did the torches carry? There was no kerosene oil to speak of, because its price was prohibitive for campaign purposes, and whale oil was somewhat expensive. Camphene was used in some instances, burning fluid in others and common lard oil was utilized when the temperature was sufficiently high to warrant against freezing.

The Lincoln and Hamlin campaign was a distinctive one with pictures of Abe Lincoln, the Rail Splitter; Abe Lincoln, the Pole-Boatman, and Abe Lincoln, the Country Lawyer, as samples of battle flags that were mighty. And the Valley City Wide Awakes were masterful with Capt. Sam Judd and Capt. B. B. Church as leaders, while the late U.

S. Senator Thomas W. Ferry and the late Francis W. Kellogg—the "War Horse of the Pine Woods"—could be relied upon as stump speakers. And there were the late Wilder D. Foster, Charles C. Comstock, Peter R. L. Peirce and all the rest, who could say an enthusiastic, forceful thing or two at a moment's notice.

Of all the events of the Lincoln and Hamlin campaign was the Wide Awake mass meeting, when over 5,000 Republicans from points along the Grand Trunk Railway—the only railway we had—and from the villages within a radius of twenty-five miles

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Printed blank bill heads, per thousand.....	1 25
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Tradesman Company,
Grand Rapids.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

were in our city. The river boats brought companies of Wide Awakes from Eastmanville, Lamont, Haire's Landing and Grandville, and the daylight parade showed a continuous line of floats and marchers extending from the Fulton Street Park to Canal street. The line of march was from the park down Monroe street, thence on Canal street to Bronson street (now called Crescent avenue), thence to Division street, back to Monroe street and the park. Barnhart's Valley City Band led the parade, which was emphasized by floats upon which were veritable woodsmen with their wedges and mauls in the act of splitting rails, flat (or pole) boats with red shirted rivermen laboriously poling their boats along the supposed stream. And for special platform orators we had Zachariah Chandler and Austin Blair.

There was no Pearl street bridge and the steamboats (it being the fall of the year) were tied up at Fulton street, so that "Grab Corners" was the center of the day's excitement, with Exchange alley a subsidiary feature because of the booths where lemonade, popcorn and fruits were dispensed. The Rathbun House and the National and the Eagle hotels were, in the order named, the leading hostleries and every one was crowded for a day at least, while the stage barns of the National and the stables in every direction were packed with farmers' teams.

To the pioneer of the long ago and in view of these memories, February 12, the 98th anniversary of the birth of Abraham Lincoln, has an interest

almost sacred. It revives one's pride and patriotism as he regards those woeful, wondrous days of history which immediately followed: the bombardment of Sumpter, Bull Run, the Wilderness, Corinth, Stone River, Vicksburg, Gettysburg, Chickamauga, the March to the Sea, the fall of Richmond and the awful tragedy in Ford's Theater at Washington. And it gives assurance that such history may never become hackneyed; that Abraham Lincoln's memory and his almost superhuman achievements in the cause of humanity will prove the most permanent, as well as the most prominent, among all American records. Chas. S. Hathaway.

One on the Auto.

Farmer—What's that thing stuck up on the side of the auto?"

Ostler—That's a spare tire, in case of the wheels going wrong.

Farmer—Um—well, I've a-druv 'esses for nigh on fifty year, an' I never carried a spare leg for one of 'em yet!"

A Boy's Affection.

Little Fred's older brother went for a week's visit to the country. Some one asked Fred how he liked to have his brother away. "I don't like it," he replied. "When he's gone I git all the spankin's."

The man who is drowning in drink usually hopes to save himself by catching at a straw.

It is faith mixed with facts and not with fancies that holds the conviction in a sermon.

The Quality of Mercy.

There is a custom in French jurisprudence that sanctions the consultation by a judge, in provincial courts, with colleagues on the bench when sentence is to be passed upon certain classes of malefactors.

"What ought we to give this rascal, brother?" a judge in the Department of the Loire once asked the colleague on his right.

"I should say three years."

"What is your opinion, brother?"

This to the colleague on the left.

"I should give him four years."

Whereupon the judge, assuming an air of great benevolence, said:

"Prisoner, not desiring to impose upon you a long and severe term of imprisonment, as I should have done if left to myself, I have consulted my learned brethren and shall take their advice. Seven years."

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

Buffalo, Feb. 13—Creamery, fresh, 25@32c; dairy, fresh, 20@27c; poor to common, 18@20c; roll, 22@25c.

Eggs—Fancy candled, 27c; choice, 26c; cold storage, 25c.

Live Poultry — Springs, 12@13c; fowls, 12½@13c; ducks, 16@17c; old cox, 9c; geese, 12@13c; turkeys, 13@16c.

Dressed Poultry—Fowls, 13@14c; chickens, 13@15c; old cox, 10c; turkeys, 17@20c; ducks, 16@18c; geese, 12@13c.

Beans — Pea, hand-picked, \$1.45; marrow, \$2.25@2.40; mediums, \$1.50@

1.60; red kidney, \$2.25@2.40; white kidney, \$2.40@2.50.

Potatoes—White, 40c; mixed and red, 30@35c. Rea & Witzig.

It is said that service on juries is one of the duties of good citizenship. The law requires and indeed compels it. Those who are not fortunate enough to be exempt must take it in the day's work as their contribution to the general welfare. It is not so bad to serve through one term of court in some civil case which allows the juror to return to his home every night and to have freedom to go and come as he pleases, provided always that he is at hand during the hours court is in session. Not so, however, in capital cases. Take the men on the Thaw jury, for example. They are shut up together all the time, all day in court and all night in a hotel and likewise all day Sunday. That is a pretty severe tax to collect of any busy man and yet that is the practice. A juror may lose a lot of money and is sure to be deprived of what share would naturally come to him during the days he is thus engaged. Looked at in this light it is no wonder that busy people try hard to keep off juries.

Many a youth who would scorn to wear second hand clothes is living on a hand-me-down reputation.

Plenty of people who talk of honesty as a good policy fail to pay the premiums.

While man wants but little here below, he never gets quite enough.

We Guarantee Our Products

We are in hearty accord with the National Pure Food Law, and will send, on request, to every one interested, a signed guarantee, of which the following is an exact copy:

We, the undersigned, guarantee that our products contain absolutely neither coloring matter, nor any deleterious or injurious ingredients, and are not adulterated or misbranded within the meaning of the Food and Drug Act of June 30th, 1906, and do comply with the provisions thereof.

CURTICE BROTHERS COMPANY
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Movements of Merchants.

Dexter—John Vannatta has opened a shoe store here.

Port Huron—Dr. McKinnon will open a drug store here in the near future.

Kaleva—The Kaleva Store Co. has sold its general stock to the Farmers' Mercantile Co.

Marcellus—G. P. Worden is succeeded in the furniture business by F. B. King.

Pontiac—W. Jay & Son will continue the meat business formerly conducted by Wm. Jay.

Constantine—Henry Pitts is succeeded in the candy and cigar business by Mrs. Laura Murdough.

Eaton Rapids—Birney & DeGolia have dissolved partnership. Mr. Birney will continue the drug business.

Hastings—Chidester & Burton, clothiers and furnishers, have dissolved partnership. Mr. Burton retiring.

Battle Creek—The drug stock of the late C. A. Dawson has been purchased by Dawson Bros., of Ann Arbor.

Menominee—The retail stock of the Northern Hardware Supply Co. has been sold to W. Simpson, of Minneapolis.

Athens—Shutt Bros. have sold their meat market to Rev. Ponsstige and Ed. Carpenter, who will retain the grocery business.

Lexington—The implement business formerly conducted by Alex. Cruikshank will be continued by Cruikshank & Co.

Whitmore Lake—C. A. Pray has sold his hardware and grocery stock to M. S. Davenport, of Milan, who has taken possession.

Grand Ledge—A. C. Davis has sold his drug stock to John H. Walsh. Mr. and Mrs. Davis will remain in the store for the present.

Union City—S. G. Newman has sold his grocery stock to Herbert Hayner, who will take possession immediately after the invoice is taken.

Big Rapids—Thurman Rogers contemplates opening a shoe store here about April 1. Mr. Rogers is now employed in the dry goods store of C. D. Carpenter.

Union—Theodore Ainsley has purchased the hardware stock of George Richards, who will continue the business with Mr. Wilcox, who formerly conducted the store.

Ypsilanti—Charles Comstock and C. J. Becker have formed a copartnership under the style of the Comstock-Becker Dry Goods Co. and will soon open a dry goods store here.

Lansing—H. N. Meloche has sold his opera house drug stock to O. B. Jerrells, who has been employed as pharmacist for W. E. Davis, of Grand Ledge, for several years past.

Port Hope—Michael and Eugene Kornmeier, of Marine City, have purchased the hardware stock of Melligan & Son and will conduct the business under the style of Kornmeier Bros.

Mt. Pleasant—The clothing and men's furnishing business formerly conducted under the style of the Minto-Bell Co. will be conducted under the name of the Minto-Woodruff Co.

Rockford—J. H. Williamson is succeeded in the meat firm of Blackburn & Williamson by John TenEyck. The business will be continued under the style of Blackburn & TenEyck.

Battle Creek—L. A. Dudley has merged his shoe business into a stock company under the style of the L. A. Dudley Co. His son, Linsley W. Dudley, is associated with him in the corporation.

Lake Odessa—The banking business formerly conducted under the style of the Lake Odessa Savings Bank will be continued under the new name of the Lake Odessa State Savings Bank.

Charlevoix—The Crouter-Clifford Co. has been incorporated to buy and sell forest products, with an authorized capital stock of \$50,500, of which amount \$40,500 has been subscribed and paid in in cash.

Alma—Medler & Silsby, grocers, have dissolved partnership. Mr. Medler having bought out his partner. Mr. Silsby will now give his whole attention to the Pioneer Hat Co., of Ohio, by which he is employed.

Detroit—The Consumers Lumber Co. has been incorporated to conduct a lumber business, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$5,000 paid in in cash.

Clinton—E. W. Freese & Son have sold their dry goods and shoe stocks and leased their store building to J. S. Townsend, who conducts a millinery and dry goods establishment. The retiring firm has been engaged in business here for the past twenty-six years.

Grayling—The lumbering and mercantile business formerly conducted by Salling, Hanson & Co. has been merged into a stock company under the style of the Salling-Hanson Co., with an authorized capital stock of \$850,000, all of which has been subscribed and paid in in cash.

Caro—Himelhoch Bros. & Co., dealers in dry goods, millinery and shoes, who have been engaged in business for the past twenty years, have sold their stock to A. Hirshberg & Son, of Pigeon. The new firm operate several stores throughout the State, but will make this place their headquarters. Himelhoch Bros. & Co. will continue to conduct their Pacific Coast stores.

Lansing—There will be a pure food show in this city this spring. It will be held somewhere about April 20, and Claude E. Cady will be the manager. A place for it has not been selected. The manager and an executive committee have in view several sites. The show will be held after the Grand Rapids exhibition, which is from April 7 to 17. It will not be possible to open the show on the next day as many of the exhibits will be moved here from Grand Rapids.

Manufacturing Matters.

Port Huron—The Wat Engine Co. has increased its capital stock from \$12,000 to \$15,000.

Detroit—The Detroit Steam Engine Co. has increased its capital stock from \$50,000 to \$100,000.

Saginaw—The Saginaw Mirror Works has increased its capital stock from \$10,000 to \$20,000.

Detroit—The Packard Motor Car Co. has increased its capital stock from \$650,000 to \$1,000,000.

Cedar Springs—Wilbur H. Jones, of Sand Lake, will soon engage in the cigar manufacturing business.

Marine City—Robert Monn is succeeded in the Marine City Roller Mill Co. by Eber and Alonzo Arnold.

Grand Haven—The Story & Clark Piano Co. has opened a reading room in its factory at this place for its employes.

Detroit—The capital stock of the F. X. Rosisseau Machinery Manufacturing Co. has been increased from \$10,000 to \$25,000.

Detroit—The American Lubricator Co., which manufactures steam brass goods, has increased its capital stock from \$25,000 to \$50,000.

Detroit—The Jenks & Muir Manufacturing Co., which manufactures iron and brass beds and springs and mattresses, has increased its capital stock from \$200,000 to \$300,000.

Cheboygan—Wolf Bros., who operate a small sawmill a few miles out from this place, are employing a large number of teams hauling lumber here, whence it will be shipped to market by rail.

Detroit—A corporation has been formed under the style of the Marvel Waist Co. to manufacture waists. The company has an authorized capital stock of \$20,000, of which amount \$20,000 has been subscribed.

Menominee—A corporation has been formed under the style of the Holmes Lighting & Power Co., with an authorized capital stock of \$350,000, all of which has been subscribed and \$175,000 paid in in cash.

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

Detroit—A corporation has been formed to manufacture stoves under the style of the Doyle Stove & Furnace Co., with an authorized capital stock of \$100,000, of which amount \$50,000 is subscribed and \$10,000 paid in in cash.

Detroit—A corporation has been formed under the style of the Finch-Lee-Peabody Co. to manufacture overalls, with an authorized capital stock of \$2,500, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Detroit—The Walkover Shoe Co. which deals in shoes, has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Sault Ste. Marie—A corporation has been formed to conduct an electric engineering and construction business under the style of the North-

ern Electric Co., with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Belle Isle Motor Co. to conduct a foundry and machine shop, with an authorized capital stock of \$30,000 common and \$10,000 preferred, of which amount \$30,000 has been subscribed and paid in in property.

Vanderbilt—The Parks & Kelley Shingle Co. has received a ten-year franchise to light the village with electricity. The company's plant was recently destroyed, but it is now being rebuilt and enough energy will be generated to light the mill plant as well as the town.

Kalamazoo—The Michigan Appliance Co. has been incorporated for the purpose of manufacturing appliances for the relief of pain. This company has an authorized capital stock of \$10,000, all of which has been subscribed, \$200 being paid in in cash and \$9,000 in property.

Detroit—With a capital stock of \$100,000, of which \$50,000 is subscribed and \$10,000 paid in in cash, the Doyle Stove & Furnace Co. starts in the manufacture of heaters and gas burners. There are 10,000 shares of \$10 each, which are held as follows: John Wirth, 4,998; Francis J. Doyle and James E. Doyle, each one.

Detroit—The electrical supply business of the Clark Electric Co. has been merged into a stock company under the same style. The company has an authorized capital stock of \$30,000 common and \$5,000 preferred, of which amount \$17,500 has been subscribed, \$1,500 being paid in in cash and \$10,000 in property.

Detroit—The Detroit Cap Manufacturing Co., which manufactures caps, has merged its business into a stock company under the same style, with an authorized capital stock of \$23,500 common and \$47,000 preferred, of which amounts \$70,500 has been subscribed, \$22,000 being paid in in cash and \$48,500 in property.

Petoskey—A deal of considerable interest was completed last week when R. G. Peters, of Manistee, took over the entire assets of the Lakewood Lumber Co. The company having failed and Mr. Peters being the heaviest stockholder, he decided to take hold of the business and operate it himself. The company paid all creditors 65 cents on the dollar.

Cheboygan—The Embury-Martin Lumber Co.'s sawmill, which has been shut down six weeks, started sawing this week on hardwood logs. The company has a large quantity of logs already at the mill and has arranged to keep the mill running during the remainder of the winter. It is expected a night crew will be also put on at an early date. Last year the plant manufactured 3,500,000 feet of hardwoods, 16,300,000 feet of hemlock and 6,500,000 feet of pine lumber, 10,000,000 pieces of lath, 3,500,000 shingles. The company expects to handle 28,000,000 feet of logs the current year.

The recording angel is not wasting any ink on the good you are planning to do later on.



The Produce Market.

Apples—The difficulty of making shipments has brought trade almost to a standstill, except as regards city business. There is plenty of good stock in market and demand is good on about the following basis: 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 very firm on all grades. There has been an advance of 1c per lb. on all grades, but the receipts are kept cleaned up on arrival and are in a very healthy condition. Storage stocks are gradually decreasing and the general outlook is for a firm and unchanged market for two or three weeks. Creamery is held at 33c for No. 1 and 34c for extras. Dairy grades are held at 25c for No. 1 and 10c for packing stock. Renovated is weak at 24@25c.

Cabbage—85c per doz.

Celery—28c per bunch for Jumbo.

Cheese—The market is firm and unchanged. Storage stocks are gradually decreasing and the demand shows some improvement, which will probably increase as the Lenten season approaches. Prices are now above normal and there will probably be no further advance. Under grades are in light supply and the price is firmly held.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—Fresh command 23c for case count and 25c for candled. Storage stock is fairly steady at 24c. Stocks are accumulating in the country and a few warm days will start shipping and force the price down several cents per dozen. Country merchants should be careful not to pay over 20c for eggs at this time unless they are willing to take a loss.

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 and 12@14c for dark.

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, 85c per bu; Spanish, \$1.75 per 40 lb. crate.

Oranges—Floridas are steady at \$3.25. California Navels range from \$2.75 for choice to \$3 for extra choice and \$3.25 for fancy.

Parsley—40c per doz. bunches

Pieplant—10c per lb. for Garfield hot house—grown in the dark and colored more beautifully than outdoor grown stock.

Poultry—There is not a great deal doing at present, but the market is

in good shape and there is a good demand for all the good stuff that is coming in. Most of the stock being received is frozen. It is impossible for dealers to make shipments with any degree of satisfaction. Fancy dressed spring chickens and large fancy hens are up 1c, as are also fancy dressed ducks.

Radishes—35c per doz. bunches.

Squash—Hubbard, 1c per lb.

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

Druggists Favor Uniform Laws.

Lansing, Feb. 12—The State Pharmaceutical Association will ask the Legislature to incorporate into the laws of Michigan those provisions of the National pure food law relative to the use of drugs in patent medicines and proprietary articles.

Plans for presenting a bill along this line are being prepared by the Legislative Committee of the Association and an active campaign in behalf of the desired law will be inaugurated as soon as the session gets well under way.

Under the Federal act, which it is proposed to incorporate into Michigan law, all patent medicines must bear on the label the name of any narcotic contained in the medicine, as well as the percentage of the narcotic. That section also applies to all harmful ingredients used in compounding proprietary medicines and articles.

Another provision requires the pharmacist who prepares a medicine under a physician's prescription to write on the label the common name of any narcotic or strong drug used in the contents.

As the Federal law at present places these restrictions in force to govern all proprietary medicines shipped from one State into another, it is not believed there will be any strong objection to a similar law governing the manufacture and sale of such medicines in this State.

Wm. Brummeler & Sons have merged their business into two corporations. The tinware and sheet metal business will now be conducted under the style of the Wm. Brummeler's Sons Co., with an authorized capital stock of \$19,400 common and \$5,600 preferred, of which amount \$25,000 has been subscribed, \$256.44 being paid in in cash and \$24,743.56 in property. The junk business which has been conducted under the style of the Grand Rapids Rag & Metal Co. will be continued under the same name at 253 to 263 South Ionia street. This corporation has an authorized capital stock of \$12,000, all of which has been subscribed, \$141.79 being paid in in cash and \$11,858.21 in property.

The retail grocery business formerly conducted by M. H. Barber & Son, at 238 East Fulton street, has been merged into a stock company under the style of M. H. Barber & Son's Co., with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and \$7,500 paid in in property.

The Grocery Market.

Tea—The demand consists mainly of purchases of small jobbing lots needed to supply current requirements. As a rule, buyers are holding off until after the meeting of the Tea Board to establish standards for the current year. Low grade teas, especially Indias, Ceylons and Congous, are well held under limited supplies.

Coffee—It is claimed that the world's visible supply now amounts to 15,000,000 bags. When it is remembered that another crop is now on the trees, the statement becomes justified that the market would today probably be at the lowest point in the world's history if the Brazilian government, aided by the financial syndicates, had not taken hold of the situation. At the present writing the market is 2c above the situation in 1901-02, when the world's visible supply was considerably lower, and speculation is holding it there by sheer strength. The demand for Brazil coffee is moderate. Java and Mocha are firm. Mild coffee is steady and in fair demand.

Canned Goods—In anticipation of an early revival of demand from jobbers and in view of the small carry-over of nearly all of the staples, a firm feeling prevails among packers. Spot corn furnishes about the only exception. The low prices made on the latter do not offer a sufficient inducement to buyers to add to the holdings, which are generally believed to be ample for their requirements for some time to come. No change is to be noted in the future corn situation, several of the larger Maine packers having yet to be heard from as sellers, but it is believed that when they do come out with prices they will meet those made by their principal competitors. The tone of the market for spot tomatoes remains easy, but the desire to realize seems to exist only in jobbing quarters. Offerings from second hands, although at some concession from the prices generally quoted, are received with indifference by the trade and so far as can be learned they have resulted in little, if any, business. Southern packers maintain the same confident attitude on spot goods that they have displayed in connection with futures. The enquiry for future peas keeps up, but brings few results in the way of sales as Western packers have practically withdrawn from the market, and those of the State canners who have made quotations on 1907 pack are reported to be closely cleaned up.

Dried Fruits—Currants are unchanged and fairly active. Apricots are steady and unchanged. Stocks are light. Raisins are still firm and in moderate demand. Three-crown loose are almost unprecedentedly scarce and high. Apples are slow and unchanged. Prunes are slow and unchanged, both on the coast and in the secondary markets. Stocks are low and coast holders are after some export orders which may quite clean up. Peaches are very slow and draggy, although still high.

Syrups and Molasses—Reports from New Orleans do not contain anything of new interest as regards the molasses situation. Demand for sugar syrups is good for consump-

tive purposes. Prices hold steady. Maple syrup is in fair demand at very firm prices. Glucose is steady both as to demand and the market.

Provisions—Hogs show an advance of 1/2c over the week before. This has caused a further advance of 1/2c on all smoked meats, bellies, etc. Pure and compound lard show an advance of 1/4c, and there will probably be even further advances, as prices are now below present cost of production. Barrel pork shows another 50c advance and the market is firm. Canned meats are unchanged and the demand is slow. Dried beef is firm at an advance of 1c per pound.

Fish—Cod, hake and haddock are firm and active. Imported sardines are firm and unchanged. The only change in the fish market during the week has been an advance of 10c in all grades of domestic sardines. The demand is light. Salmon is unchanged and quiet, but the outlook for the 1907 season is extremely firm. Mackerel are unchanged, firm and in good demand.

Live Notes from a Live Town.

Lansing, Feb. 12—The most important development the past week, so far as this city's industrial situation is concerned, came in the announcement by James B. Seager, General Manager of the Olds Gas Power Co., that in all probability a large addition to its already extensive plant will be built early in the spring. Mr. Seager states that the plan to enlarge the capacity of the plant has been under discussion for some time by the officials of the company, and, while it is not as yet definitely determined upon, in all probability \$125,000 or more will be spent in the erection of additional factory room. This concern is doing an immense business all over the world and its plant is not only the largest of its kind in the country but is a model in every respect.

The largest real estate deal consummated in this city in some time was closed a few days ago when Mrs. Ellen Wentworth, owner of the Hotel Wentworth, became the owner of the two buildings on Ottawa street, east, known as the Bijou and Armory block and the Capital City Democrat building, both of which are 66 feet wide and large enough for three stores. No definite plans are announced with the purchase, but it is understood that if business demands it a hotel will be made out of the block known as the Capital City Democrat building, it being admirably adapted for such a purpose.

The Frank T. Collver Shirt Co. has been dissolved and the business purchased by Jacob Gansley, who will conduct it under the style of the Collver Shirt Co., Frank T. Collver acting as manager.

Through the local Business Men's Association the Barret & Scully Cigar Co., of Ionia, will establish a factory in the city in order to increase its capacity. About twenty men will be employed at the start and the force gradually increased.

Geo. A. Toolan.

WINDOW TRIMMING

A Particularly Noteworthy Exhibit of Shoes.

Black and red is pre-eminently a fetching combination, whether seen in the clear swarthy complexion and flaming cheeks of the women of the tropical countries or as the brilliant eye-catching background in a merchant's exhibition window.

This week a shoe store—at the northwest corner of Monroe and North Ionia streets, Morton House block—shows one of the handsomest backgrounds ever seen in the Valley City. There are two windows, the corner one also fronting on Ottawa street, thus giving the advantage of practically three spaces for display purposes. I have watched these windows from the time this firm took this location—when vacated by the West drug store—and there has not been a single time when the same have not been tastily arranged, notwithstanding the fact that the decorator has but one class of goods to draw from, which requires a thousand times the ingenuity required in a dry goods, grocery or general store. Elegant plate mirrors help him out to a great extent and in the present trim are made to play an important part, being covered at the top for several feet with red cloth, which lends itself easily to the draper's purposes, falling in graceful festoons and folds in differing circles and lengths. This cloth is repeated on the floor of the windows, where it is laid plain but is bunched around the edges. The floor fixtures are nickel, part of which have glass rests for the shoes, these rests all being adjusted, for this display, at the same angle. In the mere running glance I was able to give these windows I could not determine the nature of the red cloth, but another and longer inspection told me it is nothing in the world but common "turkey red" calico. It is of exactly the nice shade to show off black leather and nickel. I don't know this store's windowman from Adam, but, whoever he is, he gets up windows a Chicago trimmer would not need to be ashamed of—and that's "nough said."

Here are some of the placards in evidence, all of which are neatly framed excepting the last, which is four times as large as the others and takes up the greater share of the background in the window at the left of the entrance:

Prices
On
Shoes
Have Slipped

Come in and
(buy)
Rubber(s)

Special Shoes
Made To Measure
for
The "Hard To Fit"
Is
a

Special Business With Us

Heavy
Winter Shoes
And a Few
Odd Pairs Only
at
Reduced Prices

* * *

The muslin underwear sales are doing their best—or worst—to play havoc, these days, with Fair Woman's pocketbook. The beauty of the dainty lingerie exhibited in the windows to gods and men is enough to turn the sanest head—really these suits that dazzle the senses seem, many of them, fit even for a rich titled lady. I think it was of Eulalie I read, not long ago, that she has a perfect passion for beautiful and costly suits of undergarments, but that her insatiable mania has the strange manifestation that she will never don the same suit twice, buying, buying, ever buying, afterward disposing of the once-worn queenly garments to maids and others dependent on her capricious wastefulness.

* * *

The Ten Cent Store on our principal thoroughfare has been doing its best for a week to assist Dan Cupid's mad pranks. One of the window sections has a border at the top composed of heart units. These dangling red paper hearts are of many sizes and are strung together with narrow white ribbon, making an effective bit of bright color. Below are hundreds of valentines, mostly comical ones. There's a distinction to be drawn between "comic" and "comical," the former gradually going out of existence, being succeeded by others which raise a laugh without the sting that used to go with those intended and sent out to wound the feelings—the pride—of the receiver. The superseding "comical" valentines are, in most cases, really funny—are mirth-provoking but incapable of producing a heartburn.

Here's a brace of sentimental ones. They say, "Love goes where 'tis sent," and the heart of the recipient of either of these valentines ought certainly to respond:

Here's to those who love us
And here's to those who don't;
A smile for those who are willing to
And a tear for those who won't.

Deny me not to love thee.
Does not the sky
Lean lovingly above thee?
Then, dearest, why not I?

Gas Pipes Made of Paper.

Gas pipes of paper are being made in France. Manila paper is cut into strips equal to the length of the pipes to be made. They are then placed in a receiver filled with melted asphalt and wrapped around a core of iron until the desired thickness is reached. After being submitted to a strong pressure the paper is coated with sand, cooled and core withdrawn and the outer pipe surface covered with a water proof preparation. It is claimed that these pipes are as good as and more economical than metal ones.

A Spice Window Display.

It may seem to some that the spice window is rather expensive and elaborate, but a man with a little ingenuity may make such a window with comparative ease, and by using a low grade of materials for the rougher work he need not go to much expense about it either, especially as the goods may be sold after the display is taken down. The matter of spices is one which does not receive enough attention at the hands of druggists. There is money in the line, and a little pushing will prove profitable.

Cover the window floor with white or cream-colored cloth and have a background of the same material. Get enough low footed salvers or shallow bowls to display a sample of each spice, ground and whole; arrange these at both ends of the window, leaving several square feet in the center unoccupied. Enclose this vacant space with a "stake and rider" fence made of rolls of cinnamon bark and a "stone" wall built up with nutmegs. In one corner erect a cinnamon barn upon a nutmeg foundation and cover it with a mace thatched roof; at a short distance from the barn fashion a pump and watering trough out of large rolls of cinnamon; above this arrange a cinnamon, mace and all-spice tree, and about the premises place several others with fruits of white and red peppers. A straw stack of mace and a wood-pile of cloves with a sawbuck near should next be provided and the entire "yard" sprinkled with powdered cinnamon; a few toy chickens, cows and horses are introduced for the sake of "life."

A large placard calling attention to the purity and strength of the spices should occupy a prominent place in the display and each sample should bear a neat card giving the common name and botanical name, the source of supply and the price per ounce, quarter pound and for large quantities.

Care must be taken that the direct rays of the sun do not strike the spices while in the window.

Silk Supply of Spiders.

The spider is able to secrete at least three colors of silk stuff—the white, which forms the web and the enswathment of captives and the egg cocoon; the brown mass that fills the cocoon interior, and the flossy yellow between that and the inside of the sac. The glands end in minute ducts which empty into spinning spools regularly arranged along the sides and upon the tops of the six spinnerets or "spinning mammals" or "spinning fingers," which are placed just beneath the apex of the abdo-

men. The spinnerets are movable and can be flung wide apart or pushed closely together and the spinning spools can be managed in the same way.

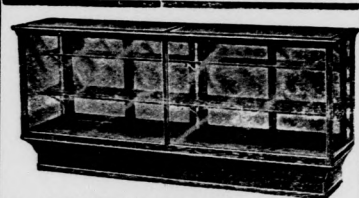
The silk glands are enfolded in muscular tissue, pressure upon which at the will of the spider forces the liquid silk through the duct into the spool, whence it issues as a minute filament, since it hardens upon contact with the air. One thread as seen in a web may be made up of a number of the filaments and formed by putting the tips of the spools together as the liquid jets are forced out of the ducts.

When the spinnerets are joined and a number of the spools are emptied at once their contents merge and the sheets or ribbons are formed which one sees in the enswathment of a captive or the making of Argiope's central shield. This delicate machinery the owner operates with utmost skill, bringing into play now one part and now another and again the whole with unflinching deftness and a mastery complete.

Fertility of Cuban Soil.

Cuban soil is so fertile that at the present time the cane field is planted only about once in ten years. Experienced American growers say that there is no necessity to plant more than once if care is taken in cutting the cane at the harvest time not to pull up any of the roots, as the new cane will immediately sprout from these. Ten tons of cane produce one ton of sugar if treated by the latest mechanical processes. A plantation of 1,000 acres may yield 3,000 tons of sugar under fairly favorable conditions.

The ills of the world never wholly will be healed without the healing of our hearts.



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

"Walkabout" Shoes For Men

A Combination of Style, Comfort and Durability

Retail at \$3.00 and \$3.50

MICHIGAN SHOE CO., - DETROIT, MICH.

HIS ONLY WEAPON.

Helpless When Secret Was Taken from Him.

"There is a certain machine trust which has what practically is a monopoly on the big motor business in this country," said John Ford. "It is one of the biggest corporations of its kind in the world. It is so big that to attempt to compete with it now is like trying to rival the sun's rays. It is the absolute master of its field in this country, and this is a story that explains to a certain degree how it got there.

"Once upon a time it was different. The Big Motor Company was not a power. Ten or fifteen years ago almost any firm that made a first class motor of the same size as the big people made a specialty of had a chance to put it on the market and sell it at a fair profit. The motor business was more or less in the infant stage at that time; the demand often exceeded the supply; and new motors with new improvements were constantly being put on the market and meeting with a ready sale. Fortunes were being made in a year. An electrical engineer would make an improvement, secure capitalistic backing, in a twelfth month a shop or factory employing twenty men would jump to 200, the inventor would be a capitalist within another year—and generally the effects of a business boom were felt in this line. The man with a good idea had a chance.

"One of the men who happened to have a good idea at the time was named Bruzzard. He had been tinkering along with a little electrical shop for four or five years when he got his idea. In this time, while he hadn't made any great amount of money he had an enviable reputation as a business man and an electrician. He was young, only 28, but most people in his line agreed that there was a great future for him. His brain was chock full of practical electrical improvements, and he was a business man, shrewd and capable and trusted. Two men at least stood ready to back him for a \$100,000.

"Then he got his idea. It was a simple affair, costing less than \$10 extra per machine, and increasing its operating value at least 20 per cent. I can't explain what it was—it takes a man who's been born in a factory, and never left it, to make these things plain to the layman; but at all events it was a good idea, a big idea, and one that was calculated to make its inventor rich if properly followed up.

"The young man started to follow it up properly. He took his patterns, showed them first to his backers, who told him to go ahead as rapidly as possible, drawing on them for any money he needed, after which he took his superintendent, and, taking the patterns with him, rushed down to a St. Louis foundry. Here he contracted to have his castings made, under a fictitious name, paying a cash deposit as matter of good faith. He paid to have the casting room turned over to himself and superintendent and began to turn out motor castings of a new type to the limit of the plant's capacity. He had hidden his

tracks so carefully that the foundry people never knew for whom the castings were being made. They didn't even know the exact difference of the new casting from the regular motor casting. And if they had they would have been in the dark so far as the nature of the improvement was concerned. Never was there such a successful case of stealing a march. Bruzzard certainly had fooled his rivals.

Foremost among these rivals was the Big Motor Company, of course. It had shown itself to be a strong competitor even at this early stage, but with only slight evidences of monopolistic tendencies. It also had kept its methods secret, and had stolen marches, although this didn't appear then.

"Well, Bruzzard worked like a slave and got out his first installment of castings and shipped them up to the Chicago shop, and followed them, and drove his shop night and day in order to get his machines on the market as quickly as possible. You see he hadn't a patent. His improvement was along lines that had been worked on before, and it would have been easy for half a dozen big firms to have claimed the invention as their own and have beaten the beginner in a law fight. Bruzzard played wisely. He knew that he had a cinch on the world so far as his secret was concerned, and he planned simply to rush the market off its feet with his new improvement, getting enough orders on the first exhibition to fill his shop for a year. And there's no doubt that he'd have done it, too—if another firm hadn't put out the same identical motor as he did on the same day that he made his exhibition.

"Bruzzard advertised in all the papers the night before the exhibition and went home satisfied. When he saw the evening papers he was completely upset, for there on another page was another advertisement identical with his, announcing the first public exhibition of a motor exactly similar. The advertisement was from the Tristate Electric Company, a small new firm never reckoned as a possible competitor by Bruzzard, and there was no question that it had Bruzzard's motor to a hair.

"Bruzzard naturally went up in the air. He was for going over and killing the head of the new firm, and everything like that. One of his backers cooled him down and sent for me.

"We've been done," said Bruzzard, beginning the conversation. "That's as plain as anybody might want it. Somehow or other these Tristate people have gotten on to my secret, for I swear they couldn't have hit it in any other way. They've robbed me—that's all."

"Well, what do you want me to do?" I asked.

"Find out how they did it," he returned. "Get after the pups. Find who did the stealing, and how they did it. There may be a chance to shove them over the road for it; they may have committed theft, or something like that. Let me get hold of them, and I'll show you a way of getting even."

"I told him it was highly improb-

able that they'd hidden their tracks in a way to make it impossible for me to unearth them, and left him. I went directly to the Big Motor Company. I introduced myself as a silent partner of Bruzzard, who had fallen out with him, and desired to put a certain secret that I possessed in hands where it would harm Bruzzard and benefit me.

"What secret?" said the President of the company.

"The secret of his new motor," I said. "I can tell you how to make it 10 per cent. cheaper and 5 per cent. better than he can. That's all."

"He looked me over carefully. 'Come to-morrow at 9,' said he, 'and I'll talk business with you.'

"All well," thought I, 'I'll just watch you, Mr. President, until that time.'

I did, taking my place across the street and scanning everybody who came in. Nothing developed. At 5 he drove to a second class downtown hotel. I was right after him. I shadowed him to a certain room, bribed the bellboy, and peeped into the room through the transom.

"Well, it was so easy that it was a shame to take the money—just as I had guessed it would be. In the room with the President of the big company was Bruzzard's trusted superintendent, the only man in the world besides Bruzzard himself who had been in a position to give out the secret.

"I went directly to Bruzzard and told him what I had seen. He would not believe me.

"Why should he be talking with the President of that company when it's the Tristate people who have stolen the motor?" he asked.

"Well," said I, 'you'll probably find that the Tristate people are merely a blind for the Big Motor Company.'

"He swore a streak a yard long.

"Quite right," said he. "I'll go and see Mr. President of that big company."

"He was a pippin, was that man Bruzzard, but he was up against something too big for him to handle, now. The President merely looked at him, admitted all of his allegations, and offered to take his stock off his hands at a fair price, at the same time promising a job on the rod to Bruzzard. Bruzzard simply replied that he'd see him in h— first, and walked out.

"It took the big company just a year to wipe Bruzzard off the face of the earth. His secret had been his only weapon, and when that was taken from him he was helpless. The big company could, and did, undersell him until he was forced to quit, a hopeless bankrupt. I don't know

what became of him. He dropped out of the sight of successful men immediately afterwards. But the Big Motor Company everybody knows. Its President—why, if I told you his name you'd be sure that this story was all a lie, for you'd know that such a nice man couldn't ever have done anything like what I've told about." James Kells.

The only stand some men will take on any question is a band stand.

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

Directors

Willard Barnhart	Thomas Hume
James M. Barnett	Muskegon
Darwin D. Cody	Harvey J. Hollister
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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.

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Inquiries from those seeking an investment are solicited.



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E. A. STOWE, Editor.

Wednesday, February 13, 1907

THE PROBLEM OF POVERTY.

In this age of the world when self-styled philosophers and self-appointed reformers are trying to revolutionize human society so as to eliminate all the inequalities of material and social conditions, and to place the entire human race on a plane of absolute equality as to wealth and position, the most important question with these theoretical regenerators of the human race is to banish poverty and establish an equal distribution of wealth.

While the philosophers are discussing the quickest and most direct means of making every member of the entire population equally rich or equally poor, it will not be out of place to enquire into the causes of poverty. Why is it that some people are wealthy and others are the opposite? Why are there multimillionaires and paupers in the same state or city?

The theoretical but impractical benefactors will probably reply that the rich men got their great possessions by robbing their fellows, and the proper cure for the evil would be to rob them in turn and give their wealth to the poor, and they contend that this can and will be done in time through the application of confiscating processes in the courts or out of them. This view may please many persons, but it is not an intelligent one, and it will be well to examine the facts a little.

In every community or state where human beings live there is always a large proportion of nonproducers who do not by any useful labor increase the stock of the family wealth, but who consume their share of it. These are first the children. Then there are the disabled, the deformed, the aged and infirm and the weak in intellect who are unable to engage in any useful work but must nevertheless be supported. Let us see how many there are of these classes:

The Census of 1900 placed the population of the United States at, in round numbers, 76,000,000 souls; of these 26,000,000 were children under 14 years old, and these are counted as wholly nonproductive. Then there were in benevolent institutions and asylums for the disabled classes 112,000. There were in the almshouses 73,000, while there were in the various prisons of the country 82,000.

When 26,267,000 nonproducers are subtracted from a grand aggregate population of 76,303,000, it is seen that the entire task of supporting and maintaining the helpless and nonproducing element which constitutes more than one-third of the whole population falls on the remainder. These 50,036,000 people are alleged to be producers of wealth or contributors to the support of the others, but the fact is that great numbers are not. They are loafers and idlers and spendthrifts and criminals, who are plying their trade, but have kept out of jail and are living on the labor of others. They abound in every city, and they are found in all the country districts, performing no useful labor, serving no good purpose, but living by crime or upon the earnings of others, for which no return is made. They do not figure in statistics any more than do the constantly moving tramps, but there is an army of them, and it would not be too much to say that added to the 26,267,000 nonproducers who are at the same time consumers, there is good reason to believe that the entire non-producing classes will aggregate a total of twenty-seven million persons.

Thus it is that a vast burden is placed upon the industrious, hard-working part of every community, and when several loafers and idlers, as is too often the case, are loaded upon a single family, it is easy to see why no money can be laid up by its honest workers.

While considering this feature of the situation, it will not be out of place to quote the pauper statistics for Great Britain, which are more complete and comprehensive than ours. According to the Statesman's Year Book for 1906, the number of paupers in England, Wales, Scotland and Ireland for 1904 was in round numbers 1,100,000 and they cost the government in that year £15,891,000, equal to about \$79,455,000. Of course, that money was raised by taxing the producers. It is plain that in every country, in addition to the children of tender years and the aged and decrepid, there is a large nonproducing population that is supported in idleness and crime by the industrious and honest members of every community.

The nonproducers which have been mentioned are not the sole cause of poverty. There is also a large element in the population everywhere composed of people who work and earn, but who are spendthrifts and "run through" all they have in the way of wealth, be it much or little. Every man who earns money claims the right to spend it, and there is no intention here of questioning that right, but the fact of such wasteful extravagance must be taken into the account in seeking for the causes of poverty.

All the money that is spent goes somewhere, and when it reaches those who are economical and saving in their modes of life and business the foundation of a fortune is laid. These savings carefully invested in an economically-conducted business, or loaned out at interest on good security, multiply and grow, as does the

snowflake which, starting from an Alpine summit, may become an avalanche. Leaving out of the discussion all the great fortunes that have been inherited, and considering only those that have been made by men who started at the bottom, it is safe to say that they commenced with methods and habits of the strictest economy, and when their savings and accumulations enabled them to go into trade, they continued the habits that had laid the foundations of their wealth.

Of course, some of the great fortunes have been made by questionable and even criminal means in using their resources. They have swindled the widow and the orphan, they have bribed railroads and public officials. They have speculated with trust funds and have still been able to keep out of the penitentiary. But these are the exceptions. Most of the great financiers who came up from the bottom have been free from criminal acts and are doubtless as honest as the average of men in any class.

It is not difficult to see how and why poverty got into the world, or how it is that some men were able to amass wealth while others failed. It is not to be doubted that many others by adopting the same habits and policy of economy could have done likewise. But that a man shall pour out his money for indulgences and in extravagant living and then complain that he is not rich is the height of absurdity. If all the money in any community or all the wealth of every sort could be equally divided out to each head of population there would but a short time elapse before a few would have the most of it. Others would have a small share, and still others would have none.

This is simply the operation of the various characteristics and qualities of human beings. If they were all precisely alike in physical strength, in mental capacity, in disposition, tastes, habits, honor and integrity, there would be no criminals, no paupers, no multimillionaires and not a single individual who would rise above a dead level of the social plane and attract the attention either favorable or otherwise of his fellows.

But human nature being what it is, the greatest differences of character, capacity and condition must continue to exist as they are, and all the schemes of the philosophic dreamers and the benevolent rainbow chasers will come to naught. If anything can regenerate human nature it must be some divinely-founded religion. Until then mankind will remain as they are and poverty and sin and misery will dwell with them.

DRIVEN INTO A CORNER.

What have our pessimists to say now? New York City, the most provincial aggregation in America, has caused the withdrawal from the stage of an opera, repulsive in action, text and score, and the Canadian postal authorities have prohibited from their mail service all publications giving the details of the nasty murder trial now more prominently in the public prints than is any other single topic.

Truly there is a grain of hope for Decency in these facts.

After all, is it true that the Associated Press is devoting so much time and effort to the noxious nuisance now on in New York, for the reason that, because of its salaciousness, the case has awakened tremendous public interest and all details are demanded? This question may never be answered and it may be. It would not be strange if the yellow journals had taken hold of the matter in all its filth and wretched degeneracy, but for the Associated Press, the organization which stands for high minded, dignified news service which shall be cleanly, accurate and fair, to wallow as it does in this nastiness some good reason beside the public demand is needed.

And present conditions, it would seem, provide a reason, but not one that is sufficient. Just now all the world is at peace so that the Associated Press has no war news to handle. There is not, even in Washington, any especially large political situation to look after. And in the line of tremendous physical disturbances things are quiet. In fact, there is not anything of vast interest to take the place of the court scenes in New York and the Associated Press is depended upon to fill a certain amount of space daily in thousands of newspapers.

But let a great conflagration take place, or an earthquake destroying a city, or a declaration of war, or any really important event transpire anywhere in the world and see how the Associated Press would cut down on its daily dope from New York. Really, the distinguished old organization is up against it for material; but, rather than continue its daily nauseating emission from Manhattan, it might even be excused if, just for the sake of holding the wires, it should substitute therefor various Biblical stories or even three or four of E. P. Roe's narratives.

Nobody need be told that automobiles are multiplying very rapidly in this country. All those who ever had them have them still, and the number is growing annually. Because there is so great a demand it is entirely practicable for the makers to keep up the price. The general opinion has been that when the demand was pretty well supplied the price would go down, as it did with bicycles, but that day seems still quite a way distant. All the manufacturers are as busy as they can be and they find ready sale for all the goods they can make. As long as that state of affairs continues the price is liable to go up rather than down. It is interesting in this connection to note the claim that 8,500 automobiles were sold at the recent New York show and, of course, that is by no means all that have been sold this year, and in fact would be expected to comprise only a small proportion of the total. It looks as if the automobile had come to stay and make itself a dear companion in more senses than one.

When a man is conscious of his rectitude he is least convincing in talking about it.

SELF-CONTROL

How Habit Will Make or Ruin a Man.

The next time you are "up against it" good, hard and strong, or the day when you sit down to consider a gloomy prospect of little advancement and no money in the bank, examine your habits as with an X-ray machine and see whether you can afford them all.

Good habits are prolific breeders of other good habits. Bad habits are not only costly in themselves but they have the faculty for helping a man to spend his hard-earned money in numerous other ways. It's easy to prove this.

Blank is feeling gloomy. He goes into a cafe to get a nice quiet drink to drive away his sorrow. As he is debating as to whether he will take another or go out he meets a "bunch" of boon companions. Before Blank went in he didn't know he had any friends. But by the way he is greeted and pressed to place in his interior economy a large amount of liquid refreshment he soon feels he is in error about having friends. Then some one suggests a "friendly game of poker."

Blank goes into the game. He has a dim kind of recollection of something that happened before on another such occasion, but usually the drinks he has taken have spread a kind of mental fog over the last episode and he doesn't resist strongly.

The "bunch" has not been playing long before—nobody can tell how such things happen—some friend of one of his friends drifts in. The newcomer is not prosperous looking or the type you would like to be seen with if you were out with your best girl. If Blank were thoroughly sober he would say the latest participant in the game looked anything but honest. But the "corn juice" he has imbibed has made Blank willing to regard all men as brethren. The likely truth is that the acquaintance of your acquaintance helped the latter to consume a few drinks when he was feeling particularly gay and got the house to imbibe at his expense. When such a type gets in, he also has a friend. Then Blank goes through the experience he went through a few months before. In the morning he remembers the occasion well—the days he had to put the landlady off three weeks and live on doughnuts and a glass of water midday—the time he had to walk down town and home when he couldn't borrow carfare.

If Blank hadn't possessed the bad habit of going in to take a drink when he was feeling sorrowful he could not have been persuaded into taking more. If he hadn't taken more he would have had enough sense to resist the offer to play, and so on.

All habits have a beginning. If you were to go to the work of tracing the history of the men who waste the biggest percentage of their earnings on Saturday nights it would be found that when they first started they had plenty of will power to resist the wasting of their money or the acquisition of dubious habits.

A glass of beer costs a nickel, but hundreds of men know that nickel easily can be the foundation for

spending a \$5 bill or more. That's why it pays to look keenly at a habit before you acquire it.

Benjamin Franklin once wisely remarked that there is nothing so dear as some bargains. His wife once brought home a bargain in the way of an elegant appearing household necessity. There was no denying its splendor; but the trouble was it made everything else look like 30 cents, and the upshot of the matter was that other things had to be bought to help out the looks of the "bargain." Before Franklin's wife was through she had forced Benjamin to spend several hundreds of dollars.

A cigar can be had for a nickel or a dime. Often the taste for smoking is acquired through a gift of a "smoke." An acquired taste must be gratified. Twenty-five cents per day is not a large amount for smokers to expend, nor does it seem so much. But it amounts to about \$90 per year, and most men would hesitate before they signed a contract which would force them to furnish about \$450 in the course of four years or so. A smoker or a drinker is not bound to gratify his tastes; but it is well known an inveterate devotee to a costly habit will find means to gratify it even although lawful debts go unpaid.

Self-control is a thing it would pay most men to possess in a greater degree. Yet few men are born without a fair stock of it. The truth is that self-control can be dissipated and frittered away like most other things. But the man who would keep his self-mastery must suffer no exceptions to occur. Then the habit of rising early or living wisely becomes a fixed law of his existence, like eating or breathing.

How does a man acquire the bad habit of lying in bed until the last minute? There was a time when he made up his mind to get up early and kept that resolution for about a week. But one day when the proper time came to get up he felt kind of weary and said to himself, "Oh, one more minute." He may have gotten up after that minute, but he had established the foundation for a habit. The next morning he was feeling more tired and the minute lengthened into two or three, and so on until one evening he went back to sleep so hard and fast that he lost half a day's work or maybe got fired for his staying away. When the temptation came to lie in bed another minute it was the easiest thing in the world to get up right away, but there is an opposite to every good, and the bad wins every time a man deliberately wants it to do so.

Habits of mind control the facial expression, the way a man lives, how he spends his money, how he progresses. They explain the reasons for successes and the reasons for failures.

"Habit," said Prof. William James, of Harvard, "is the enormous flywheel of society. Already at the age of 25 years you see the professional mannerism settling down on the young commercial traveler, on the young doctor, on the young minister, on the young counselor at law.

The truth of the maxim "history repeats itself" is largely explained

through the fixed habits of thought of nations acting again and again in much the same manner when a crisis occurs. One year of a man's life is often like the preceding one because the same habits of thought control the action of both years. That is why it pays to establish good habits. They are gilt edged investments which pay big dividends continually.

Commercial men know the value of good habits. It is true that a man may be honest for twenty-five years and then steal; but the probabilities are all against such a thing occurring. Bank clerks are said to get so used to handling large sums of money and acting honestly that the thought of acting dishonestly seldom suggests itself to them. Honesty itself is largely force of habit.

Retail merchants know the great advantage of once getting a man to trade at their store. If he comes once he will likely come again. A short time ago a firm in New York offered a sum of so many dollars for the best phrase to get people to trade in their store. The winning sentence was "Get the habit—go to—." When a man wants to buy a shirt or a hat almost involuntarily his steps wander in the direction of the place where he bought the last one.

One reason why there is so much careless and loose thinking is because the mind never acquired the habit of thinking or carefully reasoning things out. If there is one habit that pays better than any other it is the one which impels a man to learn a thing thoroughly at the beginning, and stick to the principle of "doing it right."

When the mind is trained to think accurately or the fingers to write correctly and well, rapid progress will not be made at first. But long custom enables the mind to arrive at the right conclusion when thinking accurately much faster than through any other method. Who has not seen a high grade penman dash off a letter at top speed and then afterwards, although it was written quickly, still look first class? Why? The man had learned to form the strokes, loops and curves right at first. By slow, patient labor he had trained the muscles of the arm and fingers to unconsciously move in the right direction. It would doubtless be harder for a first class penman to turn out an ugly piece of handwriting than to do it well. That's why

it pays to learn things right at first. Often if training is neglected at first, later progress is much hindered—sometimes is rendered impossible. Singers are warned that if they persist in their intention to go on the stage before their voices are trained thoroughly they will ruin them.

"Habit," the Duke of Wellington is said to have exclaimed, "is ten times second nature." For instance, the man who gets into the habit of saving eventually does it unconsciously. He does right in this regard from force of previous action. Such a man may have setbacks, but even if he loses his capital, he has the valuable habit of mind which will enable him to make a new start.

No one will say it is easier to acquire good habits than bad ones, but it is true that when good habits are established it is almost impossible for a man to act otherwise than the way he has trained himself.

The man who makes up his mind to lose a set of bad habits should see to it that he fills their place with positive good ones. Otherwise he stands little chance of victory. The truth is that most vices are acquired through men having too much idle time on their hands. The man who has plenty to do at work and fills his spare time with taking wholesome recreation or other agreeable pastimes has little time to devote to pandering to vicious impulses.

George Brett.

People Still Moving Westward.

"Westward the tide of empire" in a modern exodus 400,000 settlers strong every year! New ideas in agriculture, outside of the results secured from experiment in the ordinary course of crop production, have come to the fore. Irrigation is enormously developed and has added many hundred thousand acres to the tillable area of the West. Pumping machinery has been cheapened and perfected; natural reservoirs have been utilized to a remarkable degree, and the projects under way enormously increase the land. Scientific farming has multiplied the value of Western lands. The West has entered on a new era. It thinks it knows exactly what crops to raise and how to cultivate them to secure a permanent income from the farm. It is so confident of this that it pays large prices for real estate. The prices are based on the net income.

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LOOKING BACKWARD.

President's Farewell Address To the Board of Trade.*

A consummation devoutly wished for is now realized. For the first time in the life of the Grand Rapids Board of Trade we are favored with the grace and beauty of the ladies at our annual banquet. We welcome you most cordially to the intellectual feast, regretting our inability to have you participate in our "pink tea" as well. We believe your presence will stimulate greater interest among our members and help to extend a knowledge of our work to others.

By virtue of the law of limitation the time has come for me to hand the authority of office to another. While I recognize the wisdom of this rule of our Board, yet I confess to you there is a tugging at my heart-strings as I look into your faces for the last time as your President. The courteous willingness with which many of you have accepted duties involving a sacrifice of time and money and the high order of intelligence, superior energy and earnestness which have marked your labors for the common good have appealed to me. The loyal support and kindly sympathy given me, together with the strengthening of the ties of friendship and fraternity which has taken place, have involuntarily bound you to myself with an invisible cord stronger than steel. The memory of our joint hours of labor, service and friendly helpfulness is like that of a delightful fragrance poured forth. Its pervasiveness will continue with widening pleasure as opportunity is given with increasing years to realize more completely its intensity. You will kindly permit me at this time to thank you all for these generous manifestations of favor received at your hands. I would also express my appreciation of the uniform courtesy, deference of opinion and earnest support given me by the Secretary and his assistants. Mr. Van Asmus is liable to err in judgment, for he is human, but his good intentions need never be questioned. A man of strong moral fiber, he could not deliberately do a wrong or work an injustice to another any more than he could inflict a severe wound upon himself; a good citizen, a worthy official anxious to serve us to the limit of his powers, let us stay up his hands.

There have been held during the years of my incumbency in office twenty-eight meetings of the Board of Directors and 171 meetings of committees—a total of 199 meetings in two years. This means that an average of twelve busy men burdened with their own affairs have voluntarily attended these meetings and donated to a careful consideration of the city's best interests a total of 3,576 hours, or a trifle over fifty-nine working hour weeks.

Besides this, in order that their efforts might be properly sustained, the membership has contributed the sum of \$26,000 in cash. Lack of time will permit of brief and inadequate mention of but a portion of

*Annual address of George G. Whitworth, President of Grand Rapids Board of Trade.

the subjects considered by our Board. It furnished evidence of value which was held in fighting the beef trust. It rendered valuable assistance in the framing of the railroad rate law. It contributed its influence toward the establishment of a United States Federal Court in China. It has used its best efforts to aid in the framing of a uniform bill of lading which shall be alike fair to shippers and carriers. It has bestowed its influence toward securing an improvement in the United States consular service, toward the confirmation of the San Domingo treaty and toward restrictive betterment of the immigration laws. In matters of State interest we have taken up the good roads problem, reforestation question, the matter of controlling by law the excursions of faking transient merchants, so-called, the excess bag-

Board of Trade has investigated thoroughly and reported recommendations to city authorities of many important needed improvements, mention of which will be made later in the evening's program. We have taken favorable action upon the detention hospital, now in service, the first of its kind in the State, and a most worthy institution. We have also given our aid in assisting to create a public sentiment in favor of a city sanitarium for the care of persons afflicted with tuberculosis. We would be glad to report to you more new industries secured. Much time has been given by the Industrial Committee to this branch of our work, only to learn that for the most part persons claiming to desire an industry location here wanted us to assume most of the risk connected with the establishment thereof with very great

greatest supporter to this end was the Grand Rapids Board of Trade, his own testimony the witness.

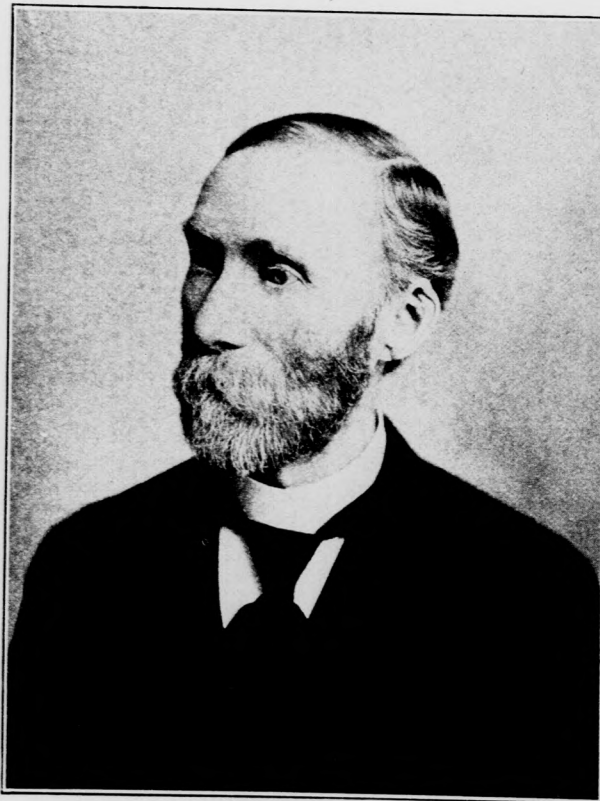
Let the members of our organization kindly remember that we now have a home of our own at whose fireside you have a place, and which you are urged to occupy at Board of Directors' and other organization meetings.

And now for a brief concluding word. Lately some criticisms of the Board have been publicly voiced, to which we have made no reply. "With charity for all and malice toward none," we regret that any one deemed such a course necessary. In most cases, however, the persons involved informed your officers that they had been misquoted. Let us all be kindly considerate of our Board in the future, for in casting reflections upon it we cast aspersions upon our fair city. Suggestions are always welcomed by the Board, for they savor of friendliness, but criticisms have a sharp edge and are likely to do harm. If they must be made let them be to the management privately. There is a mistaken idea in some minds that the chief duty of our Board is to get more industries. Not so. This is but a small part of its work and is so considered by a large number of our strongest citizens. I wish time permitted of giving you the helpful, cheering words that come to the management. You have read the favorable comment from time to time in the daily newspapers, but private commendation we have withheld, perhaps through false modesty. Permit me to quote a sentence from one of our strongest manufacturing concerns written about the "flood" mass meeting: "If the Board of Trade had done nothing other for a year than this one action, its purpose would be fully vindicated!"

From this time forward let that broad-minded and public-spirited citizenship obtain which makes for our city's highest welfare. Let no jealousies or narrow spirit over proper functions in organizations arise, but let the city's chief good be the corner stone of all civic action. Finally, let me appeal to the entire community to stand by the Grand Rapids Board of Trade. Applaud us when we run, console us when we fall, cheer us when we recover, but help us to pass on—for the loved city's sake—help us to pass on.

Proof of Plant Memory.

Plant memory is a problem for the inquisitive botanist. In 1901 a plant allied to the squash and pumpkin was taken to New York from the Desert of Sonora, in Mexico, and since then it has been kept—without watering—in a strange climate 3,500 miles from home. During the six weeks of rain in the desert the plant grows its leaves and flowers and perfects its seed. Then it dries up and leaves only a water-filled gourd, which a thick, hard shell seals against animals and evaporation. The transplanted specimen still remembers the rainy season of six weeks. It wakes, sends out rootlets, stems and leaves and then dries up again until the following year.



George G. Whitworth

gage charges of railways, the flat two cent mileage book item and the creation of a State Railway Commission. The jobbers and other business men of the city appreciate fully the benefits arising from our auxiliary membership and perpetual trade excursion plan and the addition of two new passenger trains over the Michigan Central Railroad to Jackson, Detroit and Toledo. We aided materially in bringing the Grand Trunk line to Bridge street, which will now practically become the Western passenger terminal of that route. We hope to secure soon for our shippers more advantageous freight deliveries of shipments from this city to Eastern points on or contiguous to the Grand Trunk Railway, increasing the jobbing trade of this center from 5 to 10 per cent., it is estimated.

During the past two years the

probability of corresponding loss. This class of propositions we will not encourage. Several enterprises which originated here have been saved to the city by the efforts of this Committee in the face of generous offers to move elsewhere, while the Excelsior Wrapper Co. and the Sandstone Brick Co., new industries investing from \$50,000 to \$100,000 and employing from 150 to 200 men, are now in our midst. It would require the entire evening to properly set before you the splendid work of our organization simply during the past two years, but time forbids.

Let all our citizens kindly remember, when in the future their eyes shall rest upon the imposing and commodious postoffice building, that our honored representative, William Alden Smith, was largely instrumental in securing it for us, that his



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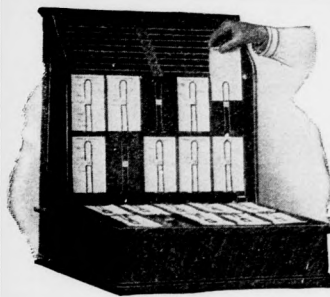
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Not So Threatening as the Yellow Press.

Written for the Tradesman.

"How much have you invested in Japanese bonds?"

The druggist derives a part of his income from his industry in clipping coupons. He has made money in trade, and has it well invested. It was the book store man, next door, who asked him the question.

"Not a cent," was the reply.

"That's good," said the other. "I wish I had let the stuff alone."

"How much have you in the loan?"

"Only a thousand."

"Good, isn't it?"

"Good? It's not worth a cent on the dollar."

"I'll buy at a better rate than that," said the druggist.

"Oh, I'm going to hold on just a little longer," said the book store man. "Perhaps this war cloud will blow over."

"Oh, you are afraid the yellow boys will come over here and take the bonds away from the men who bought them?"

"I'm afraid they will default the interest, and then the bonds will be no good to keep or to sell."

"You have reasons?"

"Why, can't you see that there's a war coming—a war with the United States?"

"No, I can't see quite so far as that."

"Well, there is," grumbled the book man. "I was a yellow peril man right from the beginning of the Japanese

war with Russia. I knew well enough that the Japs would get chesty if they won. Now you see I was right. Why, the Japs have formed an alliance with China, and they are going after the possessions Uncle Sam has in the Pacific. Yes, sir, they are doing all they can to kick up a war. Look at their ultimatum in the California school cases! Ordered our Government to admit their children to the public schools or take the consequences! Did you ever hear of such nerve?"

"I didn't know that," said the druggist.

"Where have you been for the past month?" demanded the book store man. "It's in all the papers, and more, too. Why, China has 400,000,000 population, about a million fighting men! Japan has a larger population than England, and more fighting men. Get these two powers together, and what comes? A war against the white race. We can shoot 'em down and shoot 'em down, and they will come right along like an army of ants running up your trousers leg. The more you kill the more will there be in sight. And the Japanese learned the art of fighting in the Russian scrap, and now they are sending officers over into China to show the Chinese how. This ultimatum is merely a pretext for a fight with Uncle Sam."

"I see you have it all figured out."

"I didn't figure it out. The Japanese have figured it out. Don't you read the newspapers?"

"Not the yellow ones. They are worse than the yellow peril."

"Oh, yes, you say yellow, but

they print the truth. Look here, the Japs have whole regiments, drilled and organized, in the Philippine and Hawaiian Islands. The soldiers are working on the plantations as laborers, but some morning the bugle will blow and they will fall into line with guns in their hands! Then you'll see what will take place. The soldiers of the United States will be captured and locked up, perhaps fed on rats and rice, if they are fed at all. The islands will be in the hands of the Japanese and Chinese. What can we do about it?"

"Fight," said the druggist.

"Oh, yes, we'll stand a fine chance to fight. We will have no fleet over there, and by the time we get one there the natives will be in league with the Japs and we'll have no more show than a barrel of beer at a picnic. Of all the confounded fool notions that ever slipped into the pages of history, that notion of taking possession of those islands was the worst. What do we want of 'em? Look how far we've got to go to defend 'em. And while we have our war ships off there some alleged friendly power will sail their big ships right into New York and San Francisco harbors and send up a messenger saying that it would be too bad to shell the cities, and that a couple of billions in cash might avert such awful slaughter."

The druggist sat back in his chair and laughed.

"You've got it bad!" he said.

"Got what bad?"

"Yellowitis! It's a new disease.

Comes of a crossing of the yellow peril and the yellow newspapers."

"It's history!" shouted the other. "Who wiped ancient Rome off the face of the earth? Uncivilized tribes! Who destroyed the splendid cities and temples which were the pride of Mexico and Central America thousands of years ago? Savage tribes! Read history, man, and you'll find that when any nation gets too gay in the matter of wealth and power it's about time for it to be wiped out! We've been going the pace, sir! We've said to the world that we had the only civilization that wouldn't fade or rip at the heel. We've been sending the bible to the men who consider a gold ring in the nose a full-dress costume. That's all right, but with the bible we've sent whisky, and opium, and gunpowder, and repeating rifles, and a thirst for power! And we've sent men to teach the heathen how to shoot as well as how to pray! Before many centuries there'll be savages wondering who built those tall stone towers on Manhattan Island."

"You ought to consult a doctor," said the druggist.

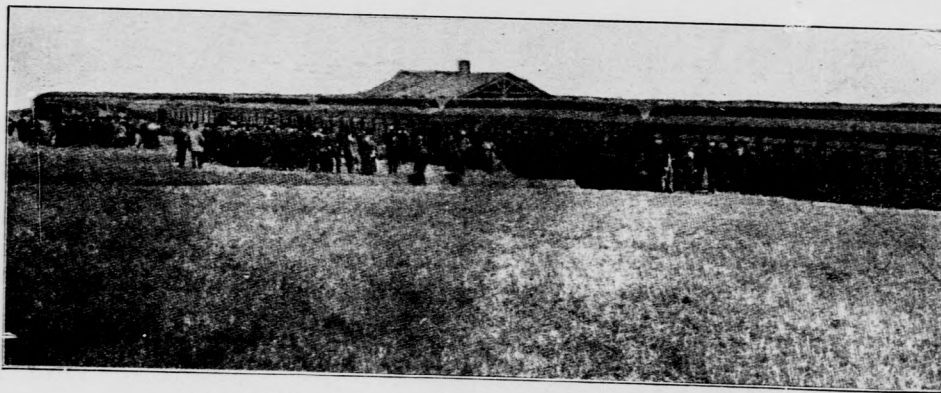
"We've put the curse of Adam on all the savage tribes," continued the book store man, working himself up into a fine frenzy, "and we've taught 'em to work ten hours a day to get what they used to get for one hour's work in the old days. They'll make us pay for it, too. You'll see what China and Japan will do to the white race, and especially to the white race of the United States."

"You say it well," said the druggist. "You've got the argument of

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Our special train of Pullman Sleepers to the Southwest 1906.

We are receiving hundreds of inquiries regarding our 1907 excursion and we have been assured that we will have the company of nearly one thousand Northern and Eastern business and professional men, most of them accompanied by their wives.

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the Californians down fine. There would have been no talk of war if those West coast people hadn't thought it necessary to stir things up a little in order to defend their course in the public school matter. Pretty foxy chaps out there."

"Then you don't believe the Japanese government has sent an ultimatum, and has placed drilled soldiers in the Philippines and the Hawaiian Islands?"

"Of course I do not."

"Well, they might do it."

"Yes, and they might get soldiers on the payrolls of the big buildings in New York, and all the large cities, and blow 'em up, but they won't. However, there is no knowing what the yellow journals will be having them do next. They've not only got Uncle Sam into an imaginary war with Japan, but they've got him licked to a frazzle. Poor Uncle Samuel! We've had him licked in 1776, in 1812, in 1848, in 1861, in 1898, but he is still doing business at the old stand. But this new scare is a little bit raw! You can't frighten the people with red job type headlines."

"You don't believe they will come swarming over here and take the country?"

"They might," laughed the druggist, "only for one thing."

"What's that?"

"The obstinacy of the American people."

"I don't understand."

"Why, we're an obstinate race. If the Japs got to fooling around our Pacific possessions we might be just obstinate enough to go over there

and tip their little island into the Gulf of Mexico. Powerful obstinate man is your Uncle Samuel."

"Oh, that's all right for talk," said the other, "but how could we fight 'em at such long range?"

"We might make them a present of the islands," suggested the druggist, "and then we wouldn't have to defend them."

"We'd be in a hostile country, over there, and every tribe of the Pacific would jump on us. We wouldn't have a fair show."

"There was a big boy in our school," said the druggist, "who thought he could whip the teacher, and we all thought so, too. We could hardly wait for something to happen to get 'em into a mix-up. We figured that all the boys would help Big Bill, and the teacher, being in a hostile camp, wouldn't be able to overcome our numbers. We began to feel sorry for the teacher. One day Big Bill put an icicle down the neck of the teacher's pet girl and was called out on the floor. Now, here were your hostile forces and your fighter away from home. I don't remember just how it happened, but Big Bill didn't look so very big in action. He didn't seem to make good. The boys all helped the teacher after he won the first round. The teacher kept right on running the school. When do you want to bring the Japanese bonds over?"

"Well, they'll be for sale, all right."

"All right. Next time you figure out what will happen to Uncle Sam, just pause and think what happened to Big Bill, with the teacher a long

distance from home and in a hostile country. That is, a hostile country until he began to win. It's all in the winning, old man. Of course we've got to build more war ships, but the rest isn't worth talking about."

The book store man still has the bonds.
Alfred B. Tozer.

He Had It.

"Do you know, sir," he began as he entered a grocery soon after the New Year, "that the pure food law is now in operation?"

"I do," replied the grocer.

"No more sorghum mixed with sugar."

"No more."

"No more apple peelings put up for raspberry jam."

"No, sir."

"No more canned goods preserved with acids."

"No a can."

"All goods have got to be straight and square."

"They have, sir."

"Well, now as we have come to a mutual understanding, have you got anything in stock that you can recommend me as on the square?"

"I have," replied the grocer; and, going to the back of the store, he lugged forward a bushel of turnips and said:

"There it is, sir. Real old-fashioned turnips with the tap roots on, and I give you my solemn word that none of the tops have been glued on or painted in water colors to deceive!"

Graft often goes about disguised as a business opportunity.

Should Vegetable Drugs Be Kept in Drawers?

Dr. W. C. Alpers, the prominent New York pharmacist, is unable to see why any pharmacist should keep vegetable drugs in drawers. It has been his experience that bugs go from one drawer to another and in time ruin the whole stock of crude drugs. The loss is very great, and there is no earthly reason why it should be suffered. Dr. Alpers keeps all of his vegetable drugs in bottles, and visitors to his store will see two rows of these wide-mouthed containers all along on top of his wall-case fixtures. They are incidentally an ornament to the store, and the Doctor, who has rather severe notions about advertising, and is a great stickler for ethics, thinks it is much better to have neat bottles than inartistic placards and patent medicine advertisements usually seen.

Length of a Hare's Leap.

When running at ease the length of the hare's stride is about four feet, but under conditions of fear its leaps extend to ten and twelve feet, while some authors claim that it can jump ten ditches twenty to twenty-five feet in width. Perpendicularly a hare can jump on to a five-foot wall, but seems to be nonplused by one of about six feet. The stride of the rabbit is about two feet; when necessary it can make leaps of six or seven feet horizontally. About three feet is the highest that a rabbit can attain to even when helped by the asperities of a stone wall.

"IT'S ALL IN THE JAR"

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

ATLAS SPECIAL WIDE MOUTH FRUIT JARS

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

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

HAZEL-ATLAS GLASS COMPANY
Wheeling, West Virginia

THE COUNTRY STORE.

How Some People Drive Dull Care Away.

Written for the Tradesman.

It was winter. The shades of night had fallen. The soft fleecy snowflakes came quietly down. Shafts of mellow light streamed forth from many a window. Nature seemed in keeping with the spirit of the season. It was a time for rest for meditation, for glad anticipation.

Within the store at the Corners the "Chronic Sitters" were holding down various chairs and boxes in the usual fashion. Neighborhood news was being disseminated. The reputations of various citizens were freely discussed. From poor John Hunchback to the newly-elected legislator none escaped criticism or commendation. A careful listener might learn who were good employers, prompt paymasters, thrifty, thoroughgoing, up-to-date farmers or the reverse. The bill of fare at the farmers' tables, the abundant spread which pleased the hired help or the scanty meals which furnished no incentive to labor were some of the items of greatest interest to the laboring man.

Interruptions were always in order. So when Henry Burnside and "Dutch Billy," his neighbor, entered every one turned his attention to the newcomers. Chucky, the little fiddler, was the first to spring to his feet and grasp the hand of Henry.

"Why, hello there, Philadelphia! Glad to see you once more, partner of my joys and sorrows. Do you remember how I used to take your part when you were a little fellow at school? But how you have grown—you are almost 'out of sight.'"

"Yes, but you can't take it now, you little rascal. Don't I owe you a licking anyway?"

"Let us forget the past, Henry. It is New Year's now. Let by-gones be dog-gone. When did we last meet anyway?"

"Was it yesterday we traded bug-gies?"

"No, Henry; yesterday was Sunday. It was Saturday. Why, just think of it! I have not seen you before this week. Shake again, old pard. Ouch, Henry; you are as loving as a grizzly. Paws, gentlemen! Not mine; but Henry's."

Meanwhile Billy had deposited a big basket of butter on the counter and his oil can on the floor and returned to the stove. Pulling off his wool cap he slapped it against his duck trousers to dislodge the snow.

"Lost something Billy," said the Ant, staring at Billy's bald head.

Billy felt in the capacious pockets of his hunter's coat for his mittens and pipe and then glancing about the floor, replied: "I don't guess so."

"Injuns would never scalp you, Billy," said Dakota, and then Billy caught on.

"Nefer you mind, boy. Some day you be like your own fader."

"Dad's a politician. Works his brain too hard. I know better than that."

"Say, Billy, you've brought the wrong basket. Those are loaves of bread," said Henry, as the store-

keeper took out the great seven or eight pound rolls of butter.

"My wife don'd be stingy. You can tell dat by dem rolls."

"Have you fellows heard about Billy's borrowing \$5?" enquired Henry.

Every Chronic Sitter seemed to evince deep interest at once.

"Who is the money lender? Has he got any more? Is he easy?" were some of the questions fired at Billy.

"What groceries to-night Wilhelm?" enquired the storekeeper.

"Fife gollons oel, some East Foam, and—"

"A pound of Bamboo and a cart-load of matches," put in Henry.

Billy and his meerschaum were inseparable. The harder he worked the faster he puffed. When he stopped to talk his pipe went out and then the pocket matchsafe came out and Billy stood on one foot, struck a match and got up steam again.

"You keeb still, Henry. I can buy mine own grosseries."

"Say, Billy," says some one, "if I had a neighbor like him I'd paste him one and teach him to mind his own business."

"Oh, Henry knows I like fun. Ven you haf fun dere must be one fool, already. You don'd can teach him."

"Your treat, Henry. Pass out the Record Breakers."

"What about that \$5?" says Joose, the cidemaker.

"Why," says Henry, "our neighbor over on the West Side came to Billy and wanted to borrow \$5, and Billy says, says he, 'Now, Mr. Painter, I'm a poor man. I can't lose \$5. If I borrow you dat \$5 vill you pay me again?'"

"Yes, Billy," says he, "I will surely pay you again."

"Vell, Mr. Painter," says Billy, "I will borrow you dat \$5, and, remember, if you don'd pay me it vill go hard mit you."

"Billy, do you want to take that deer head home with you?" asked Dakota.

"You got him set up already?"

"Already! Why, it would have been mounted two weeks ago, but I had to send the second time for the eyes."

"Take a Dutchman as he means, not as he says," interposed the blacksmith. "That 'once more, again, already' is just thrown in to keep the machine steady while the engine slows down."

"Like putting on the brakes gradually," suggested another.

"Or like the tail to a kite, but did Billy get the \$5 back?"

"Did he? Of course he did. That fellow would have thought the whole German army was after him if Billy had tackled him."

"Were you in the Franco-Prussian war Billy?" enquired the sexton.

"Vat! you take me for an old man? I vas juld a boy den."

"What war were you in?"

"No var at all. I serf my dime like every man hat to."

"You just drilled and played war, then? That must have been fun."

"Vun! Led me dell you; you nefer see so hard vork in all your life. Vy, ve stard off in de morning like ve go

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on a long march, mit gun and blanket, and ration and eferyding—seven- dy pounds for efery man to carry. Den we march right up de road fifteen miles and back again de same day. No difference how hot, ve don'd dare unbutton de tick coat nor lift de hat to get cool air. Some men drop ride down in de road and die. You tink dat fun? Vonder I don'd be more bald-headed as now!"

"I can get you \$5 for that deer head, Billy," says Dakota.

"I nefer sell him. The first deer I efer killt."

"No," says Henry "Billy will put that up on the wall where he can see it every meal time, and his salt pork will taste like venison to him."

"Hennery, don'd you tink you better get dem grosseries your wife dells you about and ve go home? Seem you not de nice quiet boy like you vas at home vhere she see you."

"Well, Billy, come up to the house and get the deer head," says Dakota.

"No, Dock; I take him home some daytime. Den I haf de money to pay you."

"What do I want of money?" says Dakota. I have had the pleasure of trying my hand at my old trade. I'll leave it to the crowd if it is not as perfect a head and neck as any live deer they ever saw."

"That is so," said the Mayor; "but Dakota must be different from most people if he does not want money."

"Gets a pension," says Chucky. "And then he's been to the Black Hills. I saw him with a big wad one day."

"What did he do with it?" enquired Borns, the horse dentist.

"Put it in his gun and blew it."

"Say, you fellows make me tired when you talk about pensions," says Little Vet. "What is \$6 a month for a fellow that stood up for a target all through the war. It's no fair shake, anyway, when there are others who didn't even get to the front and get two or three times as much. Why don't you try for an increase, Dakota?"

"No wounds to show nor any hospital record."

"That is it," says Little Vet. "If we young fellows had only known how valuable a hospital record would be sometime we would not have toughed it out alone in our tents when we were feeling off our feed; we'd have gone into the hospital. We never dreamed of pensions then."

"No, you were fighting for glory then," said the Squire.

"Glory!" says Dakota contemptuously. "We went down there to lick the Johnnies. And we did it."

"That is more than some of the generals could say," quoth the Deacon. "How many poor fellows had to die before those were weeded out and we had men in command who meant business! Well, I don't know how the rest of you feel, but I shall be asleep if I sit here much longer."

"Well, boys, let us vamouse and let the storekeeper go home early. There will not be any more trade this stormy night," says Little Vet.

"If there is nothing more on the programme I think we may as well adjourn," suggested the Mayor.

"And if there is anything more you better cut it out," quoth the blacksmith. "Your blamed foolishness is not worth losing good sleep for—not for a working man."

"All aboard, boys! Douse the glim; we are all out." E. E. Whitney.

Flat Building in New York.

Greater New York has during the last five years built 16,158 flat houses, furnishing homes for 585,021 tenants. The cost for construction has been \$390,512,595. When the cost of land is included the total investment has reached \$1,000,000,000. The investment to house each person has been \$1,710. If each tenant has paid, on the average, 10 per cent. a year for housing accommodations, the annual rent which such an investment demands from each tenant is \$171.



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You haven't forgotten the suit of underwear that kept you fidgeting every minute you wore it—have you? Possibly the garment wasn't cut right—possibly the sleeves were too long—possibly they were too short—possibly the button holes kept getting larger—possibly something else was wrong—anyway you didn't have any comfort whenever you had to wear that suit.

DEPENDON TRADE MARK UNDERWEAR

is made of high grade yarns—thoroughly treated before knit so that the finished garments will hold their shape and fit—trimmings of the best—no lumpy seams to rub against tender skin—reinforced wearing parts giving double life to every garment—and you pay only what you have been used to paying without being able to know whether you were getting a firstclass garment or not.

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These ready-to-use ads are only a part of the free selling helps that we furnish to merchants who stock DEPENDON MERCHANDISE.

The DEPENDON BOOK will tell you all about it—do you want a copy?

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BOOKS OF VALUE.

Some Volumes the Practical Horticulturist Should Possess.*

Our views upon most matters change with the years and we find that, as a result of observation and experience, we place the emphasis somewhat differently in connection with most of the affairs in which we are interested. This I find is especially true in my own case. There was a time, as a youngster plodding upon the farm and becoming somewhat intimately acquainted with the views of the older men who were neighborhood farmers, that I imbibed the idea that book farming wasn't worth a picayune; but the way to develop a farm was through the experience of dealing directly with the soil and each man must learn from his own exertions the most improved methods of husbandry. Afterward the pendulum swung to the other side and it seemed to me that the way to become a successful farmer was to give a great deal of attention to the latest books and publications and become thoroughly saturated with what had been written about husbandry.

After I had had my fling in trying to illustrate this last phase, I learned that there was a middle ground which was safer to stand upon; that the experience of the everyday toiler, if it was successful, was scientific in its nature and of the highest value; that, on the other hand, the recorded observations and experiences of men of this character were worth just as much, and many times a great deal more easily secured, than in any other way.

In the realm of nature study there has been a strong movement in favor of getting things at first hand, of inducing little people and older people to get out and see things for themselves even at the expense of a great deal of time that might better be spent in reading the observations of people who were skilled in observing. For instance, if we wish to see things correctly and get the largest measure of comfort in nature study, it is worth our while first to read the observations of such men as Abbott, Chapman, Van Dyke and Bailey. An observation, if honestly made, loses nothing in the recording, and inasmuch as "Life is short and time is fleeting" it is even of far more value to us to get a lot of these accurate and beautiful observations in nature well into our minds so that when we ourselves ask Nature questions we shall the better interpret her answers. So that books fill a most important place in the life of the horticulturist.

To the Michigan horticulturist I should say the most important books for him to either own or to have access to, which will aid him in his everyday work and help him to avoid many of the stumbling blocks that seem to be purposely placed in the way of the young horticulturist, are the volumes issued since 1870 by the Michigan Horticultural Society. In these volumes are recorded the best experiences of Michigan fruit, vegetable and flower grower. The mis-

*Prepared for the February meeting of the Grand River Valley Horticultural Society by Charles W. Garfield.

takes are recorded along with the successes; the books are well indexed in the tenth and twentieth volumes, and after that each volume has a very complete index, so that if one wants to find a particular thing he can do it quickly, and most of the things he wants to know he will find there. These volumes are in unattractive covers; they would not adorn a library bookcase, but for really useful information they stand at the head of all the books upon horticulture for the immediate use of the Michigan horticulturist.

Second, I would mention of great importance Bailey's Encyclopedia of Horticulture. Most of us can not afford to own this, but it is in the library here open to us all at any time. It is a wonderful set of volumes. Prof. Bailey has brought to bear upon its development a rare mind and a ripe experience of his own, and has had a remarkable faculty of gathering from the best horticulturists in America the most important things to know in every department of this field of husbandry.

To one who has a longing for horticultural pursuits and questions just how to do things or what things it is best to do, but who desires to be thrilled by the most delightful horticultural sentiment, there is nothing equal to Downing's Rural Essays. This is a book which is now out of print, but can be occasionally found in an old book store and in most libraries. Prof. Bailey has been a voluminous writer and not one of his books we could afford to drop out; each one is a gem in itself. He has touched upon almost all departments of horticulture in one way or another and his observations are of the practical character. He brings to us the most matter-of-fact operations of the garden and the orchard and the greenhouse clothed in the most charming language.

A book that has been of inestimable value to me, an old book, is Thomas' Fruit Culturist. You can depend upon it as correct. Most of the things are true for all time, and from the fact that John J. Thomas spoke from a rich experience of his own an added value is given to this publication.

Two volumes issued a number of years ago by Peter Henderson are wonderfully useful to the horticulturist. I refer to "Gardening for Profit" and "Gardening for Pleasure."

One more book to the fruit grower, and particularly to the person who desires to acquaint himself with varieties, is Downing's "Fruit and Fruit Trees of America." Charles Downing was not so brilliant as his brother, Andrew J., but he lived to a good old age and he brought to bear upon the science and art of fruit growing a well trained mind, and his patience and persistence in working out the details concerning the marvelous range of varieties of fruits in this country found their fruition in this most useful book to the practical fruit grower.

These are simply a few of the many volumes of value to the practical horticulturist.

Dulness May Have Its Lead in the World.

"Always to be right, never to doubt, and always to trample forward—are not these the great qualities with which dulness takes the lead in the world?"

The immortal Thackeray always has been held up as a cynic by that great mass of humanity which dislikes portraiture of itself which has not been retouched carefully by the brush of the photographer. It turns away, quite satisfied with itself, from a cheap, wrinkled mirror on its dressing case, but holds up its hands appalled when the clear, searching lenses of the photographer lay the shadow picture on the paper as a likeness.

Making allowance that not all the trampling, confident dulness in the world finds opportunity to take the lead, the fact remains that a thick hidden dulness, once over the ridge of natural impediments, moves with an accelerating force in the proportion of its initial cocksureness and its cumulative disposition to trample down all things which would oppose it.

Thackeray's phrase, "lead in the world," however, may be subjected to a little closer scrutiny and study than are invited at a first glance. His phraseology was prepared for the world as he saw it milling around him. Everywhere in this ostentatious procession of men he saw the trampling, masterful type of person on dress parade. Everywhere the type showed itself in the ostentatious lead with an admiring, envious following, eager to pay tribute to its accomplishments.

But not even Thackeray's alleged cynicism had shut his eyes to those types which, in the background of retirement and reposeful resources, are the steady balance wheels of society and of civilization. It must not be forgotten that the great mass of humanity is made up of the mediocre. Civilization is a great engine in the aggregate, balanced to the point of equilibrium as a whole and working toward the fixed ends which inspired it. Not infrequently the mechanism which has for its purpose the effectiveness of a cutting tool weighing a fraction of an ounce may require 500 pounds of steel framework and interlacing wheels, charged only with a directing gross energy. Civilization involves a similar design.

Dulness, in its aggregate abstract, always has been the force producing element in the world. Under the master hand it easily is harnessed, holds to its steady, milling tread and as producer and consumer becomes the vital body of society. Like responds to like. Thus the trampling, always right, never doubting types of dulness take their lead.

There is a wide field for that young man of mediocre talent having tact, a correct estimate of himself, and the studied ambition to trample forward, bulwarked in his thickness of hide, toward his leadership of men. If he be successful he may count upon a following of more than the mediocre.

All the world finds interest at least in "success" types, no matter what the field of endeavor. In a hundred lines of endeavor the successful man by mere reason of his success stands

out in his particular background. Perhaps in a dozen more nobly ambitious quests the penalty of his greatness is the sinking of his individuality. Starving genius in a million ways has left to the dull trampler the field of a material success.

I have a young friend who has in him the spark of poetic genius. He has written little but has thought the more. His songs—sung of themselves rather than of his intent to sing—have brought him the chance \$2—perhaps \$3—sometimes in rare cases a \$5 bill from the scant markets of the time. He had no complaint nor thought of complaint until that day when one of a thicker hide and wider possibilities of harnessing the forces of dulness, showed him the receipt of a \$20 bill for twenty-four lines, rhyming to the exploitation of a special brand of hams, bacon and sausage!

In America far more than in the riper civilizations of Europe, the man devoted to the arts accepts the material penalty for his ambitions. It is no better in the professions until the professional has brought his clientele under the influence of his show of success. The young practitioner of law or of medicine anticipates a starveling existence—a scale of compensation far below that of the carpenter or of the bricklayer until such time as he may in one way or the other prove himself to his following. His two courses are open to him—he may prove himself to his constituents and to his fellows in the hard, slow, self-sacrificing methods which alone reach his type; or with thicker hide and bolder trappings he may marshal the forces of dulness and lead them in procession where he will.

And leading them, he may be certain that in all the criticism of his profession because of the bolder course he will have not a little of the envy of that type which of brighter intellect has chosen rather to crawl toward its goal.

Marshal or be marshaled is the keynote of the times. "Whom shall I marshal?" is the question which comes home to the ambitious. The question is answered only in the broad conception of the young man as to what following he shall find most in keeping with his own inherent ideas of life. Dulness, leading the mighty aggregate of dullards in this world, is marshaled of a mighty force. The great intellect, swaying the towering intellects which rise here and there high above the levels of the mediocre, finds his compensation in his own individuality.

Dulness may have its lead in the world.

But not all men will follow.

John A. Howland.

Over a Million Arrivals.

The total number of cabin and steerage passengers landed at the port of New York during the year 1906 by all the trans-Atlantic steamship lines was 1,159,551. In 1905, 992,065 were landed, which gives the year just ended the record by a margin of 167,486.

You may be sure you are wrong when some men are sure you are right.

The Law as to Impure Soap

The Federal food and drug law applies to all medicinal preparations, whether for internal or external use. This includes soap, though every soap manufacturer but ourselves seems to prefer not to think so.

If a Federal inspector gets from you a sample of soap that proves to be adulterated or misbranded, you will be prosecuted unless you can show a manufacturer's guarantee.

If you handle **Buchan's Toilet Soaps** there will be no prosecution; but even if there is, it won't be against you, for we have filed our guarantee with the United States Government, and every cake of our goods bears the serial number.

Buchan's Toilet Soaps are not only safe; they are delightful soaps. The fact that they contain phenol absolut, 100 per cent. pure, gives them a quality that the average soap doesn't have at all.

Our serial number is

363

BUCHAN'S
Soaps Corporation
Flatiron Building
New York City

THE SHOE STORE.

New and Unique Plans for Its Improvement.

The "signs of the times" seem to be electric signs, and I have been recently looking up the matter of electric signs. The progress and development of the illuminated sign have always interested me intensely, and for this reason, while in New York a few days ago I made a special trip to the Times Square section to see the greatest electric sign ever built. There are several large constructions of this character in that city, but I think it is safe to say that the latest addition to the "Great White Way" is by all means the greatest of its kind. A certain energetic dyer and cleanser has adopted the current as a means of keeping his name and business before the public, and for many months it has been almost impossible to take up a position after night-fall where one of his signs on the skyline would not strike the eye. His latest achievement in this direction is stretched along the rooms of ten houses, an entire block. The letters seem to be twelve or fifteen feet high, and it is said that two thousand lamps of four candle power each are used. Many of the signs of the city are open to criticism from the artistic standpoint, but this is well-balanced and offensive in no particular.

The average storekeeper is more interested in the smaller devices and I have recently been shown some decided novelties in this line. The most striking is the mirrorgraph, a contrivance of a unique and perplexing character. It can not help but arrest attention and thereby compel the passerby to read the two inscriptions which alternate upon its surface. The sign consists of a frame which may rest on the counter or hang in any convenient place. It is but two inches thick, merely sufficient to accommodate a few small incandescent lamps back of the glass. These lamps are of the flashing type and when in action a selected legend shows up in letters of white. As the light of these lamps is cut off an entirely different card appears. This mystifying effect is accomplished by the use of a new silver coating solution, sometimes opaque, and other times transparent, according to the direction from which the light strikes it. This marvelous quality permits of a great variety of designs and modifications; for instance, in such a sign built for an optician, the lettering shown around the central panel is constant, but a change is made regularly in the character of the panel. For a few seconds it consists of a mirror which can be utilized by patrons of the establishment, then a hand holding a pair of eye glasses appears only to disappear just as mysteriously.

In the early forms of electric signs the letters were built up of a number of lights which made the sign costly, both in the matter of the lamps employed, and in the amount of current consumed. A sign thus constructed permitted of no variation. The Multisign changes all this. One light answers all purposes, and the legend may be changed every day or oftener if desirable. They are of

boxlike construction with a glass front, and the inscription is cut out of a stout cardboard and inserted behind the glass, an operation requiring but a few seconds. These signs are kept in stock, there being a selection of about five hundred to choose from. Where it is necessary to have some special wording, the order can be supplied in a short time, and one of the advantages claimed is that a similar sign ordered from the painter would require many days, as one color of paint would have to wait on the drying of another, but with these cut-out signs the work can proceed at once, and a sign with all the colors of Joseph's coat can be turned out in a few hours.

Very important advances have been made recently in the manufacture of incandescent lamps. It has been but a few months since the tantalum filament was heralded as a revolutionary improvement, it showing a very marked economy in the consumption of current when compared with the older types. This lamp was not commercially exploited before it was figuratively put out of business by the tungsten filament, which had advantages and economies over anything which had been shown up to that time. The latest arrival is the helion filament, which is the invention of Prof. Parker, of Columbia University. This lamp holds the record at present for economy, and besides this is almost entirely devoid of any fluctuations owing to variation of voltage. This is a feature of great importance in the eyes of the illuminating engineer. This filament is not what is known among electricians as metallic, but it has the characteristic of the metallic in that a ruptured filament will heal itself, the two ends welding themselves under the action of the current.

The old-time "Dollar Store" was an institution where everything offered was marked one dollar. In this respect it was the forerunner of the ten-cent store. The modern "Dollar Store" is a Pittsburg establishment, where you can purchase anything for furnishing a house for "a dollar now and then." The proprietor of this store announces that he furnishes everything but the cook.

A live Western storekeeper gets a line on a very promising lot of buyers by announcing he will frame all wedding certificates of recent date without cost. This brings him in touch with persons who are generally in the market for house furnishing goods, and by giving these persons special attention he makes friends of them, which association will probably last as long as they live in his vicinity and probably longer. While framing the certificate he makes a note of the name and address, and puts it on his mailing list.

A good live mailing list is a valuable thing for any storekeeper. An old one which contains dead names or poor ones is more than worthless. A good scheme for securing a fine list is by offering prizes for the greatest number of names. A Western dealer says that he obtained 25,000 names in this manner in three months at a cost of \$30, which he offered as prizes, plus a small printing bill. Three

prizes were offered of \$15, \$10 and \$5, and the attention to the contest was called by means of a small card, which was placed in every purchase. In order to prevent impositions he announced that any spurious names sent in would debar the whole list. He announced that the lists would be all verified by means of postal cards.

A daring business venture recently launched is a combination of the mail order and installment house. Two of these have been recently opened in Chicago, and the results are awaited with interest by storekeepers all over the country. When it is taken into consideration that such a house is handicapped by unusual bills for postage, freight and similar items, and the greater risk of bad debts, it would seem that they could not exist in competition with local houses, but, nevertheless, there are two such institutions in the Windy City.

A whole week was devoted to the recent opening of Waring's new store in London. During that time 800,000 persons visited the establishment by special invitation, admission being secured only by card. During that time the place was closed to outsiders, and no attempt was made to secure business, although the departments were all equipped with the regular number of salespeople. Orders were taken, although the visitors were invited to call for inspection only, and the goods on show were not in any case removed until after the regular public opening. In some respects the store is the finest in the world. It is said that there are two and a quarter miles of show room.

A good between-seasons stunt is the "House Furnishing Reception," at which goods are shown for the equipment of the house. This is a broad field, embracing furniture, decoration, hardware and even groceries for the furnishing of the kitchen, which with the proper material is an important part of the household.

An Illinois department store recently made a special display of handsome umbrellas in the window, and therewith was the announcement that the first applicant to present himself after the first fall of rain would be allowed to make his own selection free out of the stock of the establishment. The unique show attracted a great deal of attention and on the first cloudy day after the street in front of the place was thronged with persons awaiting the first precipitation of moisture to claim the umbrella.—Geo. J. Jones in Boot and Shoe Recorder.

The Man on the Road.

The man on the road is in business for himself, just as much as any stockholder in the firm he represents. His trade is distinctively his; his customers wait for his visit, buy on his recommendation, and mail their orders to him. If he changes houses his patrons follow him. His salary is based on the volume of business, as is the profit of any manufacturer or merchant. He is in business for himself without the investment of cash capital. Any young man who can sell goods can get into business for himself.

The newsboy, the clerk, or the farm boy must not wait for some manufac-

turer to send for him to fill a five thousand dollar position. Such dilatory evidence is not a mark of salesmanship. Neither should either expect voluntary promotion, but must advance himself by a show of persistence for the place he wants.

After a few years' experience as a drug clerk I wanted to try the road. I applied to the head of a wholesale drug house, saying that I was willing to commence at any job and work up.

"Where do you want to work up to?" asked the manager.

"Well, sir, I want to go on the road."

"Then be careful where you begin to work up from, and get as near as you can to the place you want," he said. "Down stairs we have a man that began as a boy, over thirty years ago, washing bottles. He became such an expert bottle washer that we could not afford to advance him, because we did not know how we could replace him."

"Suppose," said I, "he had demanded a better place, on the ground of faithfulness to duty?"

"But he did not, and there is where he probably failed to advance himself. He's too old—washing bottles is all he's good for now."

The foregoing narrative is true, which may account for its variation from some of the story book episodes.

A young man, to get on the road, must know where to draw the line in obedience, and when to quit washing bottles.

Every issue of smoke from every factory says: "We are making goods to be sold." Every boat and railroad engine says: "We are hauling goods to be sold." In every publication thousands are calling: "We have goods to be sold." New inventions daily proclaim: "Improved goods to be sold." The masses are crying: "We want the goods that are to be sold." Then what? Why! there is always room for a medium between those who buy and those who sell. The firm, however, that employs a salesman must know that he is that medium, and he must be willing to prove that he is by going out for a week's trial without salary, at his own expense, if necessary. There is room for men that can build, command and hold trade.—Success.

Rude To Her.

They were on their honeymoon. He had bought a catboat, and had taken her out to show her how well he could handle it. He had put her to tend the sheet. A puff of wind came.

"Let go that sheet!" he shouted, in no uncertain tones.

There was no response.

"Let go that sheet, quick!" he repeated.

Still there was no movement. A few minutes later, when both were clinging to the bottom of the overturned boat, he said:

"Why didn't you let go that sheet when I told you to, dear?"

"I would have," sobbed the bride, "if you had not been so rough about it! You ought to speak more kindly to your wife."

Do You Expect To Put In A Shoe Stock?

If So WRITE Or CALL ON Us Personally

Hirth-Krause Company

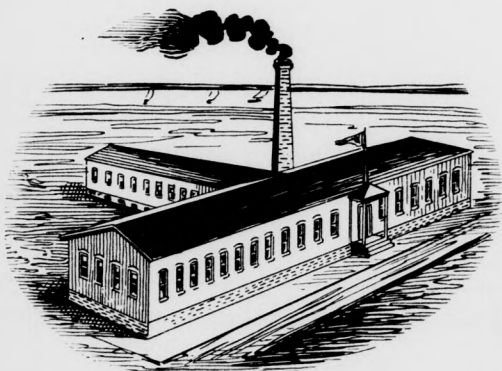
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TRADE MARK

Manufacturers

"Rouge Rex" Shoes



Where We Make



The Elk Skin Rubber Heel Shoe—One of the Rouge Rex Line

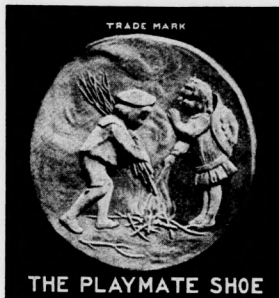


Where We Distribute

Star
Welts
For Men

"Saturn"
"Jupiter"
"Mars"

"Playmate"
Shoes
For Children



Women's
Shoes

"Ah-wah-ne-tah"
"Furniture City Girl"
"College Girl"

We Sell: The "Glove" Brand Rubbers
Rhode Island Rubbers
Shoe Store Supplies

We Carry Everything In The Shoe Line

BEAN RUST.

The Last Evil Bean Growers Must Combat.

Jackson, Feb. 11—It occurred to the writer in his search for information on this subject that the members of the Michigan Bean Jobbers' Association would have received more benefit had it been assigned by the committee to a plant specialist, who had some knowledge of the technical terms employed. Data and statistics on the subject are few and far between, consisting principally of experiment station bulletins, showing results of different methods employed in checking the diseases. They generally ran as follows, while the writer ran the dictionary:

"The diseases under consideration are attributed to micro organisms of the fungus imperfecti and are decidedly pathognumonic to beans and related leguminous plants. They are classified botanically as *Colletotrichum Lagenarium* or *Lindemuthianum*, *Pseudomonas Phaseoli* and *Uromyces Appendiculatus*."

To return to the subject and plain English, we find several diseases of the bean prevalent in Michigan, all more or less known erroneously as "rust." They are practically all of a fungus growth and are parasitic in nature. We will cover three of them briefly, as they affect Michigan bean growers:

The first is called "Anthracnose" or "Bean Pod Spot." Although the disease affects the small stems and the leaves, it is more noticeable on the pods, appearing first as small brownish spots, which grow rapidly and multiply, until sometimes the entire pod is blackened. Under the microscope these spots prove to be sunken areas, the living cell of the plant being destroyed by multitudes of fungi, forming spots that look like ulcers. The spores of these fungi are contagious and are carried, although principally by water, by insects, the wind and by brushing leaf with leaf. They quickly inoculate other plants and will germinate within forty-eight hours. The vegetative part of the fungus penetrates the bean within the pod, lodging its germs in the seed and incidentally leaving a small spot on the beans, which has proven very troublesome to some of the bean men, as it is almost impossible to pick such stock clean. This spotted bean will bring forth a diseased seedling next year and will multiply and spread as before.

Another disease very similar in nature to the anthracnose, although of bacterial origin, is known as "bacteriosis," or "blight." It appears on the foliage, stems and pods. Upon the leaves, usually the first to be attacked, it produces large watery brown patches, that shortly become dry and the tissue curls and breaks away, leaving the foliage ragged and worthless. On the pods it first appears as small waterlogged, discolored spots that spread rapidly and produce large patches, with borders tinged with a pink and bearing a pale amber colored incrustation upon the most affected parts. The amber color is due to vast numbers of bacteria that have formed into a layer over

the diseased tissues of the pod. A little later the pod becomes rotten and the fruit worthless. Anthracnose and bacteriosis often appear on the same pod and are easily distinguished.

The third disease of our common bean is the genuine rust. It is a fungus disease and one of the oldest noted. It is not usually a serious trouble in this country. It appears principally upon the leaves, more abundantly on the under side, where small brown circular spots are first seen. It is from the color of these spots, which resemble iron rust, that the disease gets its name. These spots are caused by multitudes of fungus spores that grow on the outside of the tissue—they easily rub off and spread the disease. In the early growth the threads of the fungus penetrate the leaf tissues, giving the foliage a sickly yellow appearance. Later in the summer the spots darken, the disease is carried on the old plant through the winter, when the spores germinate and inoculate the bean plants of the next crop.

This only gives a bare description of the principal diseases that confront Michigan bean growers. They sometimes appear alone and again collectively on the same field. Experiment has also shown that other plants are affected; for instance, a field of melons following a crop of beans affected by anthracnose will contract the disease and perpetuate it, so also will certain weeds. It is probably of much interest to the Association to learn the outcome of the experiments checking the disease. It was found first of all that good sound clean seed, carefully picked, was of prime importance. This can not be too strongly emphasized. The experiment also showed that only slightly affected seed was more harmful than those badly affected, for plants from the latter usually died, while the others grew and spread the disease; also the field that had already showed diseased plants should not be followed the next year by another crop of beans or melons, nor the seed planted too close or deep. If a field showed disease, spraying with bordeaux mixture or other good fungicide about every three weeks is helpful. It is also a good plan to pull all diseased plants as they appear, carry them from the field in a sack and burn them. A field affected by anthracnose should not be cultivated in the early morning when covered with dew, or following a rain, for it was shown that the anthracnose spores were held tight together by a mucilaginous sap, which water quickly dissolved and permitted the disease to spread more easily. The refuse diseased pods and growth on the field should be burned as quickly as possible after the harvest. If the pods or stalks are used for feeding, the manure should not be scattered all over the farm, thus spreading the infection. It was found that soaking the seed in hot water or acids, while it checked the disease to some extent, cracked the shell and lessened the percentage of germination, without killing the germ carried internally, and was not to be recommended. Many other methods of experiments were tried, but with varying results. K. P. Kimball.

Mysterious Migrations of Eels.

The biography of an eel is a recent addition to biologists' libraries. And it has proved one of the most fascinating stories which it has fallen to the lot of a naturalist to find and to tell. We can picture the great shoal of parent eels, the long journey from the inland waters ended, arriving at their proper spawning places in the deep Atlantic along the whole length of the European coast; the floating eggs gradually developing into transparent deep ribbon shaped heptocephali, the slow transformation to slender, active elvers, the vast multitude of elvers, foodless, their whole energy concentrated and spent in locomotion only, moving steadily in toward the coast, entering the rivers of Ireland and of France, entrapped in the great funnel of the Severn's mouth, pressing on through the English channel and into the North Sea, a remnant only, where tribute has been paid to all the rivers by the way, reaching the fresh waters of Denmark and the Baltic coasts, and finally the feeding and growth of the eels all over the European continent in preparation for the return migration to the sea.

An automobile tour from New York to Boston has just been completed and throughout the journey only kerosene and denatured alcohol were used. They were as efficient as gasoline and the experiment may work some radical changes. Gasoline comes high and does not smell very good either, and corn cob juice may be a very handy substitute.

CHILD, HULSWIT & CO.

INCORPORATED.

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SPECIAL DEPARTMENT DEALING IN BANK AND INDUSTRIAL STOCKS AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED SECURITIES.

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411 MICHIGAN TRUST BUILDING, GRAND RAPIDS

DETROIT OFFICE, PENOBSCOT BUILDING

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.

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



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.

OFFICE SHORT-CUTS.

Sensible Suggestions for Up-To-Date Retailers.

Agreat many retailers are still following the old plan of copying all the bills they get from the wholesale houses in their day book and carrying the totals from there to an account which they carry with each wholesaler in their ledger. There is a much easier way of handling such accounts and still be in thorough touch with them at all times. The following described method, which fits in nicely with the method of handling your credit accounts has been tried for years, and found to be exceptionally good for an average retail business.

The first requisite of this system is an office "tickler." These can be purchased from dealers in office supplies at prices from \$4 down, or can be made by yourself, in case you are thoroughly practical, and do not care so much for appearances as for usefulness. A few hints will help those who make their own "ticklers." The box should be about six inches deep, four or five inches wide and ten inches long. A good thick tag-board is the best thing to use for the paper divisions, and you must have one for each day of the month and each month of the year. While the tag-board is tough and good I have seen a "tickler" with fillers made of the cardboard that comes in cracker boxes, and it had seen long service.

After your tickler is made, or purchased, you must contract the habit of going to it each morning, take out the paper division dated the previous day, and put it over back of all the other daily partitions, so it can begin doing service as the same day of the next month. In this way your tickler is always ready to take care of anything you may want to refer to at any particular time within the next thirty days. When you want to place a memorandum in the tickler for a time more than thirty days ahead, you reach over to the back of the tickler and drop it in the month desired.

When you give an order to a salesman have him give you an exact duplicate of it. Place this order in your tickler where you will reach it on the day you should receive a bill of the goods. In case you do not get the bill this tickles your memory and you can write, urging prompt shipment. If you send in the order by mail or wire, of course you take a carbon copy, and file it in the tickler the same as copy of orders given salesmen. When the bill comes you can look in the tickler for the order, check it over and see that quality and price are both right, as well as quantity, pin them together, and then put them forward in the tickler to the time the goods should arrive. In case of delay in shipment your attention is then called to the matter when you run across the bill a few days later, and you can start a tracer after the goods at once. If the goods come all right you check them up with the bill, and then place the bill forward in the tickler to the time it should be paid if you take advantage of the cash discount. Then, in case you decide not to take the cash discount

when you come to the bill again you at once place it forward in the tickler to the date it must be paid.

When you come to this bill again, and pay it, you make your first entry in your day book, and it is then only a short entry, showing that you have paid cash for merchandise, with a line explaining whose bill you paid and its date. This does away with all ledger accounts with the people you buy from, as your "Merchandise" account covers it all, and a great deal of time is saved.

After making your day book entry of the bill, when paid, file the bill away in a regular letter file, such as you can buy at the stationers for a quarter, and label this file "Purchase File." In future, when you want to look up this bill for any purpose, you know exactly where to find it.

You will find this tickler very valuable as a daily reminder, and that is exactly what it was first made for. No matter what you want to be reminded of on some future day, such as an appointment to keep, a letter to write, a bill to collect, etc., all you have to do is to put a memorandum in the tickler on the right day, and you need not worry about it again, for it will come out and remind you at the right time.

The only thing you have to do to make this tickler do half your thinking for you is to be loyal to it and go to it each morning and move the division sheet for the previous day clear over to the back of the other dates. This will leave whatever you need to look after to-day right in front of the tickler, and after you have cleaned up that bunch of work you can feel satisfied that you are not forgetting anything of importance. If you have items pending from day to day they can remain in the front part of the tickler, where they are seen each day as you move the division sheets forward, and you thus never forget them.

The use of a tickler to take care of your bills payable until they are paid leaves you free from fear that you will overlook any of them at time to take your cash discount. You do not need to carry all such matters in your head, but can keep your head clear to take up other matters.

You need not spend money to try this system, so there is really no excuse for your not putting it in force. The time you save the first week by the use of it will more than pay you for all the time you use in its construction, and by the end of the week you will get the correct run of it, and will never part with it in future.

When a bill is payable in sixty or ninety days you put it ahead in the compartment of month in which it is due. At the end of each month you put the monthly division sheet over to the back of all the other monthly sheets, and all bills and memorandums found between this sheet you have just taken out and the next one you then take out and distribute through the days of the month on which they should have your attention, so you will reach them at exactly the right time. Do this the last of each month, as you move the month over, and you will always find

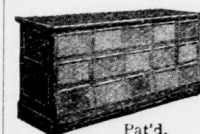
everythin coming to the front on the day you need it.—Clothier and Furnisher.

America Makes the Best Cement.

The Yankee cement wins the blue ribbon, excelling any European make. It is predicted that during 1907 the demand for Portland cement will exceed the supply. Egypt probably was the home of the early cement makers, 4,000 years ago. But their art perished, the result was the so-called Roman cement, intermediate between Portland and natural cement of to-day. They used it for building walls, vaults, roadbeds, and the like. But their art was a secret, and perished with them, and apparently had no imitators before Col. John Smeaton. He was a celebrated English engineer who in 1756 discovered that a certain limestone containing a certain percentage of clay produced a cement when calcined. He called the cement improved hydraulic lime. Smeaton risked his reputation as an engineer and showed his faith in his discovery by using the cement for the famous Eddystone lighthouse. Its foundations to-day are a monument not only to the quality of the cement but also of the engineer, his ability and courage. The work was finished in 1759 and has withstood the fiercest storms for a century and a half unharmed. This was the beginning of modern cement.

If our love here is weaving the garments of eternity, how will many of us look in the castoff clothes we have given the needy?

A Clean Store Helps



Sherer Counters FOR GROCERS

Pat'd. Catalog N free on request SHERER-GILLETT CO., M'rs., - Chicago.

Improve Display, Increase Sales, Protect Goods, Save Space and Time Beauty Store.

Sherer Counters Help Make a Clean Store



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.

U. S. Horse Radish Company Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Bryan's star is ascending;

Do you think 'twill ever set?

Eat "AS YOU LIKE IT" horse radish;

It's the best you'll ever get.

THE UNDER DOG.

Story of the Man Who Gave Up His Job.

Why did Samuel Peters, laborious, honest, faithful and efficient, leave Deadwood & Co.? Why did Deadwood & Co., sadly in need of honest, efficient men, let such a man as Peters go? Why did they practically force him to seek another position? Ask yourself why thousands of good men often get the worse end of the deal.

Next to fighting side by side with a comrade against a common enemy, there is no better place on earth to get acquainted with a man's inmost character than to work in close touch with him in one's daily toil. If there be any of the pure gold of native nobility of character, or any mean streak in a man's makeup, it is as sure to crop out in a few days between the hours of 8 and 6 as day is to follow night.

When I first knew Peters he was a man of about 35 years of age. He was past the age of strenuous, unreasoning youth. He had exploited the truth contained in the stories about how to make one's way in the world. He asked little of the world; but he asked that little calmly, confidently—certain he was worthy of that little. He was patient, unassuming and courteous—a worker from the time he took his coat off in the morning until noon, and when he came back from luncheon he never let up until considerably after 6 p. m. He would come back at night and work, straightening up the tangled affairs of a newly opened office.

In short, Peters was a gentleman in thought, word and deed. Yet without he had much of the wisdom of the serpent. He never gave utterance to unnecessary questions nor observations about questions of the day inside business hours. Peters kept up a fine record for upwards of five months, and then he fell sick. Now, there is nothing remarkable in a man falling sick, especially after he has been working day and night, also on Sundays, and having to live largely on restaurant food.

But the manager of the newly opened office didn't think so. His "Sherlock Holmes" intelligence saw through the petty subterfuge. Young, not more than 27 years old, a distant relation of the head of the firm, with the hot folly of youth and a meanness inherent in his nature, he could not be convinced that Peters was not deliberately trying to cheat the firm by failing to come down. So forthwith he ordered one of his assistants to go up to Peters' rooming house and see if he were shamming or really ill. The man went up and said Peters really appeared to be sick. That is where the assistant did not look after his own interest. The manager wanted a report that Peters was shamming; but even when he was informed to the contrary, he didn't believe it. When Peters came back to work after being absent for three days he found his pay envelope short by the time he had been away, and also was disallowed for supper money for several nights he had worked during the week before.

Peters deliberated between two courses of action—one to hunt Mr. S. Aleck and tell him he was a villain, and the other more in line with his own patient nature, to wait until he could see one of the firm and tell the story of the overwork and the ungrateful treatment. He waited.

In time the junior member of the firm appeared. He previously had worked in the ranks himself. And this was what made him particularly observant in watching the employes and forming his own opinion as to their merits. He started in with Mr. S. Aleck and watched him for a while. Then he watched the ways of the rest of the force. Being a wise man and used to the wiles of heads of departments, and even managers, he took occasion to speak to the workers themselves in his spare moments.

"Pleased to see the way you turn out your work," was his greeting to Peters. "Have you any suggestion to offer about it?"

Here was Peters' opportunity, and he took advantage of it.

Two hours later there was an audible noise in the private office of Deadwood & Co. The partner and manager were having a heated discussion. At first it was the manager's voice which was loudly heard, and then it subsided, gradually grew fainter, and then was silenced altogether.

"He's young," was the partner's excuse to patient, laborious Peters. "Don't mind him. I fixed up that little matter about the stopped pay for you. Just keep right on working."

Maybe in the estimate of some students of William the Silent—men who have progressed by keeping their mouths shut and their wounds hidden—Peters erred in obtaining justice. Maybe he would have climbed faster had he been still more patient. Maybe. But even the most patient dog eventually will bite if you kick him hard enough and long enough.

From the time the manager was told the plain and self-evident truth that he was young and had a little to learn he carried a big knife for Peters. There was the glitter of the blade every time Aleck went into Peters' department and asked him for certain information.

But Peters had seen other knives before. He was 35, a remarkably handy all-round man, so what odds? Straightway he began to advertise his merits and secured another position in a distant part of the country.

But here comes perhaps the only noteworthy part of this little story. The woods are full of good men, but sometimes it is a disastrous policy to muzzle the ox which treads out the corn. It was in this case.

Before he went away Peters had an opportunity to divert to his firm an enormous amount of business controlled by a friend of his. Peters' firm needed the contract badly. It would have given it a great amount of prestige. Here was an opportunity for Peters to return good for evil, to act the way Christians are enjoined to act.

Did Peters take advantage of this opportunity to square himself with



FOOTE & JENKS'

Pure Extract Vanilla and Genuine, Original Terpenless Extract of Lemon

State and National Pure Food Standards

Sold only in bottles bearing our address. Under guarantee No. 2442 filed with Dept. of Agriculture.

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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

Mother's Cornmeal

will not only please your customers but it will make you **25% profit** in addition to your extra profit accruing from our

Profit Sharing Plan

It pays to please your customers, especially when it pleases your bank account.

Order a Case

The Great Western Cereal Co.

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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

his "boss?" Did he turn over to his employers the proffered business? He did not. He told the firm that honestly he couldn't recommend his present employers to act like responsible business men, and that because they were not "on the square" he was leaving them himself. In other words the "under dog" got in another bite—a harder, deeper and more revengeful one.

On the Saturday before he left Peters fooled around the office until 12 o'clock. Maybe he thought the manager would come downstairs and say good-bye to him; but he didn't appear. Observing employes who had a hint as to the relations between the two men took careful note that Peters had a big cane with him, and he wasn't in the habit of carrying such a thing.

One or two clerks put the two things together and said it would be bad for Mr. Aleck had he come down to say good-bye to Peters.

At 12 o'clock Peters quietly took up his grip and cane and left the office. I haven't seen him since.

The entry against Peters' name in the list of employes was simply "Left to better himself." Men who are acquainted with the inside history of Deadwood & Co.'s branch say the firm makes but little progress. Good men come and go. If the junior partner ever suspects why, his mouth is sealed, for Aleck is a distant relation of the head of the firm.

Doubtless the saddest words to old fighters in commercial warfare are "the business that might have been secured." For instance, I know why Deadwood & Co. didn't get one big, profitable account. But their energetic branch manager by working a good many sharp tricks on his employes saves the firm a few hundred dollars per year. Of course, on the other hand, he undoubtedly has lost a few thousands through his tactics. But what's the odds? Dollars in sight are the ones to secure according to modern business ethics. And why should a sharp, shrewd, unscrupulous young manager ever be expected to see that some kinds of saving constitute a prodigal waste of loyalty and good will, without which but few firms ever achieve a big success? Why should he?

Like thousands of other young managers and heads of departments, he's young and likely he'll learn. Of course, it's hard he should waste so

much good material in learning; but the waste of life is said to be greater than its accumulation, and the woods are full of good, patient, willing horses waiting to have their hearts broken under the careless driving of inexperienced, beardless youths.

W. Brighton.

Pipe Dreams of a Promoter.

"What have you there, Simpkins?" said Col. Culver one morning as he walked into the office and found his secretary looking over a pack of cards.

"Why, sir, it's a new game, quite original and amusing," answered the secretary.

"What is the greatest American game, my boy? What game is there that arouses our spirits and raises the old Yankee Doodle in every one of us?"

A gleam of intelligence illuminated the secretary's face, and, with all the enthusiasm of a fan, he shouted gleefully: "Baseball; why, baseball, of course!"

"Quite right, young man, quite right. Yes, that is what the people go crazy over. But it only holds good during the summer. What do they have to fall back on in the winter, when there is no baseball, young man? What do they do then for enjoyment? What is the game that all Americans turn to to while away the dreary winter evenings?"

"Why, sir, it used to be 'postoffice' when I was a boy, but now I guess it has degenerated into playing 'hearts' and ogling," answered Simpkins.

"That's true enough, too, of young people," said the promoter, "but married folks find it rather tame amusement, night in and night out. They play cards, never 'hearts,' young man; they feel that they have lost too much on that game and it is a sore subject. But the idea is that cards is the greatest American winter amusement, the same as baseball is the summer sport. Now, young man, combine these two thoughts in your mind, bring them together and what is the result?"

"Why, sir, I don't know, I am sure. It is rather hard to put two such subjects together."

"It's simple, my boy, absolutely plain. It stands to reason that if the people will go crazy over baseball in summer they would go just as foolish over it in winter. We will give

them the opportunity by putting baseball cards on the market.

"I have thought out a unique little game of ball to be played by two, four, or six persons with cards. It is simple. Eighteen of the cards in the deck represent the different players on two opposing baseball nines. There are one base hits, two base hits, three baggers and one home run. The only difference between my game and the real thing is that the umpire is the joker, while in a real game the audience is the joker and the umpire the goal.

"Now, of course, you see the object of the game is to get the tallies which count up from the base hits. The highest card out is the home run and the lowest the umpire. The players are numbered from one to nine and one of a higher number takes a lower one. The rules will be simple, the object of the game being, as I said before, to score the greatest number of tallies in nine innings or hands. We will call our game 'fan,' that is a short, pithy title and most significant, too. Here is the advertisement I have drawn up. Put it almost anywhere; it is bound to bring results:

"FAN.

"The new baseball card game. "Are you a "fan?" If so, this game is for you. If not, you ought to be.

"Thousands have grown fat laughing over this game. It is the greatest mirth producer of the age.

"The object of the game is to make the highest number of runs in nine innings and to get rid of the umpire, which takes the place of a joker.

"Form a "fan" league in your town and play a series of games. Then challenge your neighboring team. It is as good as baseball itself, and what is better?

"Play "fan" and be happy."

"There, my boy, there is a breezy advertisement that will bring business. Put it most anywhere. Advertise for agents and get up a 'fan' league among your friends, Simpkins."

"It seems to me, sir, that the craze for 'fan' will sweep the country and that the babies will cry for it soon," answered the young man.

"The price is immaterial. However, I think we can sell more at 50 cents than at \$1. Try the market first, my boy, look into the other card game successes that I have cited and regulate your price accordingly. I can

rely on you, Simpkins, for all these details; it is quite enough for me to conceive the idea. I leave the rest to you. Am I right, young man, am I right?"

"Yes, sir," answered the secretary, "you may feel perfectly sure that I will push the thing through successfully. I, myself, have become an enthusiastic devotee to 'fan' already, and I am almost sure that my wife's mother will think it is great, sir."

Robert Carlton Brown.

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
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GRAND RAPIDS, MICHIGAN

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

**Walter Baker & Co.'s
Chocolate
& Cocoa**



Registered, U. S. Pat. Off.

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.

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

A RILL OF CREDIT.

It Might Swell Into a Destructive River.

Written for the Tradesman.

Harland was a successful druggist in a small way. He kept a well-assorted stock. If the people of his town wanted any drug or remedy which was a little out of the ordinary they went to Harland's, even if they usually bought their nostrums at another drug store. He really had the best and freshest goods in the place, and his stock of novelties and toilet articles brought the cream of the trade to his store. He prospered and waxed dignified, built a handsome residence on a fashionable street and joined the one club of the town.

But for years he kept right on in the same old groove. It seemed that he had about struck his level. His store did not grow with the town, which was a trade center. Men from outside came in and started a wholesale drug house and prospered. Instead of selling drugs and druggists' supplies to his rivals in the retail trade and making a profit off their business as well as his own, Harland was now paying tribute to a company which was thinking of attaching a retail store to its wholesale house.

Harland began to see where he had made a mistake. He saw that he might have started in as a wholesaler in a small way and held the trade of his section so firmly that the other fellows wouldn't have butted in. The more he thought over the situation the madder he got, and finally he became angry enough to want to buck the newcomers out of the field in which he considered them to be interlopers. He figured up his assets, and soon realized that he wasn't rich enough to get into the wholesale business without borrowing.

"But," he reasoned with himself, "I shall not be any poorer for being in debt, for I shall have the actual value to show for the money I borrow. I'll be paying about 6 per cent. for the money, and making 25 per cent. by having the use of it. Besides, I know this field better than the other fellows do, and my expenses will be lighter, and there is no reason why I can't drive them out of the field in a year or two. There's certainly not room for two such houses, and one will have to go, but I'll take my chances on not being that one. I should have branched out a number of years ago, but I didn't, and I must work all the harder now to pay for my neglect."

Armed with enthusiasm and a bunch of estimates, Harland dropped in on the President of the bank where he had done his banking business for a good many years. The President of the bank was a personal friend of the druggist. They lived on the same street and played seven-up together at the club. Their wives and daughters consulted each other concerning social functions and the habits of certain young men when they made the third or fourth call. So the druggist was not at all timid in presenting his case to the hard-headed old banker, and the President was not

backward in talking back to the druggist.

"I think I shall need about \$10,000," said Harland, after outlining his plans. "I may get through with less, but it is well to have enough, so as not to get pinched when success is just ahead. I'll make that other firm sit up and take notice. What will be the rate on, say, \$10,000 for a year?"

The bank President tapped his knee with his eye-glasses and leaned back in his desk-chair. Business was not pressing at that hour, and, besides, Harland was a good customer and a good fellow.

"I should be glad to let you have \$10,000," he said, looking out of the window of the directors' room and off about ten thousand miles over the roofs of the buildings across the street, "only—"

Harland began to move uneasily in his chair. Was it possible that his request for the loan was being turned down?

"Why," he said, "I don't see—"

The President of the bank shifted his eyes and looked through the wall over the head of the druggist. At least that is the way it appeared to Harland.

"—only," he continued, taking up the broken sentence, "that would not be the end of the matter."

"Of course it would!"

Harland was beginning to show his anger.

"You think so now," said the President of the bank, "but in a short time you would be in after another \$10,000."

"Well," said Harland, "even if I did, you would not necessarily have to let me have it. If you felt at all shaky I might go elsewhere, you know."

The President of the bank smiled and lighted a cigar, handing one to Harland, who accepted it in the spirit in which it was tendered, as a peace offering.

"My son," he said, "you know quite a lot about drugs, but you left school when you came to banking. If we let you have the first \$10,000, we'd have to let you have the second \$10,000, or see you go under. In order to save ourselves we'd have to carry you through. No other bank would take you on after we had the first claim, anyway. You might get \$50,000 into the hole before you began to see daylight."

The druggist laughed harshly. This was not at all to his liking. He had expected to be received with open arms by the banker.

"You are all right on banking," he said, "but you left school when you came to the drug business."

"Very good!" laughed the President of the bank. "You took a trick there! Now, I think I can explain my position by telling you a little story."

The President of the bank was the best story teller at the club, and the anger of the druggist began to evaporate.

"There were two travelers," began the President, "who found themselves in Colorado, at a town a few miles away from the mountains. When they arose the first morning after their arrival, they looked from their window and saw the mountains right across the common. The wide, level plain which



IT MUST BE A GREAT SATISFACTION

to retail grocers to be able to insure the goods they sell against dis-satisfaction. Knowing this and thoroughly imbued with the idea, when Dwinell-Wright Co. first put on the market the now celebrated

WHITE HOUSE COFFEE

the firm created a standard of excellence the whole coffee world has since adopted. Even the "Pure Food" principles—the sine qua non of commercial integrity—coincide exactly with the "White House" Coffee platform—absolute purity—insurance against adulteration and coffee robbery.

It will be a great satisfaction to YOUR customers if YOU supply

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SYMONS BROTHERS & CO., SAGINAW, MICH.
WHOLESALE DISTRIBUTORS OF "WHITE HOUSE" COFFEE

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ARE ONLY
REDEEMABLE
FROM THE
RETAIL GROCER

stretched from the town to the foot of the big hills with the white tops looked to be about forty rods across. The mountains were so close to the town that the travelers could see little blades of grass growing up between crevices on the foothills.

"Let's walk over to that gray-haired old mound of rock and earth before breakfast," suggested one of the travelers. "It will give us an appetite, and, then, we can put in the day going in another direction."

"All right," said the other traveler, "I've long wanted to get my feet on a bunch of earth that was pushed out of the crust at the fire line. Yes, we will go over to the mountain and work up an appetite for breakfast."

"So the travelers walked out of the hotel, filled their lungs with the cool, clear, bracing air of the plains and started off on foot to the mountains. They knew that the air was clear, but they did not know just how clear it was—at least not just at that time, so they started off at a brisk pace, intending to get back before the breakfast-cakes got cold.

"They walked, and they walked, and then they walked some more. At first they got the notion that they weren't covering the ground at a fair pace, for, after they had been out an hour or more, the town was still right there, just a few yards over the common, and the mountains were still so close that it seemed that they could almost reach out and touch them with a hand.

"They sized up the situation and walked some more. The mountains were so near that they did not like to turn back without reaching them, for that would mean a loss of all the endeavor of the morning. And, then, they saw that people were watching them from the hotel. Surely, it would never answer to turn back and meet the sneers of the local distance experts who made merry with the misadventures of travelers! No, they would keep on! And they did keep on, until they were worn out, and all in, and hungry enough to eat a raw cow. And, however fast they walked, there was the mountain right ahead. At last they began to see what they were up against, so they veered around and started back by another way. It would never answer to let the people at the hotel know that they had set out to visit the mountains!

"So they wound around a little canon and came out on a section of the plain where a little brook about three feet wide ran down from the foothills and met the river on its way to the Atlantic. When they came to this brook one of the travelers laid down his stick and began taking off his clothes. The other looked on in wonder. When the other had his clothes all tied up in a neat bundle on the top of his head, as swimmers arrange their wardrobe in order to keep it dry, he interfered:

"What's the matter with you?" he asked. "Have you gone daffy? Put on your clothes!"

"Of course the other traveler kept right on reefing his clothes so they wouldn't get soaked.

"I'll put them on when I get across," he said. "I'm going to swim over."

"Look here," said the other, "why don't you just step across the brook? Where is the use of going to all that trouble? Swim over! It's only a yard across to the other side."

"The traveler with the clothes on his head looked grimly at his companion.

"How do you know it's only a yard across?" he asked. "A little while ago we thought it was only a hop-skip-and-jump to the mountains! You'd better take your clothes off before you try to jump that brook, as you call it. The atmosphere is so blankety blank clear out here that the brook may be a mile across. I'm not going to run a risk getting ducked!"

"I see," said Harland, slowly. "You think the heights of success are farther off than the average business man thinks for? Well, I don't know but you are right."

"There is the story," replied the bank President. "Now, I've got a notion that, under the present atmospheric conditions, the brook you have come to is actually a mile wide, and that you'd better—"

"No," said Harland with a smile, "I'll not try to jump it. I'll keep on the way I came! I might get drowned if I jumped in!"

"Yes," said the President of the bank, "there's many a rill of credit that widens into a swollen and destructive river."

Harland had lost his opportunity by waiting, and he knew it.

Alfred B. Tozer.

Startling Increase in Immigration.

At the present rate of immigration a city as large as Albany is added to Uncle Sam's population every three weeks the year round. Every year at the present rate will add to the republic a population equal to the cities of Boston, Rochester, Buffalo, Albany, Syracuse and Pittsburg combined. Every immigrant must wear clothes and be fed and housed. Thus markets are thrust upon us. To care for the mighty movement railroads must increase their rails and equipment, new turnpikes must be built, as many factories of all kinds must be opened as existed in 1860; the mines must be made to produce 15 per cent. more than they do now; we shall require millions more of bales of cotton, and the farmers will need to use their utmost skill to produce enough food for the enlarged numbers of consumers. Imagine the market for electric appliances alone that such a demand makes.

Antitoxin for Fatigue Microbe.

That fatigue results from a poison generated in the overtaxed organism is a conclusion reached two or three years ago by Dr. Weichardt. The poison, or toxin, was supposed to be similar to those of diphtheria and lockjaw, and it was found that an antitoxin could be developed that would neutralize it. Continuing the investigation, Dr. Wolf Eisner has now proved that the toxin is produced in the muscles, while the blood contains the antitoxin.

Only wings of pride imagine themselves rising on the breath of applause.

Penmanship Once More a Fine Art.

There is a renaissance in penmanship, despite the speedy comforts of the typewriters. Ten years ago it probably would not have occurred to any one to show a page of manuscript at any exhibition; to-day pages or books of script form a feature of every show which takes to itself the name of arts and crafts. Some of the work is in Roman capitals, but the form of letter usually adopted is the uncial or half-uncial. Apparently all the writers have founded themselves in these models. Within these last few years not only has the art attracted a good deal of attention, but it has become quite the rage, so that in some circles it creates no more surprise now to learn that an amateur is taking lessons in script than it would have done some years back to be told that he or she had taken to poker work. From one viewpoint it is difficult to say where writing ends and illustration begins, but although in the recent revival the two arts naturally have gone hand in hand, the scribe and the illuminator are not necessarily one and the same person. Some of the illuminations show most elaborate and minute figure decoration, so delicate in coloring and so refined in treatment that it challenges comparison with the best of old work.

There are big black shadows behind the life that seeks the limelight.

A tight man and a loose dog are equally dangerous.

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

Vandenberg Cigar Co.

816 E. Fulton St.

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"Fun for all—All the Year."

Wabash Wagons and Handcars

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

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

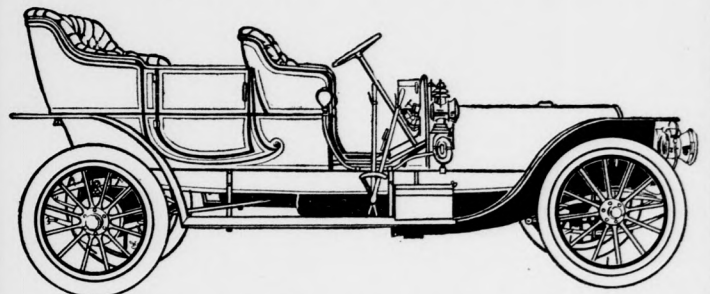
Wabash Farm Wagon—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5½ inches.

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

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

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

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

Recent Innovations in the Clothing Trade.

The silk tie, for wear on formal evening dress occasions, was first described in the last issue of this article on recent introductions in fashions for men, and this innovation has proven a most welcome companion to the white silk and velvet waistcoats to be found among the wearables of the man of correct fashion. The white silk tie is of the pure whiteness of the linen in the bosom of the dress shirt, and the ends of the tie shows delicate tracings in silk of the same positive white.

The box-pleat negligé shirt has been a great favorite this winter season with the good dressers in the metropolis. One sees a goodly number worn during business hours. The soft front gives comfort, together with a dressy appearance not to be found with the ordinary negligé shirt.

The "Tuxedo" or dinner coat, showing peaked lapels, is an innovation of some importance. The collar is of the coat material only, and the lapels show the silk facing to the edge. For the ordinary proportioned man the length of this coat is thirty-one inches, with about twenty-seven waist measure. For the coming summer season many of the dark-grey mixtures will be worn, as the materials in the trousers and coat for this informal dress—the waistcoat being one of the "novelty" order.

The array of fancy waistcoat patterns for the coming season seems to be numberless, and many of the productions are marvelous. The patterns in English flannels and imported mercers show contrasting outlines of plaids, bars and small figure designs. The single-breasted style of waistcoat is the favorite, and made without the collar. Many of the flannels and mercers have the edges piped in a color contrasting with the ground color—and in some of the most recent introductions the piping shows a color identical with that of the relief figure design to the ground. A new feature is the back lining of waistcoats of the same goods as waistcoat material. One of the new introductions has the side buckles, which give a very genteel appearance to the man without his coat.

The patent leather pumps, while being the correct foot dress for dancing, are also becoming more and more popular for use as the ordinary slipper. A man can wear the patent leather pump under conditions and on occasions where regular slippers would be entirely out of place; besides this foot dress has the advantage of allowing some "chaps" the opportunity of showing the handsome half-hose, which otherwise would never "appear in public."

The outside breast pocket on the coats has caused a demand for more elaborate handkerchiefs, and some very dainty and beautiful designs are being introduced. The more delicate and modest are the silk and linen,

which are mainly of French manufacture. There are the white with white imitation satin, one-fourth and one-half inch tapes running through the center. Then those with clustered cords utilized in like manner—which, while not colored, are very desirable for the outside pocket.

The many new things in suspenders and belts are making this branch of men's wearables very prominent. In suspenders, those of silk are almost endless in variety, and many of these with handsome mountings are finding admirers among the seekers of novelties.

It may be all right, and it is probably the proper thing, for women to wear ties made from the same material as their waists, but this does not hold good in men's apparel. If a man's shirt, for example, is white, with a pink relief, his tie should be a plain one of some contrasting but harmonious color, or still better a plain black or white four-in-hand. Navy and white will look well with almost any colored shirt, and all these look less womanish than a cotton tie made of the shirt material.—Clothier and Furnisher.

Folks who take life as a dose always want to prescribe for the rest of the world.

It takes more than information to work the transformation of the world.

Men always are weary until they take up some worthy task.



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.

San Francisco, California, Crowd.

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

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



Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis
Consolidated Salvage Company

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

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

EARNING COIN.

Good Tips or Many Ways To Make Money.

Does your salary provide you with all the luxuries your heart desires? Of course not; no one's does.

Well, there is no good reason why you should not increase your income, at least occasionally.

Almost every kind of information is worth money to somebody, and it is safe to say that you possess some of that information. Don't misunderstand this. Information means neither police secrets nor rare formulas, but merely an ordinary observation of what is going on around you.

Your neighbor, Mrs. Brown, is about to buy a piano. If she has expressed admiration for your instrument, you have plain sailing. But at any rate, whatever make she chooses, you have but to learn it before a salesman does, and you probably can induce him to split his commission with you. Or, you should go direct to the piano salesrooms, tell them that you have a customer for them, and claim your "rakeoff." With automobiles and sewing machines the process is similar; and the customer may never even discover that his purchasing act has a side value.

Did you say that Jones is about to take out another five thousand of insurance? Did he mention what company? Well, find out. It ought to be worth pretty nearly \$20 to you if you work it right.

The story is told of a man who wanted to sell his bicycle, in the good old days when wheeling was in vogue. He advertised it locally, sold it to the first caller, and began to turn away subsequent intending buyers. But they kept coming, and, feeling that it was a pity to disappoint them, he took their addresses and called the next day with a good second hand bicycle which he had obtained in the meantime. This was the start of a big business.

The job printer, the tailor who makes your clothes, or his brother who makes cheap suits for \$1 a week, the furniture dealer, possibly the summer resort hotelkeeper, and undoubtedly the contractor in any line of work will be glad to pay for any business you can bring them. And it costs you nothing to find that business beyond the effort of keeping eyes and ears open.

Do you know of a good job that is open? Many a man would give at least a box of cigars to be helped into it; or if you are not particular, you could turn the job over to an employment agency, who would give you one-fourth of the week's salary they receive as their commission from the applicant they put in the place.

Perhaps you are an amateur photographer—a "camera fiend." If you should happen to take a good picture of some pretty child, and casually show it to the parents, they will want a few copies. You sell them, of course, at cost—which term always should include a fair value for your time. A good view of some one's favorite dog, horse or even cat may be disposed of in the same way.

If in addition to picture taking you can write a little, and can send a few

views of some curious place, incident or accident with a brief description to the newspaper you will be paid for it. Only be sure your subject has something really original and distinctive about it.

And as to writing, if you are full of some subject, write it out, have it typewritten, and send it to some paper that makes a practice of handling similar subjects. Always remember that a well illustrated article sells best, that poetry does not sell, and that it is best not to try writing at all unless your subject is so active in your mind that it literally insists on being transcribed.

You may have a knack of writing advertisements. It is not necessary to go into the business to make money out of it. Write a few advertisements gratis for some of your business acquaintances, especially the small ones. If your work pulls trade, you will have no trouble in getting paid for it. And if you can induce them to let you place their advertising you will find a number of publications that will not be ungrateful to you.

This brings up the subject of canvassing. An advertising solicitor's work is considered above reproach. The salesman who goes from one business house to another selling goods occupies a high position socially. Why should the house to house canvasser not be regarded as in the same class? He is a salesman pure and simple; and if his goods are first class and he is willing to work as hard as he would if employed indoors he can make a good deal of money. He will be turned down sometimes, of course—so will any salesman. But he need not return to the place that rebuffed him; the salaried salesman must. And he has his choice of almost any good line; in hard times he is all the more in demand. You men out of work or

with health impaired by sedentary occupations, try it. You will find some good things in the classified columns under "Salesmen wanted" or "Agents."

Are you master of some trade or occupation requiring special knowledge? There are young men who would gladly pay you for a little instruction in the details of the work. Statistics show that the majority of men have more or less inventive ability. But most of them either let their ideas slip away into forgetfulness or dream of the time when they can afford to take out patents and perhaps start a company. It is a hard road, and a bird in the hand often is worth a good many in the tree top. Send a sketch and description of your idea to some manufacturer in that line of work. Most of them are honest, and it costs you nothing. If the idea is old or useless they will tell you. If it is good you may get only \$25 for it; better than let it rust away in a drawer. Even a good design for a postal card may be sold.

Take it all in all, everything has some value; even the jokes "the boys" spring so spontaneously could be dressed up attractively and bring a little money from the right market.

Paul H. Woodruff.

**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.



Magnificent Advertising

Within the next thirty days ALABASTINE will be the most talked of article on the market and every intelligent man and woman will have had its merits forcefully and attractively brought before them. Every dealer should stock and sell

**Alabastine
The Sanitary Wall Coating**

Alabastine, unlike ordinary hot and cold water kalsomines sold under fanciful names, makes a sanitary, durable coating.

See four-page insert in color in the Delineator, Designer, and New Idea Magazine. See page in Ladies' Home Journal, Saturday Evening Post, Associated Sunday Magazine, Munsey's, Everybody's, Good Housekeeping, etc. also half-page announcement in 150 largest circulated best daily publications.

Ask us how we localize this general advertising and help you to get people into your store. An opportunity of a lifetime to put money into your purse. Write us.

Alabastine Company
Grand Rapids, Mich.
New York City



IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

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.



The Hand That Holds the Pocket-book.

The suggestion of the London County Council to give each of their women typewriters, on their marriage, a dot equal to one month's pay for each year's service in compensation of their claims on superannuation, etc., has started an animated discussion in England on the dowry question.

In France and, indeed, throughout Continental Europe, the custom is so deeply rooted that few marriages are contracted in which the bride has not a dowry, even among the lowest classes. Parents begin setting aside something for her dot from the very hour of a girl baby's birth, and few women go to their husbands empty handed.

Anglo-Saxon people have seen fit to sneer at this practical arrangement. Our men, we say proudly, are not fortune hunters. They marry for love and not for money. Our girls are dowry enough in themselves and we are not offering dots with them to get them off, like the painted plaque that goes with a pound of cheap baking powder.

This is a lovely and sentimental theory that does credit to our hearts, no matter how much it may reflect upon our heads, for the truth remains that marriage has a practical as well as a romantic side, and then comes an hour when we find that love's young dream has to be sustained on beefsteak and onions.

It is all very well to say—and we all do make the idiotic statement daily—that nothing but love should dictate a marriage. That is true, but the young couple whose only asset is love are pretty sure to go into the bankrupt court of affection before the first year of married life is over. You can not be sentimental when you are being dunned by the butcher and baker and candlestick maker. The glamor of romance fades before shabby clothes and dingy lodgings and mean food, and when a husband and wife get to that point where life is a perpetual anxiety and self denial to make the ends meet, they are not likely to make pretty speeches to each other. They are more apt to indulge in home truths. Domestic felicity is a fragile vessel at best, and if it is not kept in a well-padded home it is mighty liable to get shattered.

I have had my lot to see the tragedy of the marriage based on love, and without financial backing, so often that I have grown skeptical of its meaning anything but disaster. I have seen dozens of young men, well-born, well-educated, with refined and cultured tastes, but who were making only a small salary, fall in love with many charming, but penniless, girls. In almost every case the ending was the same: the salary that enabled the man to live like a gentleman, and go in good society was simply starvation for a family. They had to live in a way that revolted his every taste. The

simple pleasures—the plays, the books, the charming society—had to be foregone. The man grew shabby and downcast and discouraged. Inevitable sickness ran up doctor's and druggist's bills, and debts began to press upon him. He saw the woman he loved grow slovenly and querulous, and then he asked himself if love was enough, and the answer came back, "Not on your life."

Of course, there is here and there a man who loves a woman well enough to do without cigars and clubs for her sake without repining, and a woman who can wear mother hubbards and home made millinery and still feel she has drawn the matrimonial prize, but such couples are as rare as white blackbirds, and nobody knows beforehand they are going to be that kind of a domestic fool. Most of us who have been used to the decencies and luxuries of life beat our wings against the cage and wonder what made us such fools as to get caught in the trap.

It is to prevent such catastrophes that I would gladly see the dowry system introduced into this country. Marriage for money can bring no happiness, but a marriage without money, except in the rarest cases, brings only misery. Love can not thrive on an empty stomach. You have to be comfortable physically before you can be sentimental. It is time we recognized this palpable fact and entered into the most important and binding trade of our lives with a little common sense, instead of stultifying ourselves with an illusion that we all know to be nothing but a poet's life dream.

I do not mean by this that riches are necessary, but I do say, with all the emphasis that I can command, that no young couple have any right to get married unless between them they have a competency to enable them to live in the way in which they have been accustomed. If they have not, they will surely regret the day when they tied themselves up in double wretchedness. It is all very well to talk about the pleasure of sacrificing ourselves for those we love, but I have yet to see the person who did it cheerfully. There are a good many things that are more comfortable to talk about than to do.

It may shatter another illusion, but every married woman knows that nine-tenths of the domestic spats are the direct result of a discussion of the money question. It comes with a shock of surprise to every man to learn that his wife's clothes wear out and that she has to have pin money. "What! \$15 for that dress! \$10 for a bonnet not six inches square! Want more car fare? Great heavens! do you think I am made of money?" That is a phonographic reproduction of the breakfast table conversation in many a home, and the curtain goes down to the man slamming the front door, and the woman wailing she is "go-go-going home to mother."

That scene, that always leaves behind it a story of intolerable injustice and humiliation with a woman, could and would be eliminated if a girl had something, no matter how small, settled on her at her marriage, so that she would not have to go to her hus-

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.

Grand Rapids Safe Co. TRADESMAN BUILDING Dealers in Fire and Burglar Proof Safes

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

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

band as a beggar for the very clothes on her back.

How deeply women feel this matter of money only those of us who are working women know. It is the real secret of the unrest and dissatisfaction in the home. I have had women, women who were the wives of rich men, say to me times out of number that they envied me because I made my own living. "But look at what you have and what I make," I would say. "Ah," came the invariable reply, "but it is your own. You do not have to ask for it or account to any one for the way you spend it."

Men do not know it, and they will probably deny it, every mother's son of them, but there is nothing they respect so much in a woman as financial independence. The hand that holds the pocketbook rules the world, and the wife who is the happy possessor of her own purse is going to be treated with the deference we all feel towards the Almighty Dollar. The rich are never snubbed.

An old story, but one worth repeating, is to the effect that a young millionairess once went to that wise old worldling, Sam Ward, and confessed to him that she was much in love with a certain young man, but she feared he was desirous of marrying her for her fortune. "What shall I do?" she asked.

"Marry him," responded Ward. "A man always marries for something. If he married you for your beauty, in time that would fade. If he married you for your wit, he would be sure to grow weary of your jokes, but if he marries you for your money, as long as you swing on to that, you have your man."

While not concurring in that cynical view of the subject, I am sure that any father desiring to assure his daughter's domestic happiness can come pretty near doing it by settling a sufficient dowry—tied up good and fast, so her husband can not get at it—on her to insure her financial independence.

In my opinion the dowry becomes almost a matter of noblesse oblige in America because of the way in which we bring up our girls. If a young woman were going to bring to her husband simple tastes, thrifty habits and hands skilled in household tasks, she might be excused for bringing no money.

But so far from this, every American girl, almost without exception, is raised with the habits of a millionairess on the hopeful theory that a fairy prince will come along and marry her.

He does not, and she espouses some poor fellow who has to work his fingers to the bone in a vain effort to support her extravagance. Certainly if a father brings up a girl with silk petticoat and automobile coat tastes, he is in honesty bound to furnish the money to provide them. He has no right to shift the burden of it on an impecunious and unsophisticated youth, who has no idea of the magnitude of the job he is tackling when he undertakes to love, cherish and support the modern young woman.

Nor need any one fear that the dowry system for girls would turn men into fortune hunters. American

men are not built that way, and in this country rich girls are habitually less sought after and have fewer opportunities to marry well than poor ones. Besides, men think well of themselves, and few are willing to sell themselves for any reasonable amount.

By all means let us introduce the dowry, which is only common sense and prudence, into our matrimonial platform. The reason so many people have broken through that is because it has been built entirely on illusions, and it needs a good, strong financial plank to strengthen it.

Dorothy Dix.

Paying Her First Grocery Bill.

She went into the little corner grocery to pay her monthly account, and her air of supreme importance caused the proprietor to step forward obsequiously.

"I wish to settle my account for the month," she said, trying vainly to assume the manner of an experienced housewife who had been in the habit of doing such things for years.

"Yes, madam. What name, please?" he asked deferentially.

"Miss Hamilton," was the unhesitating reply.

The proprietor turned to the books confidently, but failed to find the name of the fair customer. A puzzled frown appeared on his brow and he searched again.

"Pardon me, madam, but what did you say the name is?"

"Miss Hamilton," was the clear and distinct reply.

Another thorough search failed to reveal the name.

"Would you mind spelling it for me?" he asked in an apologetic manner.

She complied a trifle irritably, and he renewed the search, but with no better result.

"Are you sure, madam, that you have an account with us?" he asked desperately.

She gave him a frozen look.

"I think when my own husband gives me the money to pay the grocery bill I am very apt to know what I am about," she assured him, haughtily.

The proprietor began to feel somewhat alarmed. She had certainly said "Miss" when giving her name.

Something in his expression started her to thinking, and suddenly a burning blush overspread her face.

"I made a mistake in the name," she murmured, confusedly. "I meant Mrs. McDonald."

The account was readily located, and as he handed her the receipt he said, soothingly, "Most brides are so proud of their new name that they keep saying it over to themselves all the time, but you were evidently satisfied with the old one."

This world succeeds in keeping many a man poor in person, but it never will succeed in keeping one poor in heart without his consent.

The best prayer for your brother is not the one that rises to heaven but the one that brings you down to earth.

\$5,000 FOR YOU

We have in our files thousands of letters from satisfied owners of the American Slicing Machine.

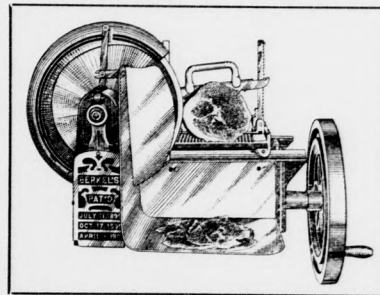
Not one of them has placed his additional profit from the saving of waste and the increased trade at less than \$1.00 a day, even in the smallest store.

The machine is good for at least fifteen years' solid service.

Fifteen years represents about five thousand working days.

THEREFORE, at the end of fifteen years' business life, the owner of an American Slicing Machine will have made in profits from this source alone five thousand dollars more than his competitor who has been trying to run this important department in the out-of-date, hand-slicing way.

Would You Like It?



This does not take into consideration the increased trade on other things which is bound to follow. If people come to your store for sliced meats they will soon be buying other things as well.

I want to know more about your machine.

The coupon will bring particulars and proof. MAIL IT NOW.

American Slicing Machine Co.

60 Fifth Ave., Chicago

Name

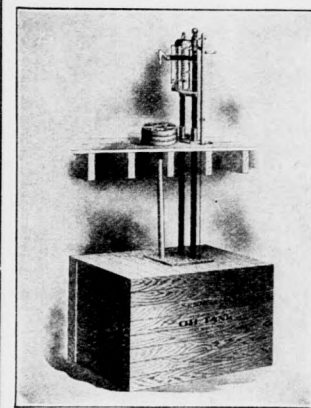
Street

City

State

Bigger Oil Profits

Are you making any profit on your oil business? Are you making all the profit you ought to make? Or are you losing oil and money through leakage, evaporation, over-measurement and other causes that always accompany the use of the old-fashioned tin tanks or leaky barrels?



Cut No. 1—Cellar Outfit
One of Fifty Styles

You can stop these losses at once and make a good profit on your oil by simply installing a **Bowser Self-Measuring Oil Storage Outfit**. With the Bowser the losses are impossible, because the tank is leak and evaporation proof and the pump accurately measures any desired quantity and pumps it directly into the customer's can.

If you want to sell clean oil from a clean store, and at the same time make a good profit, you want a Bowser. Write for free catalog M, which has full descriptions of the many Bowser Outfits.

S. F. BOWSER & COMPANY, INC.
Fort Wayne, Indiana

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

TRY, TRY AGAIN.

Stories of Men Whose First Ideas Were Failures.

Last week Alexander McClure, of Philadelphia, related that Andrew Carnegie had said to him that he would give \$200,000,000 to any wizard who could add ten years to his allotted span. Mr. McClure is reported to have replied: "Don't do it, Andy; you would lose money on the investment."

The desire to add a few years to a man's life when his whole existence is transitory is a curious passion. When Caesar's blood ran out prematurely at the foot of Pompey's statue the friends of that consul believed that a great calamity had befallen the Roman state. But, viewing the whole situation from the present period, the possibility that Caesar might have lived for ten years more seems trivial. Had he been able to buy off Brutus, and stay the more relentless enemy with the scythe, and thus secure a lease of life for another decade, the net results would probably not have been conspicuous. It is certain that the expenditure of such a sum as Carnegie offers would have been a waste of money to prolong the life even of the man who bestrode the world like a Colossus.

Length of years in itself has no definite value. The only thing known about Methuselah is that he lived longer than anybody else.

There is a great contrast between the career of our first President, who made no provision to perpetuate himself in stone or metal, and the industry along that line of Dr. Cogswell, the millionaire prohibitionist, who built castiron effigies to himself surmounting drinking fountains in every city in the United States that would accept the monstrosity. These temperance shrines, designed to lure men from more attractive drinking places, were a dismal failure, not only as instruments for reform but likewise as works of art, and even when they were fairly presentable, instead of leading men to contemplate with becoming respect the austere sobriety of the patron, the brazen image provoked the passerby to wrath that any American should attempt to parade himself before his contemporary public and down to posterity without the consent of the majority.

It is a lesson which our millionaires who hope to perpetuate themselves in this republic should heed. San Francisco, in an unguarded moment, was saddened with one of the Cogswell monuments. The head and front of its offending statue looked out on Market street, not far from the ferries. Few citizens of the Western metropolis could shun the statue. But there was growing up, under the influence of the celebrated Bohemian Club of San Francisco and the university life at Berkeley, a spirit of artistic rebellion against the "shapeless sculpture" of earlier days. One New Year's eve a company of artists, writers and younger members of the faculty of the State university went on the warpath, carrying a long rope. They lassoed that Cogswell statue and then, as the vigilantes did

in a former generation, took firm hold of the rope and "walked away."

A great amount of typical American mirth has been provoked by Mr. Carnegie's wholesale erection of library buildings. He has doubtless put up these enduring structures in the same spirit that prompted the Egyptian kings to build pyramids. The folly of those old rulers, seeking immortality in masonry, was that they did not engrave their names in big letters across the portal. Mr. Carnegie has made certain that his name is to be ineffaceably identified with the libraries he has endowed.

In Washington I attended the convention held in the auditorium room of the Carnegie library by the Audubon Society, which was held for the purpose of interesting school children to study and protect the birds. One of the speakers, wishing to impress upon the children the privilege the city had conferred upon them and to remind them that they should come promptly at the proper hour during the ensuing sessions, said, "Can any of you boys and girls tell me who invites you to this place?"

"Andrew Carnegie," chorused a number of little ones.

"Oh, no," said the scientist; "the city invites you here." And then the speaker added, "Do you know who owns this beautiful building?"

"Andrew Carnegie," chimed the children again.

"No!" the speaker exclaimed; "Mr. Carnegie generously gave half of the money, but the city owns the building."

On the way home the little girl of 6 whom I had escorted was very thoughtful.

"What I want to know is," said she, "does Mr. Carnegie own the city?"

I often think of the foolishness of the fame enjoyed from century to century by the archons of Athens, and by the celebrities who awed the populace by spectacular triumphs in Rome. Out of all the brilliant and successful millions of those dimly traced centuries, only a fortunate few individuals survive.

It is reassuring that what has outlived the birth of pompous greatness is the peculiarly human element in the character of the occasional ancient notable we can still call by name. If Alcibiades never had been drunk he might have vanished into the same obscurity that has enshrouded the majority of the Athenian youth who found it fashionable to patronize the academy which Plato maintained.

One of the curious things about ambitious love of immortality is that few people get what they strive for. Amiel, after a life of what he considered failure, wrote the journal of his unsuccess, and that made him famous. Benjamin Franklin, when he was hard up in London in his youth, was vastly disappointed, according to his own confession, because he failed to get a job as a swimming teacher. It was the ambition of Henry Ward Beecher to go to sea and become a ship's captain. The Rev. Mr. Aked, who suddenly has secured international reputation through his call to the Fifth Avenue Baptist church,



IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

A Mine of Wealth

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

1. It furnishes the farmer a constant and profitable market for his milk or cream.

2. It relieves the merchant from the annoyance and loss incident to the purchase and sale of dairy butter.

3. It is a profitable investment for the stockholders.

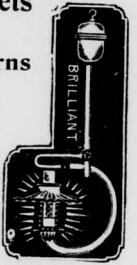
We erect and equip creameries complete and shall be pleased to furnish, on application, estimates for new plants or for refitting old plants which have not been kept up. We constantly employ engineers, architects and superintendents, who are at the command of our customers. Correspondence solicited.

Hastings Industrial Co.
Chicago, Ill.

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 Street Chicago, Ill.

WINTER GOODS

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

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

Our 1907 Line of Show Cases and Fixtures is Now Ready

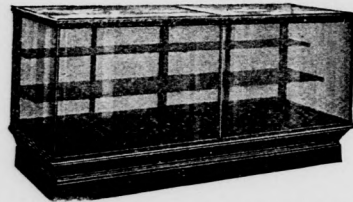
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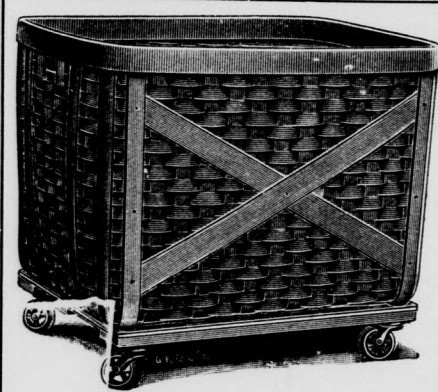
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New York, was a deputy sheriff in England, and was about to start to Australia to make his way in whatever field destiny might open when a farewell visit to his pastor dissuaded him from taking his trip to the Pacific island continent and induced him to study for the ministry. Herschel, the first of the great astronomers to teach mankind the infinite abysses of the universe, started out in life as a musician, and, in fact, at the time of his first discoveries was still playing the oboe in England.

It is interesting, too, that some of the men whose grip upon fame and glory is the most secure were utterly indifferent about preserving records in regard to themselves. The founder of Christianity, for example, and Socrates, the greatest of all philosophers, never so far as is known wrote a line. It was the ambition of Napoleon to establish a Napoleonic dynasty which should control for all time the principal monarchies of Europe. But the only descendant of the Napoleonic family who holds important office to-day is in the American cabinet.

Instead of fastening an unlimited monarchical system upon the Old World, the Napoleonic wars and usurpations paved the way for the practical democracy which now, in spite of the fiction of titles and ceremonies, is enjoyed by all the people of Western Europe. Napoleon himself in exile said with characteristic clearness of view that the one valuable thing he had given to the world was the code Napoleon.

On the other hand, the serious and valuable things that some men create are totally eclipsed by the nonsense they produce. After Lewis Carroll had written "Alice in Wonderland," which he regarded as the incidental diversion of a long life devoted to mathematics, Queen Victoria wrote to him saying that she had enjoyed his inimitable work of fancy, and directed him to send to her nothing else that he had written.

He thereupon mailed her a copy of a work of his on differential calculus.

On the occasion of the memorial exercises on the field of Gettysburg, there were two orations. One was by a celebrated speaker. It was a polished effort, but totally has been forgotten. The other had been penciled on the back of an envelope by Abraham Lincoln while riding thither in the cars, and this speech, consisting of a few sentences, and at that time considered a failure, has become a classic.

In fame it is the by-products that are often the most valuable, and even in the most strenuous career it is usually the unplanned campaign that brings the greatest results. Mr. Roosevelt, with all his mastery of fate, was greatly opposed to being made Vice-President. The "Elegy Written in a Country Churchyard" was not considered by its author worthy to rank with his other productions, and it was, in fact, handed about among his friends for more than a year before it got into print.

The author received, finally, a warning that it was to be published without his consent. Gray thereupon wrote to Walpole to place his copy

in the publishers' hands, and to have it printed without any interval between the stanzas, and then the poet added in regard to this masterpiece, which he felt was not up to his standard, but upon which his fame was destined to rest secure:

"If the publisher would add a line or two to say it came into his hands by accident, I should like it better."

It is said that Kipling was so dissatisfied with his "Recessional" that he threw it into the waste paper basket, and that his wife fished it out and sent it to the London Times. Many people to-day think this is the best thing that Kipling ever wrote.

Harold Bolce.

Prehistoric Remains in Nebraska.

Alas, poor Yorick! and alas for long ago man! Prehistoric skulls have been found in Nebraska. Of six skulls found two were of the modern Indian type; but beneath these, and covered by a layer of ashes resting on a stratum of silt compacted by the fire above, four skulls of a remarkable character were unearthed. The only implement found with them was a small broken triangular flint knife. Unfortunately, the back part of each of these crania is wanting, but the portions which remain exhibit low cranial capacity and are believed to approximate to the Australian type. The forehead is even more flattened and receding than the Australian forehead. These skulls indicate a low cerebral capacity, inferior to the modern Indians or the typical American mound builders. Their average stature was about 5 feet 10 inches. Even if not of great antiquity, says Prof. Osborn, it is certainly of a primitive type and tends to increase rather than diminish the probability of the early advent of man in America.

German Workers Rewarded.

Prizes for cleverness are awarded by at least one German manufacturer to his employees. In every shop a letter box is put in a conspicuous place and the men are asked to submit in writing suggestions for improving the work of the plant or decreasing its cost. This is not original at Tegel; it is in use in many shops, but by close attention from Mr. Dorn, the manager of the works, fifty good suggestions have been put into effect in about a year and a half. The suggestions are usually accompanied by sketches, sometimes by good drawings. Those considered sufficiently meritorious are put into effect. The employes receive cash prizes for their suggestions, the amounts varying from little sums to about \$100, and, for a specially good thing, above this.

His Experience.

"After all," said the philosopher, "the real joy of a thing is in the anticipation of it."

"Well," replied Henpeck, "if there's any joy in matrimony that must be it."

The most up to date feature of some sermons is the dust on them.

No man has power with men until he understands the patience of God.

A lazy man is a dead loss to himself.

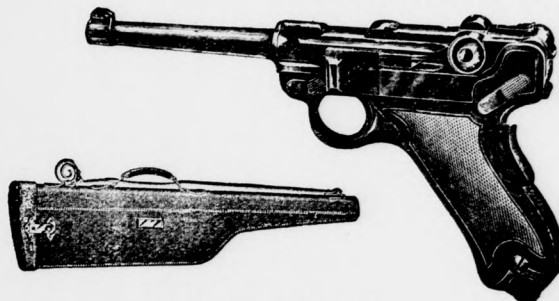
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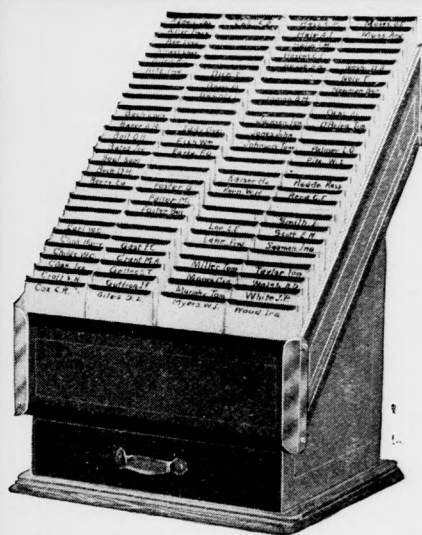


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Stormy Day Message To the Shoe Dealers.

Do you ever feel as if you wanted to bruise somebody's head? I do. It's a bad feeling, isn't it? Don't give way to it; don't let it betray you in verbal or personal violence. No matter how strong and insistent the desire may be to air your troubles, they had better not be aired. The man who talks "troubles" advertises his own weakness and inefficiency. It exaggerates the outlines of troubles that now are and paves the way for yet more troubles. Bottle your troubles. Make a solemn compact with yourself not to reveal them and—keep a-smiling.

Does your business have a way of getting on the bum now and then? Mine does. Business is a queer proposition when you come to think about it, isn't it? Has its ups and downs. Now it looks so good and bright and promising we are almost hypnotized into the conceit that troubles are merely dream-stuff; that they really have no objective validity. In our moments of high feather we are dead sure we could, single handed, put to flight a whole battalion of them. Before long something comes up that knocks our amiable self-esteem into a cocked hat. The sky suddenly darkens and the spring-tide of hope is transformed into the winter of discontent. We are now down in the valley of hard-knocks, through which everybody that ever amounted to anything had to pass, and out of which only fools emerge with the conviction still upon them that they are the whole push. Say, dealer friend, when you get a puncture in the tire of your self-esteem; when you suddenly butt into the realization that there are other people on the map besides yourself—and out after the trade with commendable pluck and grit and resourcefulness; when you have to admit (although the admission punishes your inner parts) that the other fellow has outwitted you—what do you do when you have to go up against that sort of a proposition? No use to fret and chafe and let all your badness out; get a-going; tune up your thinker to the creative note—and just keep a-smiling.

Do folks sometimes look hostile to you? Do you now and then fancy you can see a speck of green even in the eyes of those whom you call your friends? Do you see—or fancy you see—a sinister twitch back of the outward smile? I do—and it gives me the creeps whenever I do—it makes me feel sorry for myself for being so mean. The faces of most people are as mirrors; it's your own reflection you see there. If the picture haunts you and fills you with unpleasant fancies, it's a pretty good sign there are some diminutive devils in yourself peering around the corners of your own eyes, and saucily making faces at you from the vantage ground of the other fellow's face. Suppose you banish those morbid and suspicious

conceits from your own noggin—and then take a second look. Be candid and honest and square with yourself—and above all refuse to think ill of the other fellow until you are actually confronted with positive evidence of his wrong-doing. Assume that he is what he professes to be—and keep a-smiling.

Do things sometimes appear to you to be just a little out of kilter? They do to me. Does it sometimes look to you as if you were holding the bag while the other fellows rounded up and corralled the plumpiest and juiciest of the profits? When I slip up on myself harboring a notion like that, I say to myself: "Getting old in spots, hey? Getting disgruntled and sour? Bah! It's a trick of the mind, a figment of imagination; cut it out! If you're as good as the other fellow, do it yourself; if not, don't blame him for making a botch of your mental mechanism; for he didn't have a blooming thing to do with it; it was your job, and you alone are responsible for it." When I say things like that to myself it has the effect of putting me on my mettle; I spade a little deeper, work a little longer—and as a consequence, generally get results that put me in a fairly decent frame of mind. Things never get out of kilter—it's you that are out of kilter. When the disjointed feeling within you projects itself outwards tighten your grip and buckle down to it with new vim. The world is still full of sunshine. The possibilities of success lie ankle-deep most everywhere. Prosperity in shoe retailing is a simple trick that can be played in almost any old town—if you know how, and really make up your mind to do it. Have it out with yourself and decide that you are going to do just that—and keep a-smiling.

Does it sometimes look to you as if the other fellows got all the cream, leaving you to bolt the skimmed milk, or go around more or less pestered by a vacant sentiment inside you? It does to me. But I try to get myself separated from the idea just as soon as possible. I console myself with the reflection that there's plenty of cream to go round for the live ones—and the other kind ought to thank their lucky stars that it's milk (not rainwater) that floats the cream. This wakes me up and I—keep a-smiling.

Does the whole scheme of modern industrialism look bloodless and brutal? It looks that way to me—sometimes, that is when I get the worse end of a deal. But when I beat the other fellow out and help myself to the profits, this same industrial scheme looks as sweet and calm and roseate as a June day. So it all depends on which end you are at. If there's a growl at one end, there's a friendly wag at the other end. You surely don't expect to be at the wag-end all the time. Take your medicine when you find yourself at the growl-end. Don't prate about competition; it's a part of the game—it helps to make the game worth the playing. We are built on fighting lines. Just got to fight, to strive, to pit our strength against something or somebody. Business, as it is carried on to-day, is the biggest and finest, the most fascinating, and at the same

time the least destructive method of contest by which weakness is metamorphosed into strength. Get your nerves a-tingle with the love of the fray. The joy that men feel when they divide amongst themselves the spoils of war is a comfortable thing, to be sure; but the courage and discipline which they incidentally acquired in making possible the spoils is worth more to them than the swag. Business is a winnowing process which serves to separate the men who can from the men who can't. Business is a tournament where esquires win the spurs of knighthood. Don't criticise the rules of the game, for the rules have been adopted by the majority. Save your health—you'll need it. Economize your time—it's valuable. And in the meantime—keep a-smiling.

Are you ever tempted to lend an itching ear to the gratuitous I am? It's a temptation of the devil. It's bad policy to give way to it. It helps to scatter abroad the seeds of distrust—and it deposits a little pigment of mud in your own eyes every time you do it. Keep a-smiling.

Are you ever tempted to lend an itching ear to the gratuitous plaints of somebody or other? Poor business that. When some self-elected Prince of Wales comes to you with his modern version of the Book of Lamentations, put your fingers in your ears; ask him by what right, assumed or delegated, he proposes to make a garbage can out of you. Change the subject even if you have to fall back on the weather, and—keep a-smiling.

When things look bad, don't whimper. Assume for your own peace of mind that they'll be better further on. Plan to facilitate the coming of a brighter day. When shoes don't appear to be actively in demand; when the in-take waxes small and the out-go looms big, work yourself up by sheer force of will into a sort of enthusiastic frenzy about your wares—and write an advertisement. If you have been outrageously worsted in a fair fight don't whimper; put arnica on the sore place, and make up your mind to do it first the next time. Hang your wash in your own attic and—keep a-smiling.

I had an object lesson the other day that did me good like a medicine. I was at home in my slippers when the bell rang, and there stood at my door a book agent. He asked me if I would hear his proposition. I said: "Sure." I gave him an easy chair and switched on plenty of light. Then I settled myself down to enjoy that fellow and get value received for my time. A really high class book vender can now and then give you a pointer on salesmanship. This man was a star in his line. He had a whopper book in seventeen or twenty-seven volumes (I am poor at remembering statistics). It was on travel, profusely illustrated with beautiful half tones and colored plates of pretty much everything on our planet. There were sketchy little descriptions of people and places that I had heard about, and quite a bunch of material about places and people that I wot not of. He was glib and oily to a degree. His credentials and testimonials were formidable. And the

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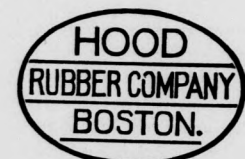
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price was merely nominal—only about a ten spot down and a five spot monthly for a year or so. But I didn't seem to take to the book. Told him so kindly but firmly. Then, as he busied himself folding up his paraphernalia, he told me what a good proposition his book was from his end of it; how the thing sold like all get-out; how he was dead sure he would see, at the very least count, five hundred copies of it in our town. The more obvious it became to him that I wasn't in a buying mood, the more enthusiastic he seemed to become over his proposition. He became positively radiant as he jollied himself on his good luck in falling in with his house. He made an affable exit—and all the while kept a-smiling.

Now, my dealer friend, that's the way you ought to do when you get one of those kinky, cranky customers that you can't tempt into buying. I presume you have them once in a while. Show your goods as you will, say your say as you may, now and then you find you are up against it. Don't lose your patience. Keep a grip on your nerves. Never let anything sarcastic escape from your tongue. Let him go out with the impression that you are more sorry than angry that you haven't made a sale; that he has at least found a gentleman, although he may not have found a pair of shoes to his liking—keep a-smiling.

As for me I have reduced my nineteen-naught-seven resolutions to a single proposition. It reads as follows:

Resolved—That I will do the

best I can under the circumstances, and—
Keep a-smiling.
—Cid McKay in Boot and Shoe Recorder.

The Empirical Formula.

In answer to an enquiry from a prospective purchaser living at a distance, a real estate broker might describe a house as made up of so many cubic yards of granite, so many thousand bricks, so much mortar, so much timber, planks, and lath, so much plaster, so much hard wood, so many tiles, and such an amount of some specified roofing material. The description would probably be accurate, for in all likelihood it would have been made up from the architect's estimates, and it would be fairly exhaustive; but the man to whom it was sent might feel as if he had asked for bread and received a stone.

In what other light can one look upon an empirical chemical formula of a somewhat complex compound? A list of ultimate constituents, with the number of atoms of each, gives no adequate notion of the real structure of the compound. Yet sometimes such is the only formula published of a substance recommended for medicinal use. Writers who have occasion to mention the compound can not be blamed if they give no better formula than the one published by its discoverer, but the latter should be expected to furnish the working formula.—N. Y. Med. Jour.

He who does not fight his appetite must forego his aspirations.

Training of the Builder.

So much has been said and done about the education of the architect that there is some risk of forgetting that in connection with all building work there is another person—the builder—whose education also needs the fullest consideration.

If the architect devises it is he who executes, and, in fact, a large proportion of the building work of the country, that of a speculative nature especially, is both devised and executed by him. The generally acknowledged badness of such work—badness in conception, in planning, designing and lasting qualities—is not anyways due to an overwhelming desire to cheapen down the cost so much as to ignorance. Often, indeed, costly and inappropriate decoration is introduced where simple and inexpensive treatment would be more effective, and money is thrown away unnecessarily in overcoming construction difficulties which would never have arisen had the original plan been well thought out.

At first sight it might appear that these are arguments rather for the employment of a trained architect than for the training of the builder; yet surely it is better for the builder to be himself trained and fully skilled in his calling than that he should continue ignorantly to produce bad work.

When dealing with the better class of builder—the general contractor—all architects will recognize the great difference which exists between the skilled and the unskilled, the technically trained and the untrained, and know that those who can render them

real assistance, as it is in their power to do, in the carrying out of important work are comparatively few. With such it is a pleasure to deal. They become coadjutors rather than employes, friends and not enemies, having at heart in common with the architect the satisfactory accomplishment of honest work and being both willing and capable of achieving it.

Everyone, however, is unfortunately better acquainted with the converse of this picture. When, as too often happens, the builder—the “practical man,” as he would call himself—only half knows his business suspicion upon the architect's part replaces confidence, and this to the detriment of the work, even when there is honesty of purpose on both sides.

Live on Dates and Melons.

Dates and melons are almost the only food of many of the poor in Jerusalem. Usually only one meal a day is taken by them.

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Your Business Grow

THE Keeley Cure **LIQUOR MORPHINE**
27 Years Success
WRITE FOR
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You can demonstrate the truth of this maxim. They are, FIRST OF ALL, GOOD RUBBERS, and then GOOD SELLERS because they have so many TALKING POINTS—extension heel, cap toes, etc.—points that appeal to the buyer and ensure a long profit to the seller. On Leather Tops we lead the procession. By all means wait for the “Beacon Falls Man” or write us for samples, PREPAID.

The Beacon Falls Rubber Shoe Co.

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236 Monroe St., Chicago

Always look for this



mark on your rubbers.

IDEAL BUSINESS MAN.

Some Qualities Which He Must Possess.*

The ideal business man need not necessarily have been the ideal boy. He may have been as much of a harum-scarum as lived in the neighborhood; he may have been the same boy who went with his cousin down to the old swimming hole against the advice and admonitions of his mother. He may have been a boy who was up to all sorts of tricks and peculiarities. That would not unfit him to be the ideal business man, provided at the proper time in life he began to form ideals; if, when he became a young man, he began to leave off these old tricks and to look upon life as a serious proposition; if he began at that time to form and continue good habits during the balance of his life. And so I take it that the ideal business man started out in life this way. He very early started out to find an ideal wife, because no ideal business man is a single man, unless from necessity.

Next, the ideal business man is not, as a rule, a society man. I don't mean by that that he does not go out in good society. I mean that he does. I don't mean by that that he does not learn how to properly conduct himself, because he does, but I mean that he does not give up his time entirely to society. His business takes up his mind almost entirely.

I might illustrate that to you by a little story I heard some time ago, and before I say that I ought to say that Brother Stowe stole most all my stories. About everything I had laid up to say he took away from me and left me a good deal in the condition of the story of two ministers. It is said that an old minister and a young one were discussing one time the relative merits of the different kinds of preaching, and the old minister, of course, stuck up for the extemporaneous method of speaking, and the young man believed in talking from manuscript. The young man had produced all the arguments in favor of talking by manuscript; how he could talk more precisely and exactly and say just what he wanted to say. The old gentleman came at him like this. He said: "Now, my brother, when you go to the church on Sunday morning you have prepared your sermon during the week; the Devil has stood over your shoulder and seen everything that you put upon the manuscript, and he goes around and tells all your people in the church, all the members of the congregation, exactly what you are going to say, and your argument loses its force; they have an argument against it and it is nothing new to them, but, my brother, when I go into the pulpit on Sunday morning the Devil himself does not know what I am going to say."

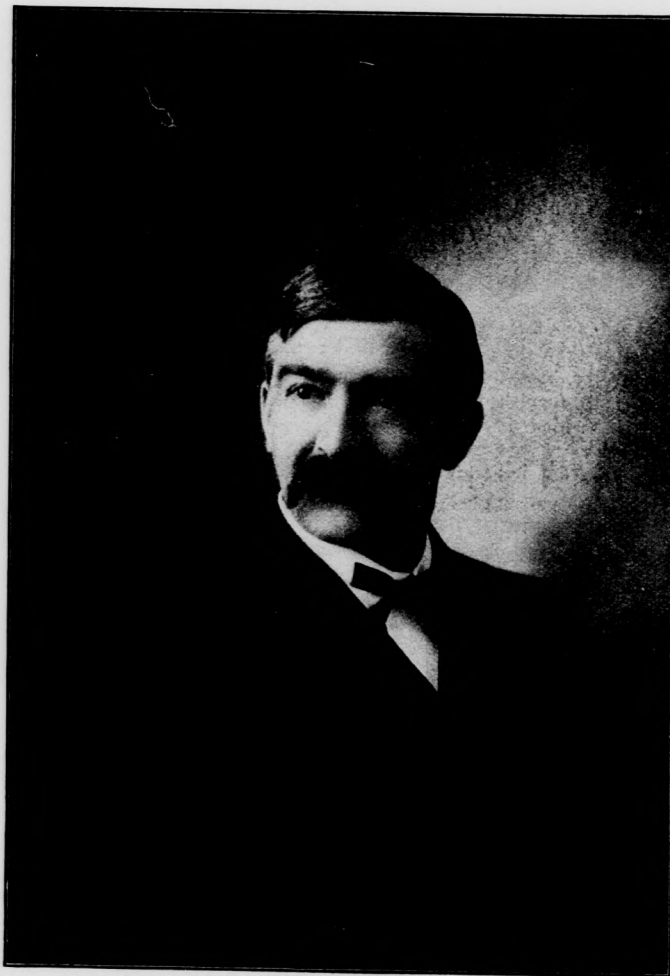
To illustrate now the idea that the business man, the ideal business man, is not a society man in the sense that he puts his mind all upon that, I started to tell you an instance that I heard of once: It is said that a business man, and I think he must have been an ideal business man, went out

*Address at annual banquet Allegan Board of Trade by Hon. Kelly Searl, of Ithaca.

one night in society with his wife, as we all do, mostly to accommodate her, and while she was upon the floor having a splendid time he sat off in the corner thinking about his stocks and bonds and various matters of business, and a neighbor lady went over and sat down beside him, thinking she would cheer him up a little, and she said: "Mr. Jones, is your wife entertaining this winter?" and he said, "No, not very."

The ideal business man is invariably kind and considerate to those about him, he has some feeling for those whom he employs, he remembers that he was once a young man, a clerk in a store or in a bank, a book-keeper in some other institution, manufacturing establishment or something of that kind. He is kind

The ideal business man supports his local newspaper. He advertises in it and helps it along. He realizes the fact that the local newspaper man can do more for his town than any man, save the preachers, in it. He advertises, he supports it, he gives it his patronage; he is a progressive business man; he is not afraid to look forward to the future; he is not afraid to work and build up his town. He is not afraid to look out for new institutions and to put his money behind them, even although he may know that he stands a chance to lose. He knows that whatever builds up his town for a reasonable length of time, any factory or any business institution, even although he may lose every dollar that he puts in it, a few hundreds of dollars is a good advertise-



Hon. Kelly Searl

and considerate to those who work with him or under him, he looks to it that they have reasonable hours and reasonable conditions, that they have a reasonable period of time for rest, that they are not obliged to work upon holidays and upon Sundays, that they have a reasonable time for recuperation through the vacation season. In other words, he adopts the Golden Rule as to them, and I observe that that not only makes them better but makes him better, because of the fact that he is thoughtful and kind to those with whom he mingles. He is an honest man, upright in all his ways, he pays his debts, he performs his promises, he sets a good example to his own family and his own household,

ment for him, it is a good business investment, so he is progressive and works for the benefit of his own town. He takes an interest in education. He visits the schools. As a matter of fact he does not, but he ought to, I mean. If he is an ideal business man he knows something about what is going on in the schools and what is being taught there, the new ideas that are coming up, the new fads, because it is a notorious fact that school men are not real practical men, their work is such that it takes them away from the business men of the community, and they become in a measure theoretical and not practical. His habits are unquestionable, he always goes in good company, he is always in a place that he is willing his wife or his mother should see him in; he

is not like the man that went upon the stand and testified that So-and-So was not of good character, and the lawyer asked him why. "Because," he said, "I met him the other day in a place where I would be ashamed to be seen myself." And that illustration reminds me of another court story. Lawyers know more about court stories than we do about anything else. It is said at one time a judge in court admonished a prisoner. He said: "Now you are discharged, but after this I want to say to you you ought to learn a lesson, you ought to always mix in good company, go amongst honest men." The prisoner answered, "I am going to, your honor. You will never see me here again."

The ideal business man does his duty as a citizen. The business man, as a rule, does not perform his duties as a citizen as he should. He refrains from holding office. What I mean is, he refrains from holding little inferior offices that are a trouble to him and bring in no revenue. You can scarcely draft a man to go upon the school board, you can hardly get a man to take a place upon the village council. We can find plenty of men who would not be good men upon the council, but to get good solid business men that have experience and know what the town needs we have to draft them almost; and so as to the school board, and as to committees to work for the benefit of the town, and to serve upon juries and matters of that kind. I wish to speak to you a moment upon that. My friends, do you realize that your very property and its value, your very existence, your happiness, everything that you hold dear in this world, is so simply because the laws are enforced in your land? Everything you hold dear in this world you keep safe because there is the power of the courts backed up by good, honest intelligent juries, but if you continue to refuse to sit upon juries, if you make the excuse that almost every business man does, that it does not pay him, if you take that view of it, then just so far you pull down the power of the courts to protect your property and to protect your life and to give you happiness.

And so it is your duty to sit upon juries and not to make excuses, it is your duty to act upon committees, to go upon your school boards and on your council and take the offices that do not pay. There are plenty of people that will take those that will pay. Take those that do not pay and do your duty as a citizen and you will approach so much nearer to being an ideal business man.

I observe further that the ideal business man has moral courage and that he is willing to stand up for those things that he thinks are right. If there is a sentiment abroad in his community that there should be better government, that there should be better enforcement of the laws which make good order and good citizenship, then an ideal business man is not afraid to stand up and say: "I am in favor of that!" He does not stand back and say: "Oh, I am in business; it won't do for me to take any position upon that because if I

do I may sell a dozen or two less eggs to-morrow than on the day before yesterday." He does not take that position, but he stands up and says, "Here is a proposition that is right; we propose to have the laws obeyed in this vicinity; we propose to have gambling places driven out; we propose to drive out the slot machines; we propose that the saloons shall close upon hours; we say that Sunday shall be observed in this village, and that we shall have law and order here," and an ideal business man stands up for those things.

He is charitable to his competitors. He is willing that they, as well as himself, may make some money and prosper in business. He is charitable to the public, he is willing to give of his means in order that all charitable institutions may thrive and that they may do well the good they are doing throughout the land. He sheds abroad an influence for good in every direction. And I observe further that this ideal business man joins usually with some fraternal organization. That is not always true and not necessary to an ideal business man, but it broadens him, it brings him into good company, it is a benefit to him in many ways; but if any man thinks that he becomes a better ideal business man by joining seven or eight lodges and going five or six nights in the week to some of the lodges and forgetting his home during those five or six nights in the week and becoming so tired out that he can not go to church upon Sunday, he makes a mistake and is not an ideal business man. Do not do that, my friends; don't worship your lodge. It is a good thing to belong to, it is well that every business man does belong to one or more good fraternal organizations, but it is a mistake to think that they take the place of the home or the church, because they do not, are not intended to and never will.

I observe further that the ideal business man supports the church and all Christian institutions; he may not necessarily be a member of the church. If he is, so much the better, but if he is not a member he is glad to have his wife a member, he is glad to have his children in the Sabbath school, he is glad to give of his substance to support the ministry and all organizations connected with church work. You must remember that while the minister preaches almost entirely for love, and while love is tender, love is not legal tender.

The ideal business man's home life is a picture of happiness. If he has the good fortune to be blessed with a family he rears that family in a proper manner. He is glad when he can bounce upon his lap the first boy of the family. I see him with that boy, holding him up. Such a boy never lived, in his mind, and he is willing and glad to bring up that boy so the people may say that the boy is an ideal boy and may become an ideal business man.

I have described the ideal business man to you as he appears to me. I doubt not that some of you will ask me where he lives and I presume you would expect the answer to be that he lived nowhere upon the face of

the earth. That may be true in one sense; absolutely, it undoubtedly is true, relatively it is not true. There is an ideal business man in every community. There are many of them. There are many who approach this ideal very closely. Some perhaps who go beyond what I have painted it, it depends upon each town. He lives in Grand Rapids or he lives in your town, according to the ideals that each one of you may put forth, if you approach very closely to the ideal business man and your neighbor approaches a little more closely than you and someone else a little more closely than either one of you, and you have more of those that approach so closely to the ideal business man in this town than there are in any other town throughout the State of Michigan, then the ideal business man lives in Allegan.

There comes a time when this ideal business man retires from business; he goes and takes his needed rest at his home, with his ideal wife. I see him as he goes from his place of business to this ideal home of his, to this wife who has tenderly cared for him through all the years, I see them sitting there together in the last years of their life, when gray hairs come, never a word having occurred between them to mar their comfort or happiness, they having reared a good family of boys and girls who are married. I see them there upon a festal day with these boys and girls come home, with other boys and girls of their own; I hear these grandchildren prattling about the house having a good time, as this old couple, this ideal business man and his wife in the sunset of life sit there and look back upon their lives, and I hear that wife say to her husband, "Surely you have been an ideal citizen, you have performed your duties, you are indeed the ideal business man," and then I rejoice because he can say, "Yesterday is but a dream and to-morrow only a vision, but to-day, well lived, makes every yesterday a dream of happiness and every to-morrow a vision of hope."

Factory Keeps Running.

Owosso, Feb. 12—The Robbins Table Co. lost its dry kiln and a quantity of lumber by fire recently. Two days later a contract was let for the construction of a new kiln and now the building is so nearly completed that one-half of it will be put into use to-morrow. Meanwhile the factory has not had to close down for a day.

The Perry Glove & Mitten Co. has opened its factory and all the knitters reported to take their positions. The President thinks there will be no more shutdowns and that a steady ten months' run can not very well be avoided.

Long suffering acquired through listening to the sermon will not help in the trials of the week.

The preacher whose study is confined to four walls is sure to say many foolish things.

Your prayer check does not amount to much without the signature of your deeds.

A FACTOR TO BE RECKONED WITH

The Value of Hard-Pans

has been increased out of all proportion to price. New features have been added to make them better, Klondike Hooks and Eyelets—new styles—same old "Hard-Pan" quality—making them more than ever a factor to be reckoned with by the shoe dealer seeking business success. For you must realize that your principal asset is the recommendation which one satisfied customer gives to another. This kind of advertising is a tremendous aid to success. Have you tried it—the Hard Pan way? No matter how good your stocks are you'll find this line a help to better business and bigger profits.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.
Makers of Shoes
Grand Rapids, Mich.



Stock No. 887

Hard-Pan Shoes
Good, Better, Best



When a man puts his feet into a pair of Hard-Pan shoes for the first time he knows they are good—they are so comfortable.

After he has worn them a few months he knows they are better than any shoes he ever

had—they have proved so durable.

In the course of time he comes to know they are the best he get—he has so thoroughly tested them by hard walking through wet weather and over all sorts of rough country.

But he insists on one thing: They must have our trade mark stamped on the soles.

He knows other so called Hard-Pan shoes look like ours, but that the imitation imitates neither the wear nor the fit of this sturdy old genuine and original Hard Pan Shoe.

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

GREAT MEN.

How They Conducted Themselves as School Boys.

Does the boy indicate his future success by noticeable school days, and if so, is it the "little limb" or the studious boy who has the better chance of future greatness?

There is no question to which the study of the present generation of the millionaires gives a more conflicting answer than this. As a rule the individuality and sometimes the trend have been strongly stamped in the earliest days, and the force which made men great was strong enough even in school days to impress itself on the surroundings. Among the winners in the game of success, however, the exception which proves the rule frequently is found in those for whom a bad end at first was predicted.

While it is not along multimillionaire lines, Mark Twain's life is the kind of success that perhaps appears most of all to Americans, and it is a dearly loved story on the part of the humorist that his mother declared that he surely was destined to be hung. Once when it was feared that he had been drowned in the river she alone was not worried, "for," said she, "he will not come to any such mild end as drowning. A boy that can think of and do the things that he can, can not escape being hung."

Of his friend Henry H. Rogers it still is told in Fairhaven how fifty years ago he used to bring down the house—or, to be more exact, the school house—when he got to a certain place in a "piece" in which occurred the following stanza:

If ever they should turn me out

When I have better grown—

Now hang me but I mean to have

A treadmill of my own.

When he came to the words, "Now hang me," he would stamp his right foot and his dark eyes would gleam with determination. Even in these days he took life in earnest and was busy mixing ways of earning money with pleasure. He graduated with the first class that ever left the Fairhaven High school, and it was once during school days that he told his teacher how uncomfortable his long legs were under the cramped benches.

"If I ever get rich," he said then, "I am going to build a school house in which the boys can be comfortable." This promise was remembered by the old inhabitants when the great red schoolhouse which he built in Fairhaven began to go up. In it the condition that he had promised was fulfilled in desks of extra elaborateness. In all the benefits which he has showered upon Fairhaven the schools and the teachers have been uppermost in his mind, and it was only a year or two ago that he established a fund to make up the loss of money during the summer vacation.

When he was in school he was something of an organizer, and at one time had all the boys divided up into two brigades for offensive and defensive purposes. When he was not in school he was earning 50 cents a week in odd jobs such as boys can find to do about a town.

John D. Rockefeller was a quiet

little fellow in the little country school, who had a way of giving his teacher surreptitious apples. It was noticed, however, that when any game was on that did not go as he wanted it to he quietly stepped out of it, and it began to be understood that he would only play in the things in which he could be leader.

With the same observing eye that he saw and admired his teachers John was noticing and admiring the girl he was to marry later on. In Cleveland, after he was 16, he went to the Central High school some of the time, and it was here that he had old Andrew J. Freese as a teacher. It is one of the proudest recollections of this old man's life that Rockefeller went to school to him.

"John was one of the politest boys I ever had," he says. "He was always polite, but when the other boys threw hickory clubs at him or attempted any undue familiarities with him he would stop smiling and sail into them. Young Hanna—Marcus A. Hanna—who was also a pupil, learned this to his cost more than once, and so did young Jones, the Nevada Senator. I have had several distinguished pupils, you see, and one of my girls is now Mrs. John D. Rockefeller. I had Edward Wolcott, the Colorado Senator, later on. Yes, John was almost as intelligent and well behaved a chap as I ever had."

Pierpont Morgan had the reputation in school of being wonderful at figures, and his father took especial interest in his mathematical education, grounding him in it at night. Valentine P. Snyder showed this same faculty. One of his friends from the old Hudson Academy tells of one of his victories: "It used to be the custom for the trustees to visit the school occasionally to examine students in their progress," he said. "There was one member of the Board in those days whose hobby was mathematics. His visits were more or less a terror to the boys because he used to spring upon them the most involved and difficult problems he could find.

"One day he came in with a particularly awe inspiring combination of figures. He wrote the problem down on the blackboard and called for volunteers to solve it. It was a staggerer for most of us and when nobody offered to try it the trustee asked in a tone that implied his depths of scorn: 'Isn't there any boy here who can do this little problem?'

"I'll try it, sir," said young Snyder, who had been doing some hard thinking. He went to the board and started in. It took him some time, but he stuck to it until he had covered the blackboard with figures and finally got the correct result."

When Robert La Follette was a little boy in a country school he was a great champion at spelling schools and speaker of pieces. He worked his way until he got to college, where he gloried in writing theatrical theses, and it was a mere chance that he did not go on the stage, his studies and school life were so tinged with its influence.

Senator Dolliver developed his talent for speaking early, although he used to play truant. The mountains

of South Carolina, green in summer and brown in winter, were more attractive to him than school. An older school friend remembers him as a sturdy little chap, with hair that refused to be combed, whose clothes showed the rough and tumble of play, and whom everybody called "Prent." One day he found a Congressional Record that somebody had thrown away. It contained speeches by senators and representatives, and he pored over it with his imagination fired. One day the school committee called and he was asked to speak. To the astonishment of everybody he spoke with force, vigor and clearness.

It was quite the opposite with Charles E. Littlefield. Everybody who knows his ability as an orator to-day does not know that he was a decided failure when it came to school declamations. The eloquence which gave him the title of the "silver tongued orator of Maine" was sadly lacking in those days. This lack was one of the painful features of his school life which stands out most vividly in his memory.

When Senator Foraker was a small chap he was broken hearted at having to stay at home from school for the need of some trousers. His father said the men were too busy to go to town for-cloth. His mother made him some out of a coffee sack and consoled him when he put them on: "Never mind, my son, what the girls say; they will have forgotten all about it when you are a big man." Although it was a make-shift for convenience rather than poverty, Foraker remembers the battle that he fought out with himself on the long road to school that day as one of the worst of a life in which fighting has been uppermost.

Clement A. Griscom attended the Friends' Central High school at Philadelphia, where he showed such proficiency as a student that on the day of his graduation Aron Ivins, the famous old schoolmaster, offered him a position as partner in the conduct of the Friends' school. He had no leaning in this direction, however, and went into the importing business.

E. L. Corthell, whose success has been as a great engineer, was a bookworm at 9 and so absorbed in study that his father's way of punishing him was to take away a book from him and compel him to sit idle. He showed the bent of his talent by constructing intricate mechanical toys when he was still a little fellow. When he was still a little fellow. When going to the little district school at South Abington he earned enough money this way to pay for his clothes and help support his family.

Gen. Lew Wallace, on the contrary, was an idler, and, although he loved to read, did not learn to work nor wake up to a sense of his responsibility until his father set him on his own resources after giving him an itemized account of the money spent on his education. It was a good sized sum and staggered the young man, who had been deaf to advice and admonition. From this time his father adopted this new plan he went to work.

G. R. Clarke,

Imitators Seldom Make Money.

Money-making is a keynote of the times. Any method of any man showing markedly successful results in money-making will command a million imitators in a day.

In almost any other world of endeavor imitation is frowned upon. The artist and the professional man are frowned upon in a moment because of imitating. One woman may be holding a lasting grudge against her friend for attempting to wear bonnet or gown in imitation of her original. But in the field of money-making imitation continues to be the "sincerest flattery," accepted with a smile by the one whose methods are being copied.

In general, however, the man imitated in his money-making methods can afford to smile. Already he has proved his judgment and has reaped the ready returns upon it. He may have exhausted the possibilities of that particular line. Or, all else favorable to the imitator, the successful one has a wide margin of chance that in his hurry to fall into line of imitation the imitator has missed the true principles at bottom of the speculation.

Take any farming community where the simplest lines are laid for the local business world. In a certain section perhaps no wheat has been sown for years; no potatoes planted, perhaps; any one of a dozen crops has been neglected in the planting until the neighborhood has forgotten the staple.

But suddenly some one sets aside a field for one of these neglected crops and plants it. Only an idle interest is attracted, although the planter may have expended his best judgment upon crop reports, markets and the chances of a favorable season. Not until all of these have been realized in a great harvest at top prices, however, does the spirit of imitation spring up over the neighborhood. It will be too late for that season's venture, but in the following year the venturing farmer may count upon scores of followers in this line, whereas he himself has dropped the idea for another.

In the same degree, with far greater complications, the imitator of financial methods in the cities is led astray. Not until some one has made some notably successful venture in a certain line is attention attracted. A peculiarly favorable condition of the markets will have been necessary to this success. This favorable condition will be exaggerated by the imitative mind. At a bound of the imagination he will discover that now is the time for his own first move in that direction. He sees himself "striking while the iron is hot."

Yet in all probability before he has made his first move as an imitator the man whose example he is trying to follow has switched to an altogether different field of operations! The imitator's quick judgment has shown him a man making a fortune just when a certain line of securities is at the top notch. He never has thought that this successful one may have taken hold of the investment when these securities were at the lowest possible ebb!

Not long ago one of Chicago's rich men died, having made his large fortune in Chicago real estate. It would be a revelation if the thousands who read his financial record and were stimulated to real estate enquiry at a time when realty is at high tide could be segregated and counted.

But the secret of the man's fortune lay in the fact that he had a judicial mind and cool temperament which allowed of his taking hold of real estate in Chicago just after the great fire; of investing everything he had in something that most people were glad to sacrifice and borrowing money to the extent of his credit in following up his convictions. How few of his later imitators could this man have found to follow him in the initial stage of his speculation?

It required judgment and a sanguine disposition for a man to plant all and more than he possessed in the wastes of the Chicago fire. But every few years in that recurring period of "hard times" the imitators of the period of prosperity may find just such opportunity as was this—only to balk at the prospects! In the field as imitators they have lost the sense of initiative and overlooked the necessity of judgment. If they invest at all it must be in the flood tide of prosperity, when investors under other conditions are proving themselves!

No greater fundamental error exists in moneymaking than that which leads an imitator to imagine the harvest period to be the seed time. There are the ever succeeding waves of prosperity and panic. To anticipate prosperity in the season of hard times is the general proposition for the investor; and in order for the possible investor to do this he needs to husband his resources in prosperity in order to have the money with which to invest when securities are at their lowest.

But humanity continues to have some of the characteristics of the sheep. It will lead easily when it will and stampede as easily when there is not the slightest cause for real fear.

Prosperity may be born of any kind of confidence. It may be destroyed by any kind of fear, long continued. A hundred picked men in the United States with studied moves could bring our prosperity crashing about our ears in a week!

Don't buy for investment at high prices—sell, rather; keep your expenses down and save money.

When the prices of good things are at the bottom buy!

John A. Howland.

Steam Replaced Already.

"I suppose electricity will eventually take the place of steam," remarked the mechanical chap.

The man who lived in the apartment house shivered. "Something has already taken the place of steam in my radiators," he remarked. "I'm afraid to ask the janitor what it is."

Light-Colored Eyes the Stronger.

Light-colored eyes will stand the greatest strain on the sight. Light blue eyes are generally most powerful and next to those are gray.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No. Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/4	9	2 90
128	4	1 1/8	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 1/4	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 65
265	3 1/2	1 1/4	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. E. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. E. Steel	10 50			
BARROWS				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Flow	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. 4 c. 4 1/2 c.			
BB.	8 1/2 c. 7 1/2 c. 6 1/2 c. 6 c.			
BBB.	8 c. 7 c. 6 c. 5 1/2 c.			
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60&10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60&10			
HOLLOW WARE				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
HORSE NAILS				
Au Sable	dis. 40&10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50&10			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acome	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
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 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/4 @ 1/2	21
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade.	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade.	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware	
STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	55
12 gal. each	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.	86
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.	1
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	57
Tubular	50
Nutmeg	57
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	5 25
Quarts	7 00
1/2 gallon	5 50
1/4 gallon	8 25
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2 Lime (75c doz.)	4 20
No. 2 Fine Flint, (85c doz.)	4 60
No. 2 Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1. Sun Plain Top, (\$1 doz.)	5 70
No. 2. Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 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 Nacetas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e. 1 25	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/8 in. wide, per gross or roll.	28
No. 1, 1/2 in. wide, per gross or roll.	38
No. 2, 1 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
CREDIT CHECKS	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 9.—For a straight week we have had streets all but impassable. There is a covering of icy snow that no horse can walk on without the greatest difficulty, and it is pitiful to see the poor animals making the vain endeavor. More have been killed than during any previous season, and the only remedy for this condition is the rubber-tired motor truck, which seems to go about its business as well on ice as on wood. Business men must wake up to the usefulness of the motor for work in winter and it is safe to say the lessons they are now learning will inure to the benefit of the makers of such trucks.

The market for coffee shows some signs of strength that did not appear a week ago, although there is certainly no rush of orders. Buyers seem to be willing to invest only enough money in the article to give good assortments, and are not, as a rule, purchasing far ahead of current requirements. Supplies are ample, the number of bags in store and afloat being 4,001,260 bags, against 4,247,850 bags at the same time last year. The arrivals of coffee at the two great coffee ports of Rio and Santos from July 1, 1906, to Feb. 7, 1907, have now reached the huge total of 14,085,000 bags, and by July 1 the quantity will at this rate be of the "size of a mountain." There has been no great call for mild sorts this week and little, if any, change is to be reported. East Indias are selling at former quotations.

Refined sugar tends upward. There is no great rush of business, but refiners seem to think the time is "ripe." The general rate is 4.60c less 1 per cent. for cash, although one refinery is 10 points less.

Teas are firm. No great amount of business is in sight, and buyers are usually taking small lots. As previously noted the most demand is for low grade Congous, Indias and Ceylons, and the reason for this is the very moderate supply. Holders look for a better condition before long.

Rice shows some improvement, and taking the business together the aggregate must be very satisfactory for midwinter. Supplies are moderate and the outlook generally is in favor of the seller.

Stocks of almost all sorts of spices are running light and the tendency of values is upward. Especially is this true of pepper and cassia and to some extent of cloves. Singapore pepper, 10½@10¾c; Zanzibar cloves, 16½@17c.

Molasses is firmly held on about the same basis as last noted. The demand is of moderate proportions, but probably all that could be hoped for in February. Syrups are steady and unchanged.

Hardly an item of interest can be picked up in the canned goods district so far as spot goods are con-

cerned. Buyers are taking every-day supplies, and show no great interest in the situation either for spots or futures. Some future Maine corn has sold at prices said to be 82½@85c, but buyers are not willing to pay this. Fancy spot Maine corn is worth 90c; New York State, 50c, and about the same for Maryland here.

While supplies of butter on the way are said to be liberal, the same is having a hard time getting here owing to blockades of various sorts. As a result the markets here are well cleaned up and for the best sort the situation is in favor of the seller. Extra creamery is worth 32½c@33c; seconds to firsts, 28@31½c; thirds, 22@24c; held stock, 25@30c; imitation creamery, 23@25c; factory, 17@21c; renovated, 19½@22c.

There is no change in cheese except the steady diminution of stocks and control of the same by a very few hands. The quotation of 14½c for full cream New York State still prevails.

Eggs are firm, with finest selected Western stock moving at 28c; firsts, 27@27½c; refrigerator stock, 22@25c.

A Salesman Who Could See.

"Dropping into a shoe store the other day," began an observer, "I saw a salesman do something that aroused my admiration. As I sat down to be fitted I noticed a man close by with what seemed to be a dozen pairs of shoes scattered around him. He had been inspecting and 'trying them on,' and although he had been satisfactorily fitted several times he was unable to make a choice. 'I can't decide which pair to take,' he said to the salesman who was attending him.

"The salesman picked up a pair of bluchers, a pair of button shoes and a pair of another style, placed them in front of the customer and said: 'All of these shoes fit you, and fit you well. My advice is that you take all three pairs.'

"'But I came in to get only one pair,' protested the customer.

"'That is no reason for not taking all of them,' responded the seller. 'By taking these three pairs you will save money, you will be able to alternate and make them last longer, and you will at all times have the satisfaction that comes from having comfortable shoes on your feet.'

"'Well,' said the convinced customer, 'I never did such a thing before in my life, but I'll take your advice and do it now. Wrap them all up.'

"A few moments later the man who came in for one pair of shoes walked out of the store with three pairs. That's what aroused my admiration and opened my eyes to the fact that there are salesmen—and salesmen."

Those Dear Girls.

Miss Knick—Ethel is to be married next month, and she says Walter wants to board this winter, as he thinks she needs a rest.

Miss Knock—She does need a rest, considering the way she ran after after him, but I didn't know he knew it.

Arguments as to the orthodoxy of the pattern of your lamp will not atone for its light being out.

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.

NEARLY \$7,000.00 WORTH

(108,000,000 Matches)

of Saginaw Noiseless Tips sold and delivered in Grand Rapids, Mich., during the last two weeks of January. Over 1,000 matches for every man, woman and child.

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 1872

Raised Money by Selling Building Lots.

Niles, Feb. 12—Although only five years old, the Business Men's Association is building up the town in a wonderful way.

About two years ago a proposition was presented to the Association from the National Wire Cloth Co. It looked good to the directors and members of the Business Men's Association. But it would cost money to get it here, and while rich in vacant lots and business sites the Association is poor in cash. An auction sale of lots in Chapin Park addition was suggested and held. Men of means and poor hard-working men dug down deep in their jeans and produced the money to erect the National Wire Cloth Co.'s buildings.

The National Rawhide & Belting Co. is another concern which the Association was instrumental in securing for this city and some of the members of the Association took stock in the enterprise. The concern is employing eighteen hands and the pay roll is about \$12,000 per annum. During the past year the company's business has more than doubled.

Another concern which the Association was largely instrumental in securing for the city is the Niles Creamery, which is going to prove a paying investment. It has secured the National Printing & Engraving Co., the Garden City Fan Co. and others.

Work on the new plant of the Kawneer Manufacturing Co. having been completed, a number of machines have been installed and the plant is in successful operation, despite the fact that the contract for the erection was not let until November. The building is 60x260 feet.

The building was erected under the management of the Business Men's Association, a contract having been entered into between the latter and the Kawneer people, whereby the Association was to furnish a factory building, the company to pay one-fourth of the cost price, and the building to become the property of the company at the end of five years, if it in that time paid out \$100,000 in wages to resident employees.

The Business Men's Association raised more than enough money to swing this deal by the sale of forty lots in the Chapin Park addition, each lot bringing \$100, plus the premiums, which ranged from \$8 to \$35.

Many other offers from various manufacturing concerns have been considered, investigated and turned down, being for certain reasons undesirable.

Novel Cures for Snoring.

Very many of our readers will be interested in the ultimate fate of the

unfortunate snoring policeman who has been banished from his fellow sleepers and caged at night in sound-proof quarters. Perhaps the dreadful infirmity, now that it has the official recognition of his superiors, may call for some suitable scientific treatment. If so the great army of snorers can covertly watch the outcome with all the cunning and complacency of undiscovered transgressors.

We are glad we can make the start with a perfectly fair case, for conviction of the nuisance is always most difficult to obtain. The culprit must be caught with the snore on him and in the presence of reliable ear witnesses. No one has ever been known to acknowledge his fault voluntarily. On the contrary, one of the surest signs of the confirmed malady is his persistent denial of its existence. He is not satisfied to plead lack of premeditation and absence of accountability, but openly impugns the motives of his clamorous accusers. The worst of it is that on all other matters he is perfectly reasonable. This makes it extremely difficult to obtain his consent for treatment of any sort.

We speak now of snorers as a class. The only easy way is to tackle them when they can not resist. There are various approved methods not only ingenious but effective for temporarily arresting the snorous, rasping and vibrating respiratory spasms. The most popular, perhaps, is the elbow thrust in the ribs. Next comes the gentle pinch of the nose, whereby part of the wind current is shut off. Some have advised that the nose be clasped by a clothespin even before retiring, but unfortunately the subject of the experiment almost invariably demurs. Others have recommended sitting on the chest, but this is rather a hazardous proceeding for both parties, and so also is a temporary twist of the windpipe, unless performed by a skilled manipulator. But no matter what is done the disease is well known to recur indefinitely.

In most instances death appears to be the only common relief for the peace disturber and his surviving relatives. But the end should never be hastened. The poor policeman for the present can be safe in his cupola, but how long remains to be seen. Twice last summer the place was struck by lightning. The main hope now is that man and cupola may both alter their habits before it be too late. Meanwhile the neighborhood must plug its ears and wait.

In Society.

Mrs. Walley—What evenings out does your girl have?

Mrs. Willey—It would be easier to name her evenings in.

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.

It will pay you to watch our
ad. each week.
Grand Rapids Notions & Crockery Co.
1-3 So. Ionia, Cor. Fulton
Grand Rapids, Michigan

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

BUTTER Offer 22½c delivered here for good roll butter well wrapped, this week's shipment.
EGGS—Scarce. Paying 24c here today (February 11.) Prices not guaranteed ahead now.
STROUP & CARMER, GRAND RAPIDS, MICH.

ESTABLISHED 1876

We Buy

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

We Sell All Kinds

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

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

MOSELEY BROS. WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.
BOTH PHONES 1217 GRAND RAPIDS, MICH.

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

ESTABLISHED
1883

WYKES & CO.

THOS. E. WYKES
CLAUDE P. WYKES

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS, MICH.



Michigan Knights of the Grip.
President, H. C. Kloockslem, 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.

Looking Through the Eyes of the Trade.

In hiring a new salesman what does the manager look for in the applicant?

What are the essentials in appearance, manner and speech which seem to indicate that the applicant is the "right man?"

This is a question which concerns salesmen and managers equally. Every man who sells goods ought to be acquainted with the standards which are common to nearly all employers of salesmen. And this acquaintance is not only helpful to the salesman in securing a position, but it is of great helpfulness to him when he finds himself out among customers; because, if he has known how to make a favorable impression on his manager, he is fairly sure to be able to make as favorable an impression on the trade. The reason for this is that the manager, in sizing up a new man, sees through his customers' eyes—judges the applicant from their point of view, altogether unbiased by personal predilections of any kind, and, therefore, what has merit with their approval will meet with his. He does not choose the man who best suits him—he chooses the man who he believes will best suit the class of trade to which he caters.

For instance, imagine a salesman who has never himself sold goods on the road—one who holds his position by virtue of peculiar executive ability and who is, contrary to his idea of what a salesman ought to be, of a sensitive and diffident nature, and intellectual rather than shrewd.

If a man of his kind should apply to him for a job, this manager would have a desire to favor the application. He might find that he liked and respected the good qualities of his caller; but if he were a manager who knew his business he would not engage the services of such a man. He would know that the very qualities which attracted him would repel a certain class of customers. It would be for the applicant's best interest, as well as for the interest of the house, if the manager should "turn down" the application.

The first thing to be considered about a man who seeks a position is his appearance. It goes without saying that the man should have a prosperous look. There is something about clothes which is almost as reliable an indication of character as the physiognomy of a man. A suit that has not been pressed speaks very plainly of a negligent habit, which may be expected to manifest itself

further in duties undertaken but never thoroughly performed; in territory only half cultivated; in expense accounts with important items omitted; in reports lacking accuracy and detail.

Shoes, linen, hat and gloves are all more or less prophetic of what the salesman will be able to do—or what he will almost certainly fail to do—if he be given the desired chance.

In hiring a salesman I observe his manners most carefully during his preliminary interview with me. I want him to be aggressive; but if his aggressiveness is the least bit overbearing, or if it suggests a cocksure self-complacency, I feel safe in deciding that my caller would be likely to offend some customer and that, even in cases where this quality did not offend the customer, it would still have a disastrous effect because it blinds the salesman to his own shortcomings and mistaken views. It would prevent him from seeing when he had said too much, and when he had said the wrong thing; it would render it out of the question for him to change his tactics quickly when occasion required such change. Besides, it might make him refractory in his dealings with the house.

A man can be at once aggressive and modest. He can state emphatically what his capabilities are without seeming to brag. If he is the kind of man who has sufficient capabilities but is diffident about mentioning them—preferring to let his manager find them out for himself—he will probably be the kind of man who will work up a vast number of possible sales and leave his manager to close them.

The applicant should take the initiative in conversation, rather than play the passive part of a listener who merely answers the questions of his interlocutor. A manager might exhaust himself in questioning, and receive satisfactory answers to each question without obtaining so decisive an impression of his caller as the latter could give him by volunteering a concise statement—even although it comprised but a tenth as much detailed information.

And yet the applicant should be a good listener. Nothing is more irritating than a man who lets you talk to him without attending to what you say; or who is obviously waiting for a chance to break in and twist the conversation into channels to suit himself. If the applicant listens to the manager with attention and appreciation, the manager can be sure that, as a salesman, this man will listen so well to what his customers have to say that he will learn to understand them, and by understanding them will be better able to assume their point of view, win their confidence and supply their wants.

In interviewing an applicant I try to distinguish between genuine zeal and self-confidence and their spurious counterfeits—bluff and cocksureness.

From every word the man speaks—even from the intonation of his voice—I draw conclusions relative to his judgment and discretion.

I search his face for the look that inspires confidence; and in his voice

try to detect the ring that indicates sincerity.

Contrary to the stand that has been taken by many managers, I do not place any special importance upon a man's being young. I prefer mature men, provided, of course, they appear to be energetic and in good health.

To be sure, even very young salesmen may possess native tact and resourcefulness in addition to the special degree of ambition, optimism and superabundant energy peculiar to their age; but native tact and resourcefulness are less effective in a young recruit than in a veteran. Young men have bright ideas, good arguments, quick wits and inventive faculty, but they are at a disadvantage with the old campaigner who has presented his arguments and has exercised his wit and power of invention in scores of different ways, and on hundreds of different occasions; and who has some lesson indelibly impressed on his mind as a result of each such experience.

It is not desired to convey the impression that young men do not make good salesmen. They certainly have much in their favor and many have achieved records which a veteran might envy. But when the mere question of relative ages is to decide which applicant shall get the place, I am inclined to prefer maturity to inexperience.

Success in any line depends largely upon the matter of conduct. The man who has dealings with loan sharks, or makes a too free use of liquor, or plays the races, or indulges in other forms of gambling, may think that his conduct in this respect is no concern of his employers so long as he does the work he is paid to do and gets results. But in this he is altogether mistaken. The manager, in engaging a new man, wants one who will not only make a good showing for a year or two, but one who will steadily develop in usefulness and take each year an increasing share of the responsibilities of the business. Perhaps the salesman who "goes in for" dangerous excesses may be a good salesman now, but the chances are ten to one that he will deteriorate under the strain of such living, and become in the future not only unfit to assume increasing responsibilities but unequal to those which he bore well enough at the start.

In view of this, every salesman ought to remember that if he indulges in such habits it is not only at his own risk but also, in some sense, at the risk of his employers. In applying for a place he should therefore feel no resentment at being examined by his manager as to his conduct. He would do well to consider how fortunate a thing it is if he can truthfully answer all such questions in a way that will justify the manager in forecasting his future favorably.—L. D. Allen in Salesmanship.

On View in Profusion.

"I did intend to go down town to look at some stockings to-day," remarked Mrs. Schoppen, "but it was raining so I just stayed at home."

"Why," remarked her husband absent-mindedly, "that's the best time to see them."

Blind Superstition.

Let any man take a quart of white beans in a pan and, standing in front of the broadside of a barn with battered wall, take a handful at a time and throw the beans at the wall. He will find that about one in ten of those beans will hit a batten strip, all the others missing the many strips.

It is of the same piece as has been the oft proven result of firing upon a line of battle, where one brigade of soldiers shoots at another brigade of soldiers. More of the shots miss the mark, fortunately, than otherwise; and that is about what Rev. Mr. Hicks' weather predictions amount to. Somewhat versed in astronomy, meteorology, climatology and the like, he picks them up—these sciences are his beans—and by handfuls he throws them into an almanac and naturally some of them hit the mark, while others come so close as to be considered good shots. Whereat hosts of men and women who prefer the superficial to the abstruse, who pin their faith to superstition and forget religion, rationalism and reason, at once enlist under the Hick banner. They consult Hicks through his almanac and arrange their wash days, their baking days, their picnic in the woods, their sleigh rides and their journeys accordingly. It is astonishing as well as mortifying that in the present age such blind following of a charlatan should be possible, but the aggravating feature, the phase of the matter which most exasperates and breeds indignation among broad minded men and women who detest fakes of all kinds, is the fact that these Hickites are forever complaining and scolding about the work of the United States Weather Bureau; an organization based on most thorough knowledge of all the sciences, which, in its especial work, has no equal anywhere and which in its benefits to the business interests of our land is worthy the respect, confidence and thanks of all citizens.

Experience teaches us how to make other kinds of mistakes.

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

Take 50 References

when applying for a situation. 'Twill save you the trouble of showing the other 49, if you first show the one from

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

HIGH SCHOOL FRATERNITIES.

It is not a question of individual personal rights, is the present public scrutiny of the high school fraternity matter.

Any man may belong to any legally organized secret society of good repute and purpose and he may not only give his consent, but he may earnestly desire that his son who is a pupil in the high school shall join one of the fraternities organized as a quasi adjunct of that school.

But when such fraternity shall, even indirectly, operate against the best interests of that school, then that operation puts the fraternity so offending outside the shelter of secrecy and in the glare of public review.

So far as possible, under our methods of government, religious and political organizations are prevented from affecting our public school system in any undesirable manner, and the same rule must be observed as to secret fraternal organizations.

There are a great many sincere, successful students in our high school who are not cigarette fiends and never will become so; who are not partial to poker with highballs on the side and will never acquire such tastes; who are level headed, earnest young men who have already decided as to the respective careers they desire to follow and have set a mark toward which they are working.

A goodly portion of these young men have characters sufficiently strong to avoid most of the mistakes of high school, college and university life. This goodly portion, as a rule, will be found members of and supporting the high school fraternity system as it should be conducted. On the other hand there are any number of high school young men who are weak, both mentally and morally; vain, self conceited and with no standard set up as to their future. They might be lifted up and carried forward in their development to really good results were they not forever confronted by the fraternity opportunities which they misconstrue and misuse.

It is not the boys of high character and strong purpose who are injured by the fraternity pleasures, privileges and pledges, but the youngsters who see only the larks, the temporary and false distinctions as to station which they themselves set up, and so grow gradually into bumptious and ridiculous bores, working injury chiefly to themselves.

It is this very fact that they are their own worst enemies which creates the protest against high school fraternities. The boys are inexperienced, verdant to the last degree, have no knowledge as to the essentials in life and are scarcely ready to learn about them, except at the father's side or under the mother's teaching.

The high school fraternities weaving the mystic spell of the Greek letter lure take such a boy and put him on a basis of secrecy. He at once goes against the policy and purpose of the organization which receives him by assuming that he is much older in years and experience than he was the day before; that his intellectual powers have been increased tre-

mendously within twenty-four hours; that he has moved upward many degrees, socially, since his last visit to the barber's and that if all goes well with his fraternal spirit he can do all those things done by the university bred man who is ten years his senior. And, as a rule, such boys finish their educational careers at the high school shortly before graduation because of the fraternities.

It is this record of members of high school fraternities—of the large majority, perhaps, of members of such bodies—that cries out against high school fraternities.

In addition to this record there are the generally injurious consequences to our high school's usefulness that come from the fraternities and which, according to the testimony of leading pedagogues in this country, are potent, numerous and well known in every high school afflicted with the fraternity fever.

Movements of Michigan Gideons.

Detroit, Feb. 12.—J. Parker, formerly of Vassar, has moved to Richmond.

C. F. Louthain, of Grand Rapids, notifies the State office that Camp No. 2 is without a Camp secretary and also expresses his opinion that it would be best for Michigan to "dissolve all local camps in Michigan, elect one State superintendent and have all Michigan members at large under the jurisdiction of the National body."

Harry Mayer expresses his views as follows: "No local camps. No State organization. Recognize National organization only. All Christian traveling men eligible for membership. Work for God, not for self, and praise His name."

These are thoughts from two faithful Grand Rapids Gideons and, from their experience with their Camp, this would benefit Michigan Gideons, but there are others who feel that State and local camps will keep in nearer and closer touch with its members. The camps which hold regular meetings feel that our present organization is right, with faithful true men in every office, backed by loyal membership.

"Force to succeed must have a thought behind it." The State officers desire every member in the State to express a thought on this or any other subject which will benefit our organization, and the State officers will say to the two Grand Rapids brothers:

S'pose the fish don't bite at fust,
What be you goin' to dew?
Chuck down your pole, throw out
your bait
An 'say your fishin' through?
Uv course, you hain't, you're goin'
to fish,
An' fish, an' fish, an' wait
Until you've ketch'd your basket full
An' used up all your bait.
S'pose success don't come at fust,
What be you goin' to dew?
Throw up the sponge an' kick your-
self
An' go to feelin' blue?
Uv course, you hain't; you've got to
fish,
An' bait, an' bait ag'in.
Bimeby Success will bite your hook
An' you will pull him in.

Aaron B. Gates.

One Way in Which Salesmen Lose Trade.

I often have to hear: Why don't you quit the road? You should retire, should be pensioned, should take life easy, should let a young man step into your shoes and give him a chance.

To these remarks from well meaning friends I say: Yes, I know I have reached the age limit which the psalmist in the good book places upon life, but by God's grace, by hard work, and moderate living I feel as young as I did forty years ago. Besides, I sell as many goods in my line in my small territory as any young man living. Therefore, why should I retire and thereby kill myself, for the latter certainly would be the result after three or six months if I should quit the road. I hope and pray that I can continue to work on the road until I make my final trip to the place where there are no grips to carry, no trunks to pack, no bad meals to eat, no hard and dirty beds to sleep in, and where I won't hear the curses of overworked and underpaid baggagemen on heavy trunks and light wages.

It is ten times better for a man to work himself to death than to rust to death, and I think most men who grow old in the harness agree with me. I have seen many cases where a healthy merchant, farmer, or traveling man, who had accumulated wealth and retired from active life when old, died after three or six months of inactivity. Of course, if a man has outlived his usefulness, if he does not march forward with the times, and is no longer fit for his position, then it is time for him to step out and let a younger man take his place. But it is not always age which disables a man. To-day at 70 I sell more goods in my line in my territory than many young men of 30 or 40, and I know a traveling man of 80 who sells as many goods in his line as any young man. Is it not much better for such a man to work until death than to retire, to become a burden to himself and his family? "Yes," the reader will say, "this is all true, but there are so many traveling men who, when they grow old, lose their trade and, as a result, their positions."

I admit this is correct, but why is it so? Because they do not march forward with the times. They want to conduct their business to-day by their antiquated methods of thirty or forty years ago. They don't "hustle," they take things easy. The result? Young, energetic and up to date fellows get away with their customers.

My friend P. was one of the first traveling men sent out from a big city fifty years ago. He built up a large trade for his firm and sold many goods. But as the years passed on and he grew older things changed. Young, ambitious men came on the road, thereby cutting deeper into his trade. This made him furious and he gave those young competitors names which could not be considered proof of his love and admiration. But P., instead of waking up to the new condition of things and adjusting his antiquated methods

to the new requirements of the trade, kept on in his way of thirty and forty years ago, until he had only left a few slow paying customers who could not buy elsewhere, and a few old friends who off and on gave him a little order for friendship's sake. After he had been with the same firm for nearly fifty years he was replaced by a young man and given a position in the office—practically a pension. This was like chaining a lion. He cursed the "young fools" and "young milk-beards" in the office, and in three months he died—certainly the best thing for him to do, although he had enjoyed good health until he had to retire from the road.

I have seen many such cases in my business career. To the old drummer I would give this advice: Don't grow old in your business methods; don't let your customers see that younger men are more energetic, more "u pto date" than yourself. If you want to hold your old customers and make new ones every year—which is absolutely necessary—you must be progressive and aggressive. March forward with the times. Then you will hold your place in the ranks of salesmen as well as any young man starting on the road to-day.

The young man who wishes to amount to something should have no desire to step into the shoes of another man. Let him win his own way, going through all the hardships and the experiences that must come to every new beginner in establishing a trade for himself and his firm, and he will be a much more useful and successful salesman than if he stepped into some one else's place.

Old friends and customers die and are replaced by younger men, who have a natural preference for a younger salesman; or they sell out and the new proprietor has a friend in your line whom he prefers; or, perhaps, they burn out, fail, retire from business. C. T. Wettstein.

L. M. Mills (Hazeltine & Perkins Drug Co.) has completed the purchase of two acres of land on the east side of Cascade Range, four miles north of Portland, Oregon. The land is opposite the junction of the Columbia and Willamette River and commands a view of both streams. It is also in sight of Mounts Hood, Ranier, Adams and St. Helens. Mr. Mills contemplates retiring from the road when he has reached the age of 60 and taking up his abode in the Land of the Setting Sun. As this will be six years hence and as many things are likely to happen in six years to change a man's mind, it is hardly in order for his customers to begin to give him farewell dinners, but, if he finally concludes to leave his territory and shake the dust of Michigan from his feet, he will find a sorry lot of people in every town through which he has traveled and a myriad of friends who will earnestly advise him to remain in the State which has been the scene of his activity for over forty years.

He that bring up his son to do nothing breeds a thief.



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.
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 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
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 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Seasonable Hints for Country Druggists.

How are your neighbors? There are stores all around you. Are they friendly enough to direct trade your way when they have enquiries for goods that you have and they don't; or do they send them all to the other fellow's store? Make it a point to call on your business neighbors in a friendly way occasionally. It will pay you by making a more sociable being of you, and it will pay you by putting more money in your till.

Almanacs and calendars come to you every year, free of charge. They are mostly patent medicine advertisements, but people look for them at the druggist's, especially the country folk. Give them out with a smile. Get a customer an almanac as cheerfully as you would sell a couple of bottles of your own "Blood Tonic."

Treat everybody who comes into your store just as well as you know how. Children call for particularly good treatment. Treat the man with the charity subscription paper well. He probably doesn't like his job any too much.

Price cards of your own make, plain white ones with plain black lettering, cards bearing pithy, pointed sentences, are a long way ahead of any of the so-called artistic affairs sent out by patent medicine houses. Price cards need nothing more on them than the prices to make them do business.

Are you a little careless about the wrapping of packages? The drug store is supposed to send out the best looking parcels of any of the merchants. Make yours better than they ever were before. Improve the appearance of everything in connection with the selling of goods and you will improve the professional reputation of your pharmacy.

Did you know that wet sponges will sell 25 per cent. better than dry ones? The customer can see what a sponge is really like when it is wet. All sponges feel about alike to an unpracticed person when they are dry. Sponges are articles that sell on sight. Keep them where they can be seen from the street. They make an un-failing sign of the drug store.

Keep your old empty bottles in a drawer by themselves, all washed up and ready to use for horse liniments and other similar uses. They will

bring in many on odd nickel of clear profit. Save your old corks, too. Keep them by themselves and use them when you can.

If your soda water business is to be profitable you must be able to serve people promptly. No one likes to wait more than a few minutes before getting the drink wanted. Let them wait as long afterwards as they will.

Broad shelves in the storeroom are responsible for lots of dead stock. Better have more shelves and have them narrow. Narrow shelves show you at once what you have and how much of it. You can improve the broad shelves by making steps on them which will bring the goods on the back into view.

Don't be afraid to inventory. Once in two years will do, although every year will do better. Inventory is worth more than the mere chance of saving you money in case of fire. It will show you how much dead stock (which is dead money) you are carrying, and will stir you up to get rid of it perhaps. Get your dead stock out and put a price on it that will sell it. If it won't sell at any price throw it away. You need the room.

Frank Farrington.

The Drug Market.

Opium—Is a little unsteady on account of competition among holders. The reports from the primary markets are very firm.

Morphine—Is unchanged.

Quinine—Is firm.

Citric Acid—Is very firm. Indications point to higher prices later on.

Cocoa Butter—Is very firm and advancing.

Norwegian Cod Liver Oil—Is tending higher.

Glycerine—AHS advanced.

Balsam Copaiba—Is scarce and very firm.

Oil Copaiba—Has advanced on account of the advance in balsam.

Oil Hemlock—Is very firm and advancing.

Oil Cassia—Has advanced owing to scarcity.

Oil Lemon—Has advanced and is tending higher.

Oil Wintergreen—Has advanced.

Oil Cloves—Has advanced on account of higher price for the spice.

American Saffron—Is tending lower on account of the competition among holders.

Gentian Root—Is very firm and an advance is looked for.

Coriander Seed—Has declined on account of larger supplies.

Formulas for Egg Shampoo.

Many of the "egg shampoos" are so called from their appearance. They usually contain no egg and are merely preparations of perfumed soft soap. Here are some formulas: (1) White castile soap, 4 ounces; powdered curd soap, 2 ounces; potassium carbonate, 1 ounce; honey, 1 ounce. Make a homogeneous paste by heating with water. (2) Melt 3½ pounds lard over a salt water bath and run into a lye formed by dissolving 8 ounces of caustic potassa in 1½ pints of water. Stir well until saponification is effected and perfume as desired.

W. Mixton.

Filing Prescriptions in a Small Store.

I paste all prescriptions upon cards cut from Manila tag stock, 4 by 6½ inches, and perforated at one end to fit a letter file. I obtain these in thousand or more lots very cheap from the bookbinders. The file hangs in the prescription case, and the cards, with prescriptions pasted on them, are added as filled, numbered at the bottom until 100 accumulate, when a blank card is added, a tape run through the perforations, and an elastic band slipped over the bundle, which is then placed in order in a cupboard made for that purpose.

Upon the blank card is lettered in coarse hand, for easy reference, the number of the first and last prescription, with their dates, like this: 70,801-2-17-'06 to 70,900-3-1-'06.

The cards are larger than most prescription blanks, affording room to note any peculiarity in filling upon the margin, also the customer's name. This last—the name of the customer—I find a good thing, for it aids in quickly tracing a refill when the customer comes in without the bottle or number and says, "I want that medicine you put up for me a while ago." When asked how long ago, he says: "Well, about two weeks," and then I'm pretty likely to find it two months.

In case the customer wishes to retain the prescription it is copied upon a card direct.

If a doctor telephones a prescription it is written upon a card, and the doctor's name and the word "Phone" added.

I believe this method of filing is far and away ahead of any other and only needs to be tried to be appreciated.

George H. Hill.

Handling Oiled Silk.

Nearly every druggist in handling oiled silk keeps it in the original tube or box in which he received it. This necessitates withdrawing it therefrom and unrolling when a demand occurs, usually consuming more time and requiring more space while measuring than is frequently convenient.

To overcome these objections the writer finds it expedient to use a Hartshorn shade roller (those with patent clamps are preferable to the old style requiring tacks), and to roll the silk with the accompanying paper upon it, and to fasten the whole to the under side of a little shelf or any other convenient location.

Five yards can easily be accommodated on the roller, and when needed the oiled silk may be unrolled as readily as an ordinary window shade, re-rolling automatically when through cutting. The advantages of this arrangement are at once apparent, and need not be enlarged upon. The silk may be unrolled, exhibited and measured without waste of time, and is always accessible, and if further protection is desired a semi-circular piece of tin may be placed over the top of the roller.

A. B. Burrow.

Care in Describing Delicate Subjects.

Many druggists get up circulars advertising their own make of bed bug killer. There is undoubtedly a good demand for this article, but such advertising matter needs to be used with

a good deal of discretion whether mailed or inserted in parcels.

This preparation can be recommended largely for all sorts of insects, and for lice on cattle, etc., but the druggist who makes the main heading "Bed Bug Killer" limits the field to which the advertising can be sent and the fact that the preparation is probably labeled Bed Bug Killer would keep many people from buying it and taking it home where it might be seen by strangers and its presence misconstrued.

If the preparation were labeled as an insecticide it could be advertised for bed bug poison incidentally, and people could buy it unblushingly. It could also be advertised to stock owners, poultry farmers and others without danger of arousing their indignation.

Of course a man has no right to assume that because you mail him advertising for a bed bug killer you think he needs it; still he is likely to think that you aren't going to send advertising where you don't think it will do some good. It's well to be careful about the use of literature upon delicate subjects.

What Are the Uses of Soluble Glass?

Soluble or liquid glass is simply a solution of sodium silicate. It is used in calico printing, as an addition to cheap soaps, in fresco painting, for manufacturing artificial stone and cements and as an adulterant in cheap mucilage. It has been extensively used as an egg preservative. Soluble glass forms an excellent substitute for starch, dextrin and plaster of Paris in the preparation of immovable surgical dressings. The solution is applied of a syrupy consistence, by means of a brush, to the bandages, upon which it rapidly hardens. The facility of removing them by means of hot water is an advantage which it possesses over other dressings.

Thos. Willets.

The happy Christian so advertises his religion that the other man will not be happy until he gets it.

Some folks think they are generous because they are willing to give up their good intentions.

Wait for the new line
Fishing Tackle
 Base Ball Goods, Hammocks
 Stationery, Druggists' Sundries
 Travelers will call soon.
FRED BRUNDAGE
 Wholesale Druggist
 MUSKEGON, MICHIGAN

PILES
CURED
 ...without...
 Chloroform,
 Knife or Pain
Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids
 Booklet free on application

WHOLESALE DRUG PRICE CURRENT

Advanced— Citric Acid, Oil Peppermint, Camphor.

Table listing various drugs and their prices, including categories like Aceticum, Balsamum, Radix, and Symplocarpus.

Table listing various drugs and their prices, including categories like Rubia Tinctorum, Saccharum La's, and Vanilla.

Advertisement for Hazeltine & Perkins Drug Co. featuring the text 'Full Protection To Our Customers' and 'The Secretary of Agriculture has accepted our guarantee...'.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Table listing various grocery items and their prices, organized by columns (A through Y).

1

Table listing grocery items under column 1, including Arctic Ammonia, Axle Grease, Baked Beans, etc.

2

Table listing grocery items under column 2, including Oysters, Plums, Peas, etc.

3

Table listing grocery items under column 3, including Gem, Ideal, Jersey, etc.

4

Table listing grocery items under column 4, including Coffee Cake, Cocoanut Taffy, etc.

5

Table listing grocery items under column 5, including Raisins, London Layers, etc.

Table with 6 columns (6-11) and multiple rows of commodity prices. Columns are labeled with numbers 6 through 11. Each column contains a list of goods and their corresponding prices. The goods include various types of meat, dairy, grains, oils, and household items. Prices are listed in cents and dollars.

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 9 00
Paragon 55 6 00

BAKING POWDER

Royal

10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box .40
Large size, 1 doz. box .75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 500 33
500 or more 32
1,000 or more 31
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 25
Londres 35
Londres Grand 35
Standard 35
Puritanos 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
25 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 5 1/2 @ 8 1/2
Hindquarters 6 1/2 @ 10
Loins 8 @ 14
Rounds 6 1/2 @ 7 1/2
Chucks 5 @ 6 1/2
Plates 4 @ 4 1/2
Livers 3 @ 3

Pork

Loins @ 11 1/2
Dressed @ 8 1/2
Boston Butts @ 10
Shoulders @ 9 3/4
Leaf Lard @ 10
Trimnings @ 8 1/4

Mutton
Carcass @ 8
Lambs @ 13
Spring Lambs

Veal
Carcass 6 @ 8 3/4

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 & Cadv. Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Piehach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/4 to 2 in. 9
1 1/4 to 2 in. 11
2 in. 15
3 in. 20

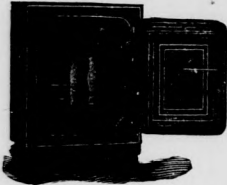
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines
Small 20
Medium 26
Large 34

Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE
Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's 2 50
Oxford 7 1/2
Harrowth Book 1 9

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 3 85
50 cakes, small size. 1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized 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 attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

HATS

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

We are Headquarters for
Base Ball Supplies
Croquet, Marbles and Hammocks
See our line before placing your order.
Grand Rapids Stationery Co.
29 N. Ionia St.
Grand Rapids, Mich.

Quality Always Wins
This is the reason our
Harness Trade
has increased so much that we can guarantee absolute satisfaction, as it's ALL IN THE QUALITY.
Sherwood Hall Co., Ltd.
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.

Good to the Very End

S.C.W.

5c Cigar

G. J. Johnson Cigar Co.
Makers
Grand Rapids, Mich.

Use
Tradesman
Coupon
Books
Made by
Tradesman Company
Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Stock dry goods, clothing, groceries. Good location, excellent opportunity for good business. Also two-story brick building, living rooms above. Address J. R. Spelman, Covert, Mich. 576

Improved farms, prairie and timber land in Central Minnesota; crop failures are unknown, will exchange land for other properties. For particulars write Fred Mohl, Adrian, Minn. 575

Gall Stones—Your bilious colic is the result; your physician can not cure you; only one remedy known on earth; harmless but positively cures. Brazilian Remedy Co., Box 2926, Boston, Mass. 573

\$150 buys clean stock millinery in department store and will rent department out at \$25 per month. In Northern Michigan town of 6,000. Great chance for someone. Address No. 571, care Michigan Tradesman. 571

For Sale—Whole or part interest in high class planing mill and lumber yard in one of the best locations in Central Michigan. Additional capital required to care for increasing business. A desirable, legitimate and established proposition clearing 25 per cent. on investment at present time. Address W. C., care Michigan Tradesman. 570

Tent and awning factory for sale; established 23 years; doing a good business; books open for inspection. Will teach beginner, \$3,000; terms cash. C. H. Newell, Saginaw, Mich. 569

For Sale—Stock clothing and gent's furnishings. Owner leaving town. Good farmer's and manufacturer's trade. Cheap if sold at once. Building for rent or can be bought. A. Ullman, Prop., Ovid, Mich. 568

For Sale—Stock clothing and gent's furnishings, \$4,000; also stock general merchandise, \$10,000; cash only. Snap for someone to continue the business. Other business claims attention. C. O. Newlin & Co., Bloomingdale, Ind. 567

For Sale—The entire McCausery & Sprague stock of men's clothing, furnishing goods, women's cloaks, suits and skirts, millinery and notions; also all fixtures contained in the store building at 163-165 South Division St., Heber A. Knott, Trustee. 580

For Sale—Stock of shoes, dry goods, groceries, clothing. Will inventory \$9,000. In one of the best towns in Michigan, population 500. Good farming country to draw from. Good reasons for selling. Address No. 578, care Michigan Tradesman. 578

For Sale—I have the only department store in Phoenixville, Pa., a manufacturing town of 12,000, 27 miles west of Philadelphia. This business I must dispose of to give my entire attention to a manufacturing business in which I am largely interested. Business was established in 1844 and has been run continuously by my father and myself for a period of forty-five years; lease can be had at a very reasonable figure for a term of years and owner will alter the building to suit views of tenant; a regular department store set of records that shows the entire detail of the business; closest investigation invited with every opportunity given to thoroughly scrutinize the business and the business possibilities of the town; a firmly established, profitable business, equipped with a thoroughly experienced clerical force, in the only building of the town suitable for a department store, located in the heart of the business section; this is an unusual opportunity, references, National Bank and the Farmers' and Mechanics' National Bank of Phoenixville; parties who mean business and can act promptly are invited to investigate; no agents. Can make appointments for Mondays, Fridays and Saturdays. J. F. Starkey. 579

For Sale—Clean stock dry goods, shoes, staple clothing, furnishing goods. Western Indiana town of 1,500. Brick factory, coal mine, canning factory, good farming, two railroads. Stock, about \$6,000. Can reduce to suit buyer. Modern room, steam heat, low rent, competition limited. Compelled to sell out account wife's health. Splendid opening. Address L. E., care Tradesman. 564

For Sale—A fine paying furniture and undertaking business, invoicing about \$4,000. Have small competitors and the largest territory to draw from in the State. Good farming country all around. Reason for selling, wish to go to Oregon. Will bear closest investigation. Address No. 563, care Michigan Tradesman. 563

Wanted—To buy stock of clothing, shoes or general stock. Address R. E. Thompson, 427 University Ave., St. Paul, Minn. 583

For Sale—\$6,000 general stock of merchandise and store building in new North Dakota town, clean staple stock. The leading store in town. Address A. Riba, Tolley, N. D. 565

For Sale or Exchange—Stock of woolen tailoring goods and trimmings. Address No. 511, care Michigan Tradesman. 577

For Sale—Dental office. Old-established advertising stand on main avenue, Detroit, at a bargain. Chance for a hustler to get rich. Address No. 562, care Tradesman. 562

For sale or exchange for timbered land, stock general merchandise, \$1,600. Also farm and buildings, value \$2,000. Reason for selling, want to engage in lumbering exclusively. Address No. 561, care Tradesman. 561

For Sale—Grocery and gent's furnishing stock in hustling town of 1,500. Good chance to make money. Stock will inventory \$2,000. Ill health, reason for selling. Address J. L., care Michigan Tradesman. 574

Poultry Farm for Sale—Forty acres improved land, one mile from town. Brooder house, continuous colony house, incubator cellar, barn, ice house seven room dwelling, 60 young fruit trees, 20 old, 200 feet grape vines. Location and neighborhood excellent. Price \$1,700. Can be handled with \$800. Address Lakeview Poultry Farm, R. D. 4, Lakeview, Mich. 582

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

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

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

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

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

Good location for hustling attorney. Correspondence solicited. Address R. C. Eaton, Secy 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—One 35-horse power high speed engine. In first-class condition. A rare bargain if taken at once. H. M. Reynolds Roofing Co., Grand Rapids, Mich. 512

For Sale—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

For Sale—Stock general merchandise. A moneymaker 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—Peddling wagon box. Address E. J. Steeby, Moline, Mich. 518

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

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 \$5,500 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—Enterprise coffee grinder. Large size. Also six show cases, two to six feet. Also custom feed and cider mill with established patronage. E. J. Steeby, Moline, Mich. 519

For Sale—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 may, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman. 528

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

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—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

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

To Exchange—80 acres good land on gravel road, near town. Price \$2,200. What have you? DeCoudres Bros., Knox, Ind. 539

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—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. Steffy, Crystal, Mich. 456

Racket store for sale. Positively the best opening in a farming and factory town of 5,000. Located in Southern Michigan. Will take \$2,000 to get in. Best location. Do not miss this chance. Address "Business," care Michigan Tradesman. 420

For Sale or Rent—Two brick stores. Rent reasonable. For particulars address E. I. Pickhaver, c-o M. O. Farnham, Mancelona, Mich. 33*

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

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, 1251 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 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

HELP WANTED.

Wanted—A bright young man who has had experience in clothing and furnishing goods. Address, stating age and experience, "Clothier" care Michigan Tradesman. 572

Wanted—A registered druggist with two or three year's experience. Edw. L. Marcoux, 103 Ottawa St., Muskegon, Mich. 581

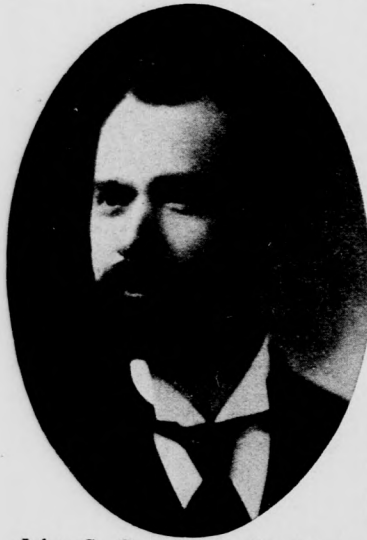
Wanted—Immediately, several Grand Forks men or vicinity, under 35, to prepare for coming spring railway mail clerk examinations. Good prospects. 457 Inter-State Bldg., Cedar Rapids, Iowa. 504

Want Ads. continued on next page.

NINTH MEETING.

Annual Convention of Retail Grocers and General Merchants.

The ninth annual meeting of the Retail Grocers and General Merchants' Association of Michigan was called to order in the Evening Press hall Tuesday afternoon by President Fuller. After an address of welcome by Mayor Ellis and a response by



John C. Currie, Vice-President

J. C. Currie, of Detroit, President Fuller delivered his annual address, which will be found in full on page 2 of this week's issue. Secretary Percival then read his annual report as follows:

In making this, my fourth annual report as your Secretary, I wish to congratulate the members on the activity shown by the merchants in general for association work, especially among the smaller cities and towns.

I have had many enquiries in regard to association work and have mailed a large amount of literature, such as by-laws, circulars, etc., to different parts of the State, and if the Association had the necessary means in following it up, we could have doubled our membership two fold.

In the organization work, I have co-operated with the other officers to make the greatest showing for the amount of money at our disposal, as we did not wish to have the Association in debt. We were handicapped in our work to a great extent, although I think we have made a very good showing for the past year.

In my journeys around the State, I find that the merchants have done a great deal of good in holding together and fighting the box car merchants, and, if



J. T. Percival, Secretary

the merchant knew his power, he could reduce the business of these people very much in this State by getting organized and standing together as they have done in some towns, particularly in Imlay City, Davison, Saginaw, Yale, Port Huron and several other places which have been invaded by the box car man.

I have organized Alma, Shepherd, Mt. Pleasant, Gageton, Ypsilanti, Brown City and St. Louis, which have good local

associations which I expect will be represented here to-day.

I visited Holly, Durand, Clare, Vassar, Caro, Cass City, Monroe and Midland, but was unable to perfect an association in these towns for various reasons, best known to themselves, but expect when they see the benefits reaped by the other associations, they will fall into line and be with us.

I have had several calls from different parts of the State to organize, and I expect to see delegates from those towns, and when they go home after the convention they will organize good strong associations.

In organization work, I find that personal contact with the merchants will do more toward organizing them than all the letters you can write, and I expect that this convention will result in the organization of a great many new associations in all parts of the State.

The wholesalers and manufacturers are quick to see the benefits derived from the organization and have contributed liberally by becoming honorary members of this Association and helping us in our local associations as well.

In regard to individual membership, where the merchant pays one dollar as individual membership fee in our Association, I think those memberships could be increased if some plan could be devised where the merchant could be informed frequently of what the Association is doing, similar to the plan of the National Association, where a bulletin is issued to the different associations, keeping them posted in regard to the new laws, such as pure food and parcel post bills.

Again I wish to call the attention of the local associations to the matter of sending in their local per capita tax at the convention or as soon after as possible, so that the officers may be able to make plans for the future work of the Association.



Chas. W. Grobe, Treasurer

The following local associations are affiliated with the State Association:	
Sault Ste. Marie	34
Reading	18
Lapeer	14
Bay City	40
Albion	14
Ann Arbor	26
Port Huron	60
Grand Rapids	100
Detroit	200
Coldwater	12
Jackson	40
Adrain	31
Lansing	40
Saginaw	80
Davison	17
Mt. Pleasant	13
Manchester	24
Sunfield	16
Shepherd	29
Clinton	19
Armada	17
Brown City	24
Ypsilanti	15
Flint	40
Yale	9
Kalamazoo	40
Alpena	34
Decatur	19
Capac	12
Hastings	10
Manistee	21
Saline	31
Owosso	20
Imlay City	24
Hudson	15
Marcellus	15
St. Louis	20
Gageton	12
Three Rivers	27
Alma	25
Individual Members	66
Wholesale Members	24
Total Membership	1327

In conclusion, I wish to thank the officers and members of this Association, and especially the trade press, which has been of great help to me in the performance of my duties, and hope to see the Association prosper more than ever in the coming year.

tion prosper more than ever in the coming year.

Fred Mason, of New York; William Judson, of Grand Rapids; Claude E. Cady, of Lansing, and H. U. Bigger, of Saginaw, delivered excellent addresses which were listened to with much attention and which received due measure of applause.

In the evening a smoker was given the visitors at the Lincoln Club hall, at which time brief addresses were made by several gentlemen and a programme of music and sports was carried out. A business session was held this forenoon and another will be held this afternoon. A banquet will be given the visitors this evening at Armory hall.

Recent Business Changes in the Buckeye State.

Lebanon—J. A. Blair will continue the grocery business formerly conducted by Morris & Blair.

Lorain—The house furnishing business formerly conducted by Fulton & Qua will be continued by J. E. Fulton.

Marysville—J. W. Eakins has sold his dry goods stock to Geo. Hornbeck.

Pipesville—T. A. Blabout succeeds Hy Fawcett in the general merchandise business.

Alliance—Anna Madden is the successor of Ellet & Hicks, milliners.

Bowerston—R. E. Talkington is succeeded in the meat business by G. S. German.

Buckeye City—Rice & Shearer will continue the implement business formerly conducted by E. C. Rice.

Camden—The business formerly conducted by Edw. Slover, manufacturer of fertilizer, will be continued by the Edw. Slover Fertilizer Co.

Cassella—Frank Feltz will continue the implement business formerly conducted by Hierholzer & Feltz.

Youngston—Roger Thomas is closing out his stock of general merchandise.

Kenton—C. B. Fink will continue the dry goods business of B. Fink & Son.

Painesville—Ford & Patterson succeed C. W. Ford in the grocery business.

Resaca—Finley & Fisher are succeeded in the general merchandise business by E. W. Fisher & Co.

Toledo—A receiver has been appointed for the Toledo Cold Storage Co.

West Austintown—A petition in bankruptcy has been filed by the creditors of Ward Russell, grocer.

Cleveland—Hurdley Bros., dealers in shirt waists, have changed their style to Hurdley & Co.

Delaware—The name of the Potter Hardware Co. has been changed to the Bell Marriott Hardware Co.

Hicksville—W. A. Teegarden succeeds Teegarden & Mercer in the produce business.

Business Men Touch Elbows.

Dexter, Feb. 12—The Business Men's Club is now in a flourishing condition and the handsomely furnished rooms are kept warmed and lighted, supplied with social games and all the current literature. It is certainly a delightful place to spend a few hours.

Recent Trade Changes in the Hoosier State.

Angola—The Angola Furniture Co. has removed its stock to Decatur.

Goshen—A petition has been made to change the name of the I X L & Goshen Pump Co. to the I X L Furniture Co. This company is engaged in the manufacture of window screens.

Mexico—A voluntary petition in bankruptcy has been filed by Chas. Douglas, dealer in hardware.

Crown Point—Geo. J. Hack is succeeded in the grocery business by F. J. Hack.

Columbus—A petition in bankruptcy has been filed by the creditors of Van Blaricom & Robbins, manufacturers of ice cream.

Monroe—E. Murfield succeeds John A. Morgan in the meat business.

Muncie—W. R. Stewart is succeeded in the meat business by G. L. Sharp.

Noblesville—The buggy business formerly conducted by Richwine & Kline will be continued by G. C. Richwine & Son.

Plainville—F. J. Cox will continue the general store business formerly conducted by Cox & Aterburn.

Cicero—J. A. Hadly succeeds John F. Bert in the general merchandise business.

Fairmount—The meat business formerly conducted by Collins & Williams will now be conducted by J. L. Collins.

Fulda—Hy Clements has sold his general stock to Holzman Bros.

Rochester—Moses Flox will discontinue his general merchandise business.

A St. Louis correspondent writes as follows: Wm. Nichols has tendered his resignation in the grocery department at Tuger's department store, to take effect shortly. He has taken a position as salesman with a Chicago house, for which he has worked before, and expects to start on the road about the middle of the present month selling street sprinklers, scrapers and other material used in the construction of roads.

BUSINESS CHANCES.

Will sell or exchange for stock of goods, 14 room residence in the town of Manchester, Tenn., and 70 acre farm joins the town. Fine bottom land. N. L. May, Jr., 122 5th Ave., Nashville, Tenn. 566

Wanted—To learn of a good sized prosperous village that is in need of an up-to-date electric lighting plant. Address Electric, care Michigan Tradesman. 584

For Sale—A 1 stock general merchandise about \$7,000. The best store, the best business in the best town of 500 inhabitants in Michigan. Will sell right or will exchange for a smaller stock or paying mill property or farm to suit. Address No. 585, care Michigan Tradesman. 585

Wanted—Location for stock of dry goods, clothing and shoes of \$12,000 to \$15,000; give full particulars. Address No. 586, care Michigan Tradesman. 586

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

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 \$180 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 moneymaker. Address No. 546, care Michigan Tradesman. 546



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.

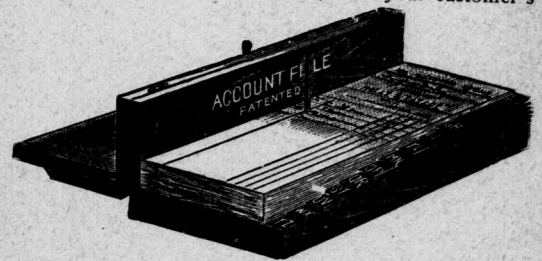
The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

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.*

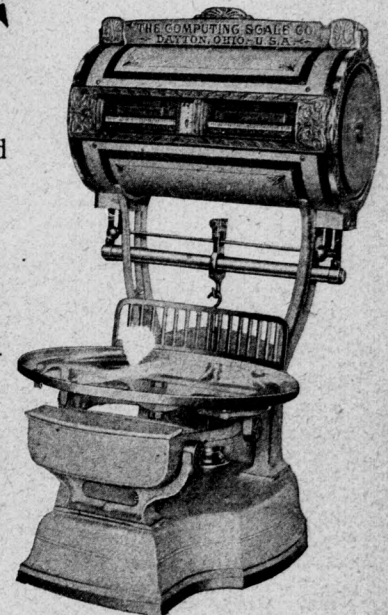
SEND IN THE COUPON!

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.....

To Make Room For Other Goods

We Are Closing Out

Our Entire Line of

Dry Goods Notions

At from 25 to 50 Per Cent. Below Regular Jobbers' Prices

We will fill orders as they are received and as long as the stock holds out. You will be disappointed if you do not order early as they will go fast at the prices quoted, so send us your orders at once as the quantities are limited

Ribbons

Prices are for 10 yd. bolts

750—All silk, plain taffeta, excellent quality and brilliant lustre. A great seller for neck and hair ribbons and for millinery purposes, etc. In all colors except black and white. Widths from No. 2 to No. 80.

No.	2	5	7	9	12	16	22	40	60	80
Price	15c	18c	25c	30c	35c	45c	55c	65c	72c	85c

900—Fine all silk moire, extra quality, fine lustre, widths from No. 5 to No. 12.

No.	5	7	9	12
Price	15c	25c	35c	45c

No. 22 Baby Ribbon—Satin and grosgrain ribbon, satin on one side and grosgrain on the other, 30 yds. on spool. Price:

No. 1.....20c | No. 1½.....30c

Princeton Baby Ribbon—Satin ribbon, a much heavier and better ribbon than No. 22. All colors in this ribbon. Price reduced to

No. 1.....25c | No. 2.....35c

"Quality A" Black Velvet Ribbon—Union satin back, cut edge. Width No. 1 to 16.

No.	1	2	4	5	9	12	16
Price	7c	12c	17c	22c	35c	42c	50c

"Quality B" Black Velvet Ribbon—Linen back, woven edge. A good quality ribbon.

No.	1	1½	1½	1½	2	2½	2½
Price	8c	8½c	9c	10c	13c	15c	17c

No.	3	3½	5	6	7	9	12
Price	20c	22c	30c	35c	40c	50c	65c

Featherstitch Braids

No. 701-1 Assortment—Contains 36 pieces of feathered edge and herring bone braids, four yards to the piece, 12 assorted patterns, put up in a display carton. All white.

701-2 Assortment—Same as above, half colored, half white.

701-3 Assortment—As above, all colored. Prices on No. 701 Assortments reduced to 70c.

45-1 Assortment—Contains 36 pieces of 6 yards, each a much better quality than 701. All white.

45-2 Assortment—Same as above, ½ white, ½ colors.

45-3 Assortment—Same as above, all colored. Prices on 45 Assortments reduced to 95c.

711-1—Extra quality, good width, 12 patterns, mercerized finish, 4 yard pieces, 36 pieces in carton, all white. Price reduced, per carton, to \$1.50.

717-1 Assortment—Comprises 36 pieces in a variety of patterns, extra fine assortment of popular selling styles, raised centers and other effects, 6 yards in a piece, packed in display box, all white.

717-2 Assortment—Same as above, half white, half colored.

717-3 Assortment—As above, all colored. Prices on 717 Assortments reduced to \$1.75.

Fleisher's Star Alpaca Dress Braids—¾ inch wide, 5 yard pieces, 12 pieces in box, shrink, ready for use, dyed in the wool, all colors except black. Price reduced to, per dozen, 83c.

Misses' Hose



No. 205 Misses' Seamless Hose—Sizes 5 to 9½. Two thread fast black 1x1 ribbed, spliced heel and toe, extra heavy foot.

Price (5 cent rise) for No. 5 Per dozen.....50c

No. 210 Misses' Hose—Same as No. 205, except double knee, sizes 6½ to 9½.

Price (5 cent rise) for No. 6½ Per dozen.....70c

M1121 Misses' Hose—Sizes 6 to 10. Extra heavy 1x1 ribbed two thread goods, double knee, spliced heel and toe, full seamless.

Price (5 cent rise) for No. 6 Per dozen.....88c

M2121 Misses' Hose—Sizes 6 to 10. Same as M1121 except 2x1 ribbed.

Price (5 cent rise) for No. 6, per dozen.....88c

M1621 Misses' Hose—Sizes 6 to 9½. Extra heavy 1x1 ribbed, combed Egyptian yarn, superior quality, silk finish, spliced heel and toe, full seamless, fast black.

Price (5 cent rise) for No. 6, per dozen.....\$1.40

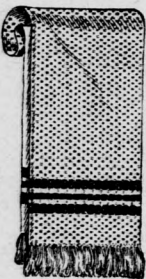
M425 Misses' Hose—Sizes 5 to 9½. Fine gauge 1x1 ribbed, double knee, full seamless, extra spliced heel, double toe, fine yarn, silk finish.

Price (5 cent rise) for No. 5, per dozen.....85c

M425T—Same as 425 only in Tan colors.

Price (5 cent rise) for No. 5, per dozen.....85c

Towels



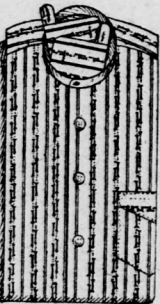
No. 1600 Towel—Size 17 x 36 in. Honeycomb weave, three stripe border, fringe ends, fast selvages, selected yarn, soft finish, no filling. Two dozen in bundle.

Price, per doz.....40c

1604 Towel—Size 15 x 32 inches. Bleached huck, fringed ends, fast selvages, good weight, three stripe red borders. Four dozen in package.

Price, per dozen.....40c

Men's Laundered Negligee Shirts



One lot Assorted Men's Laundered Fancy Negligee Shirts, consisting of fancy percales and Bedford cords in black figures on white, fancy blue and white stripes and brown and white stripes, double yoke, gathered back, skirt gusset, cushion neck band. Have double stitched flat seams and three pearl buttons. Laundered cuffs to match. Sizes 14 to 16½. Regular \$4.50 quality. Per dozen.....\$3.60

Buttons

Best Quality Agate Buttons—Clear and smooth, sewed on card, ½ great gross in package.

No. 1½ reduced to, gt. gross.....38c

20 reduced to, gt. gross.....70c

30 reduced to, gt. gross.....80c

40 reduced to, gt. gross.....90c

50 reduced to, gt. gross.....\$1.00

No. 3486 Pearl Shirt Buttons—Finely finished white

pearl, 4 hole, 1 gross on card.

No. 14 reduced to, per gross.....32c

16 reduced to, per gross.....38c

No. 2000 Pearl Shirt Buttons—Super quality, assorted,

carved and plain, English white pearl, 2 and 4 hole, 1 gross

on card.

No. 14 reduced to, per gross.....60c

16 reduced to, per gross.....65c

No. 320 Fine White Pearl Buttons—Excellent quality,

highly polished, 2 hole, 1 dozen on card, 1 gross in box.

No. 16 reduced to, per gross.....30c

No. 300 Ocean Pearl—Hand polished, white and clear,

exceptionally good quality, 2 hole, 2 dozen on card, 1

gross in box.

No. 24 reduced to, per gross.....90c

No. 200 Ocean Pearl—Superior quality, extra fine,

heavy and brilliant, hand polished, 2 hole.

No. 16 reduced to, per gross.....75c

20 reduced to, per gross.....90c

24 reduced to, per gross.....\$1.05

No. 225 Half Ball—Fine white pearl, 2 hole, small

center.

No. 12 reduced to, per gross.....28c

14 reduced to, per gross.....30c

16 reduced to, per gross.....32c

No. 210 Half Ball—Fine white pearl, highly polished,

2 hole, small center.

No. 12 reduced to, per gross.....50c

14 reduced to, per gross.....52c

16 reduced to, per gross.....55c

18 reduced to, per gross.....58c

No. 211 Half Ball, Fancy Carved—Fine white pearl, 2

hole, small center, highly polished.

No. 12 reduced to, per gross.....58c

No. 250 Half Ball Clear Ocean Pearl—Highly polished,

2 hole, small center, superior quality.

No. 10 reduced to, per gross.....75c

12 reduced to, per gross.....80c

14 reduced to, per gross.....85c

18 reduced to, per gross.....\$1.00

No. 8875 Half Ball Opal Pearl—Super quality, catches

the light like an opal, 2 hole, small center.

No. 12 reduced to, per gross.....80c

14 reduced to, per gross.....90c

18 reduced to, per gross.....\$1.00

No. 9216 Extra Quality Pearl—Self shank, ball shaped,

cream white.

No. 16 reduced to, per gross.....\$1.40

No. 3965 Half Ball, Smoked—Fine ocean pearl, per

fect finish, 2 hole, small center.

No. 12 reduced to, per gross.....60c

14 reduced to, per gross.....65c

Leonard Crockery Co., Grand Rapids, Mich.