

MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 20, 1907

Number 1222

Pace of mind must come in its own time, as the waters settle themselves into clearness as well as quietness; you can no more filter your mind into purity than you can compress it into calmness; you must keep it pure if you would have it pure, and throw no stones into it if you would have it quiet.

Ruskin

It is a great deal better to live a holy life than to talk about it. We are told to let our light shine, and if it does we won't need to tell anybody it does. The light will be its own witness. Lighthouses don't ring bells and fire cannon to call attention to their shining—they just shine.

Dwight L. Moody

As to the value of other things most men differ; concerning friendship all have the same opinion. What can be more foolish than, when men are possessed of great influence by their wealth, power and resources, to procure other things which are bought by money and not to procure friends, the most valuable and fairest furniture of life.

Cicero

Don't worry; eat three square meals a day; say your prayers; be courteous to your creditors; exercise; go slow and go easy. Maybe there are other things that your special case requires to make you happy, but, my friend, these I reckon will give you a good lift.

Abraham Lincoln

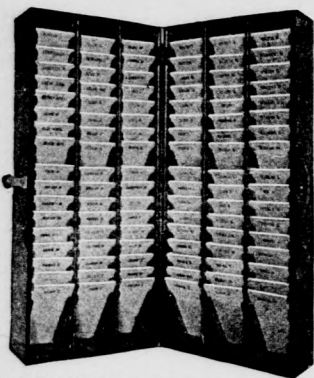
It is a bad thing for a man, in looking at himself, at his neighbors and at communities, to look at the side of fault, and failing, and meanness, and imperfection, and wickedness, and rottenness. These things will force themselves upon his notice full enough—more than enough for his good.

Henry Ward Beecher

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



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

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Pat. March 8, 1898, June 14, 1898, March 19, 1901.

Every Cake

of FLEISCHMANN'S

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



The Fleischmann Co.,

of Michigan

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



You

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**MAKE
MONEY ON IT**

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Write for prices and terms

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Judson Grocer Co.

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

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



Tradesman Company

Grand Rapids, Mich.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

**SNOW BOY WASHING
POWDER.**

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 20, 1907

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S ————— **\$**

Put a couple of strokes in your income by learning bookkeeping; shorthand and typewriting at the old reliable

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

The Kent County Savings Bank OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

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

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

CLOSED SHOP METHODS.

The Tradesman of last week presented a summary of the first day's proceedings of the ninth annual convention of the Retail Grocers and General Merchants' Association. The second day was taken up with the presentation and discussion of routine topics and a visit to the office of the Citizens Telephone Co., concluding with a banquet in the evening. The banquet was well attended and the decorations, music, menu and speeches were all that could be desired. Concluding sessions were held Thursday forenoon and afternoon, after which the convention adjourned.

The Tradesman is unable to present a complete report of the proceedings of the convention because of the action of the Association in restricting the publication of the official report to a single publication. This necessarily prevents a large portion of the best merchants of the State from perusing the proceedings or taking any part in the work of the organization, which will never reach a high plane or achieve a great degree of usefulness to its members so long as it pursues the closed shop principle of the trades unions so strongly condemned by all broad minded and right thinking people. The Tradesman has never referred to the matter before and would not do so at this time but for the fact that some of its readers may be at a loss to understand why more space is not devoted to reporting the proceedings of an organization which should stand for the best interests of the retail merchants of the State and voice the aims and aspirations of the best exponents of the mercantile profession.

The Tradesman showed its good will toward the organization, despite its smallness and narrowness, by contributing \$50 to the entertainment fund.

KICK HIM OUT.

Just at present there is a very boisterous waistcoat going noisily about our city and making a canvass of our merchants and manufacturers in behalf of the Michigan State Federation of Labor, which is going to issue a Year Book.

If there is anything on earth that harks back to the fringe of belles lettres, it is the use of that most polite term, Year Book.

Just what a Year Book is is indefinite because of the multitudinous variations into which it seems to fit. Monarchies, empires, republics, great corporations and lesser ones, religious associations, political organizations, women's clubs, musical societies—anybody gets out a Year Book once in awhile.

Just now, according to the vociferous vest, it happens to be the State Federation of Labor, and the alleged purpose of the Federation is to raise

funds to buy legislation at Lansing which shall differentiate as to what kinds of convict labor may or may not be permitted at the State's prisons. It is such a satisfaction, you know, to be assured that this end is to be accomplished by means of a Year Book.

Incidentally, it is stated that the loud vest is accompanied by an oleaginous young man named T. R. Day, who, when the vest consents to step into the background, tells the merchants and manufacturers of Grand Rapids all about the proposition. He tells what has been done in Kalamazoo and Battle Creek and what it is expected that Grand Rapids will do.

He is a ready talker, is Mr. Day, and shows all the earmarks of a skilled advertisement solicitor and all-round fakir. And he has the Year Book patter down to a nicety. He even goes so far as to intimate that whatever business man is solicited to join the Year Book throng and declines will be promptly boycotted by union labor all over the land. And there's where, from a professional book barker's standpoint, the young man falls down.

He should bear in mind that the present is the year 1907; that there is not a successful business man anywhere who does not know that these schemes of the Federation of Labor are worse even than are the special edition newspaper write-ups of cities and villages, because the legislation the Federation seeks is against the interests of all business men. He should realize, before he threatens to boycott any man's business, that he is soliciting merchants and manufacturers to pay money for the securing of legislation which, in operation, will still further draw upon their cash resources.

It is a case of put your hand in one pocket and give me money that I may put my hand in your other pocket and draw forth more money.

RARE OPPORTUNITY.

A few evenings ago, in a most interesting and practical talk upon Civic Pride and Civic Beauty, Prof. Charles Zuebelin, of Chicago, told the people of Grand Rapids, among other things, that the present is the time to secure possession of all points which, sooner or later, will be required to make possible the carrying out of whatever plans may be adopted for beautifying our city; to lose no opportunity that presents itself for creating a beautiful picture in the city's development.

As though in answer to Prof. Zuebelin's advice, now comes a prospective opportunity to create, at a comparatively small cost, a very striking picture in the very heart of our city. Mr. Wm. T. Powers—venerable but no less loyal to and ambitious for the

city in which he has lived for so many years—heads a petition signed by other property owners in the neighborhood to be improved asking the Common Council to construct a concrete bridge across Grand River at Pearl street, similar to the handsome bridge at Bridge street, utilizing the present bridge at Pearl street in place of the wooden bridge at Leonard street. The petition should be granted.

At a meeting Monday of the Municipal Affairs Committee of the Board of Trade this matter was brought up and the suggestion was made and approved that, in addition to the proposed new bridge, a dignified, worth-the-while architectural structure should be erected on the west side of Front street, immediately opposite the west end of the proposed new bridge, designed and built to harmonize with the bridge and constituting an artistic perspective—looking from the corner of Monroe and Canal St.—to the perfect design.

Barring the cost of raising Front street at the point in question about six or eight feet, the opportunity for such a picture of civic beauty is perfect. According to the city map Pearl street, on the West Side, is 100 feet wide and Front street 75. The square bounded by Front street, Shawmut avenue, Court and Allen streets is not, considering its nearness to the financial and commercial center of the city, at all high priced. This situation renders it easily possible to devote an area of land, 200x250 feet in size, to the location of a handsome building—a municipal manual training school, for instance—of classic design and proportions, having a spacious plaza about it and enhancing the value of all other property within half a mile of it.

With an accepted plan of protection against floods completed, such an improvement would constitute one of the "show places" if not "the" show place of our city, and the Municipal Affairs Committee of the Board of Trade, together with the West Side Board of Trade, operating and striving jointly with the Common Council, can bring about such a transformation if they choose. It would be a triumph of civic pride and public spirit of very large proportions.

The new Prosecuting Attorney of Kent county, John S. McDonald, starts out on his career as a public official as though there was no difference between the rich man and the poor man, the big brewer and the small saloon keeper, the man with a pull and the man without a pull. If he continues his present policy of equal enforcement of the law, without fear or favor, he will mark a new epoch in the office of Prosecuting Attorney of Kent county.

BUYERS OF BRAINS.

Shrewd Men Who Found the Secret of Success.

Where millionaires are made by hard work, it takes the trick of being the shrewdest buyer of the work of others to compound the money getting faculty and make multimillionaires.

This secret of picking winners runs through the success contest from top to bottom. Morgan, Carnegie and Hill have been noted for this faculty, which, when analyzed, is the intuitive gift for recognizing the best men and the sheer nerve to invest in them before they have proved their ability to others. It is the same quality which, carried into the publishers' business, or, rather, perhaps most exploited there, has given S. S. McClure the name of the plunger among editors and has contributed in a measure to his great syndicate and magazine success. When starting his magazine, which he did under circumstances which were not propitious, his wonderful faculty of picking winners for his staff saved and made him.

One of the men who have been helped to fortune by this method is W. L. Douglas, the millionaire shoe man. His faculty of selecting valuable men where others could see no reason for his judgment always has been one of his marked characteristics.

A few years ago an extremely young man who had been in a business that had been unsuccessful was working in the South for a small salary. While most big business leaders are afraid of men who have not been identified with success, Mr. Douglas had seen this young man a number of times and had formed a favorable opinion of him. He sent for him and engaged him at a good salary for a responsible position in his plant.

"I've got a winner sure in this man," he said to some of his department heads. They doubted, but they said nothing, as they had had experience with their employer's intuition. Now that young man holds one of the most responsible positions in the Douglas plant, with a salary that is written in five figures, headed with a big numeral. Mr. Douglas' judgment was verified.

Henry Siegel, who is a many times millionaire, to-day works harder and longer than most business men, and yet the secret of his great success has been that he knows how to surround himself with men of marked ability.

He never lets the question of salary stand in the way of getting a man if he wants him. Like all the merchant princes, he knows the business from the ground up and not only can select good men but can accurately fit men to places.

Another man who has this faculty is James McCrea, now in the public eye as the new President of the Pennsylvania Railroad. They say that when any good place becomes vacant this officer always has in mind a good man to fill it. It may be only a dispatcher's place, or an assistant engineer, or something even

smaller, but he knows who has been filling it and whom he wants to fill it in the future. Especially on the lines west of Pittsburg, which he has controlled since 1891, he knows everybody and everybody knows him. He knows the business from the ground up, and no position is too insignificant for his attention and no person too unimportant for him to remember. A little while ago he was visiting the President of one of the subordinate companies and in the course of the conversation he said:

"By the way, how is young Tommy — getting along?"

"Who's he?" answered the subordinate President.

"Why, he's one of the assistant superintendents lately sent down to the — division."

"I don't know him."

"Well, I do," answered McCrea. "I know him, and I can tell you that he is a comer, a bright fellow, and one of these days he'll be ready to do big things."

Hill has exercised this intuition in advancing men even where they have been condemned as incompetent by those above them, and in many cases has proved right, although he often reverses his own judgment and discharges a man who doesn't come up to his expectations in a short trial. George Gould has shown something of this faculty, although he works from evident facts that attract his attention rather than from intuition. His father had the same faculty, and he was about to let Newman go when he took over the Union Pacific, or rather he told him he could stay at half the salary he had been getting. Newman's answer attracted his attention. It was: "Your conclusion fits in with the plans I had made. I had intended to leave the railroad business, and the only thing that could induce me to stay would be the doubling of the salary I have been getting." Gould doubled his salary and he stayed.

Gould and Whitney picked out Ryan in this way without much previous knowledge as a man who would be useful to them, and Whitney acquired Vreeland as quickly as possible after an acquaintance of one day, which Vreeland spent showing him about the Long Island Railroad.

Carnegie's faculty of picking out and promoting good men was phenomenal and the list of millionaires that have been made in his employ is longer than that of any other corporation. Books have been written showing how the best of his work has been done by those around him and he himself gives this as the secret of his own success, and presses the theory upon others in his advice articles. "Partnership requires not duplicates but opposites," said he in making an analysis of this question. "He who proves indispensable as an aid to one man might be wholly useless or even injurious to another. Grant and Sherman needed entirely different chiefs of staff. One secret of Napoleon's success arose from his being free to make his own appointments, choosing the men who had the qualities which supplemented his, and cured his shortcomings, for every man has shortcomings. The

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

IT is the shams who are compelled to take to the woods when the strong hand of the law takes hold. The Pure Food Law has made the S. B. & A. line of Candies more popular than ever.

Straub Bros. & Amiotte

Traverse City, Mich.

Putnam's
Menthol Cough Drops

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

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

**One Full Size Carton
Free**

when returned to us or your jobber, properly endorsed.

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

universal genius who can manage all himself has yet to appear."

How highly Carnegie valued every man who interworked in his great system is shown by the prompt apologies with which he followed up his more or less unreasonable outbursts of temper. Once he wrote a strongly worded letter to Griffin, President of the Keystone Bridge Works, and received a prompt reply in the shape of a resignation. Carnegie wrote back an apology. He wrote a similar letter to Mr. Walker, who sent in a resignation which was ignored by Mr. Carnegie. It was insisted upon by Mr. Walker, and went into effect after a stormy scene. Capt. Jones sent in his resignation periodically, but always was fought back by a handsome gift or a still more handsome apology.

G. R. Clarke.

Fight Your Work or Like It.

A visitor was going through a big pottery works. Standing at one of the benches he saw a workman whose task consisted of polishing piece after piece of pottery with a cloth.

"Don't you ever get tired of the monotony? You do the same thing from morning until night. I should think the constant repetition of the same act would tire you out."

"It doesn't," answered the workman. "I know that it would if I went at it like a drudge. But I don't. I put thought even into such mean work as this. I keep thinking of the good that the pottery that passes through my hands will do in the world, the good that it will do

through its beauty. In thought I visit the houses of the great where my vases find place. Instead of my work being a burden to me it is a pleasure."

For every worker there is a great deal of help in that little sermon by one of the laity.

Don't be a drudge. If for no higher reason abstain from drudgery because drudges do not get ahead. That is an argument that hits everybody. All men want to get ahead. Show them that this or that is a handicap and they will drop it. But there are other and better and higher reasons. A man should not be a drudge simply because of the effect of drudgery upon his own character. The mechanical, when it is permitted to grind itself into the human heart and the human mind, does a vast deal of damage. Keep it out.

Many a worker accomplishes tremendous results by thinking of his work as an attacking enemy that is most anxious to overpower him. He summons all his powers to his aid and overthrows the work. Men in whom the desire of conflict is strong "take it out on their work," and they do well.

But there are other men and many women who do not feel this necessity of battling with something. Still they are in the ever-present danger of being reduced to the servitude of work—of being made into drudges. Let them then love their work, try to improve upon it, coddle it and pet and coax it. Do not be indifferent to it. It is the worker to whom the work is an indifferent thing that

soonest becomes the drudge and the inert one. Throw that indifferent feeling out of your mind. Either fight your unpleasant work like a man and vanquish, doing it better and faster and cleaner than you or any one else ever has done it before, or love it and improve it to its highest power.

With either a strong feeling of hate or a strong feeling of love in the breast of the worker toward his work there is no chance for the little blue devil of drudgery to creep in. So long as drudgery is kept out there is an assurance of a chance to get out of life all that is there to be gotten out. But don't be a drudge. They get nothing out of life, out of work or out of themselves.

Walter P. Lewis.

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

Buffalo, Feb. 20—Creamery, fresh, 25@33c; dairy, fresh, 20@28c; poor to common, 18@20c; roll, 23@25c.

Eggs—Fancy candled, 28@29c; choice, 27c; cold storage, 25c.

Live Poultry—Springs, 12@13c; fowls, 12½@13½c; ducks, 16@17c; old cox, 9c; geese, 10@12c; turkeys, 13@17c.

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, 6c; mixed and red, 6oc. Rea & Witzig.

Initiated Into the Lodge of Sorrow.

A prominent business house in Baltimore placed a bill in the hands of a collector, who, in response to a request for settlement, received the following reply:

"My Dear Sir: Absence from the city prevented my writing in answer to yours of a recent date.

"It will be utterly impossible for me to settle the claim you mention at present for the very simple, but good reason—I haven't got it.

"I lost every penny I had in the world, and considerable I had in the future, in a theatrical venture last September. Up to the present time I have not recovered from the shock.

"I think if you lay this fact before your clients they will not advise you to proceed harshly against me. From their experience with my modes of procedure, in days gone by, I do not think they can recall any suspicious mannerisms which could lead them to suppose I am a debt dodger.

"I have simply been initiated into the Lodge of Sorrow, Hard Luck Chapter, Fool Division, No. 69.

"My picture hanging crepe-laden on the walls of the Hall of Fame bears the legend, 'Sucker No. 33876494.'

"My motto is briefly: 'I would if I could, but I haven't, so I can't.'

"Fortune may smile, however; up to the present writing it has given me the laugh. I have hopes.

"Directly I am in a position even remotely suggesting opulence I assure you your balance will receive my very prompt attention.—Baltimore Sun.

Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



Movements of Merchants.

Fenton—Judevine Bros. have opened a new meat market.

Lakeville—E. J. Porter has moved his general stock to Leonard.

Allegan—A shoe shop has been opened by C. J. Smith, of Chicora.

Detroit—Klein & Wirth succeed Frederick Schimmel in the meat business.

Byron—E. E. Koehler has sold his store and hardware stock to Mier Bros.

Otsego—Schuler & Angley, of Marshall, will conduct a cigar factory here.

Harbor Springs—Perry Powers has sold his shoe stock to Warren Carpenter.

Greenville—A new grocery store has been opened here by McDermid & Bahler.

Hillsdale—R. W. Fuller has purchased a half interest in the Wood meat market.

Sturgis—Homer Jacobs has purchased the stock of the F. L. Burdick Shoe Co.

Holland—H. VanderWorf and J. De Ridder have opened a new hardware and notion store.

Detroit—The Gem Fibre Package Co. has changed its name to the Kemiweld Can Co.

Menominee—Chas. Hassell, of Marinette, has purchased the grocery stock of H. Yeadika.

Detroit—H. R. Rothschild is succeeded in the millinery business by Duncan & Applegate.

Ashland—A. McKinley & Son have sold their stock of general merchandise to Clarence Bigelow.

Gaines—A petition in bankruptcy has been filed by H. V. Williams, dealer in general merchandise.

Rockford—Williamson & Blackburn are succeeded in the meat business by Blackburn & Teneyck.

Fountain—A petition in bankruptcy has been filed by the creditors of W. M. Boughner & Son, grocers.

Muskegon—H. D. Baker, for many years in the book and stationery business, will soon retire from trade.

Muskegon—James J. Haan has purchased the grocery stock of Joseph Anderson and will take possession March 1.

Bay City—Frank Lang has opened a carpet store. Mr. Lang was formerly identified with the City Cash Dry Goods Co.

Benton Harbor—Percy Lewis has sold his drug stock to Fred Fashbaugh, formerly employed by the H. L. Bird Drug Co.

Grand Haven—A new restaurant, bakery and confectionery will soon be conducted by Fred Baker, formerly of Milwaukee.

Ionia—A. D. Bachelder and George Dewey have purchased the grocery stock of G. B. Fleming and taken possession of same.

Alanson—Will Gleason, of Marlette, has purchased the drug stock of C. A. Pitcher. Mr. Pitcher will remove to Battle Creek.

Flint—Byron H. Wood has turned his stock of bazaar goods over to W. D. Hamilton & Co., of Galesburg, Ill., who will close same out.

Shelby—At a recent meeting of the stockholders of the Co-operative Association, it was voted to sell the stock of merchandise.

Detroit—Chas. E. Blessed has purchased the grocery stock of R. B. McGaffey and will continue the business at the same location.

Olivet—C. V. Roblin has sold his shoe stock to W. R. Goff, who will consolidate same with his own. Mr. Roblin will return to Charlotte.

Muskegon—Apostle Brothers, who operate confectionery stores at Sault Ste. Marie, Ishpeming and Marquette, will open a branch store here.

Petoskey—Geo. R. Beech has purchased the stock of groceries and store of E. G. Davis and will conduct the business at the same stand.

Detroit—The Chas. A. Strelinger Co., wholesale and retail dealer in machinery and tools, has increased its capital stock from \$100,000 to \$150,000.

Fenton—J. E. Dorland and R. Carmer have formed a co-partnership and will conduct the business of the Fair store under the style of E. Dorland & Co.

Detroit—Himmelhoch Bros., who conduct several dry goods stores throughout the State, will open another one at 180 and 182 Woodward avenue.

Traverse City—Joseph Klaasen and Frank Shumsky have formed a co-partnership under the style of Klaasen & Shumsky and will conduct a boot and shoe store.

Galesburg—G. C. Burroughs has sold his stock of groceries and confectionery to M. A. Douglas, who has consolidated same with his stock of confectionery and cigars.

Petoskey—A. E. Remington will continue the clothing and men's furnishing business formerly conducted by Remington & Baker. Mr. Baker will remain in the store.

Belding—M. C. Bentley, of Marshall, has leased the building formerly occupied by A. & D. Friedman and will open the store with a stock of clothing and men's furnishing goods.

Bay City—The Grand Trunk Railway is negotiating for the purpose of crossing the river in Bay City and getting over to the east side in order to increase its lumber freighting business.

Butternut—M. A. DeHart has purchased the general stocks of V. H. Arntz and W. H. Wamsley & Son and will merge them in the Wamsley building, where he will continue the business.

Kalamazoo—A new furniture store has been opened here, to be known as the Warren & Dean Furniture Store. The new firm will also conduct a repair and upholstering department.

Detroit—A. D. Rosen & Co., wholesalers of notions, have merged their business into a copartnership, limited, under the style of A. D. Rosen & Co., Limited, with an authorized capital stock of \$50,000, all of which has been subscribed and \$30,000 paid in in cash.

Port Huron—T. G. Hall, of Cleveland, Ohio, will soon open a department store here. Mr. Hall has been identified for a number of years past with the May Department Store, of Cleveland.

St. Johns—Chas. A. Atkinson has purchased the implement business of M. A. Kniffin, which will be conducted hereafter under the style of the Atkinson Implement Co. Mr. Kniffin will return to his farm.

Cadillac—M. D. Lynch has sold his grocery stock at 115 North Mitchell street to Frank and Louis Johnson and Arthur Anderson, who will conduct the business under the style of the Cadillac Grocery Co.

Lake Odessa—Otis Miner will buy the general stock of Daniel Shepard and consolidate same with his own general stock. Mr. and Mrs. Shepard will be employed in the Miner store in the sales department.

Belding—L. L. Holmes, clothing merchant, has merged his business into a stock company under the style of the Holmes Clothing Co. with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Hobart—J. C. McKivett, of Marion, Ohio, has purchased the old S. L. Rouse grist mill and will erect a new heading mill, the cost of which will be about \$4,000. The new enterprise will furnish employment to from sixty-five to eighty men.

Saranac—W. H. Buriff, of Des Moines, Iowa, and M. H. Herman, of Chicago, have formed a copartnership under the style of Buriff & Herman and purchased the C. E. Huhn general stock of merchandise. Both members of the firm have had over twenty years' experience in trade.

Hartland—C. P. Adams, who conducts a general store, has merged his business into a stock company under the style of the Adams Mercantile Co., with an authorized capital stock of \$4,000 common, \$2,000 preferred, of which \$4,300 has been subscribed, \$2,000 being paid in in cash and \$2,300 in property.

Gladwin—The grocery and drug firm of Wagar & Taylor have dissolved partnership, Hugh A. Wagar having purchased the interest of his partner, Mr. Taylor. The retiring member of the firm is a director in the Waldon, Alderton & Melze Co. and will now give his entire attention to that business.

Manufacturing Matters.

Jackson—The Imperial Skirt Co. has increased its capital stock from \$20,000 to \$30,000.

Detroit—The Kaighin-Roberts Varnish Co. has changed its name to the Handy Varnish Co.

Detroit—The Wayne Specialty Co. has changed its name to the Detroit Steel Scaffold Bracket Co.

Tecumseh—The capital stock of the Anthony Fence Co. has been increased from \$200,000 to \$250,000.

The American Improved Box Co. has changed its name to the American Improved Shipping Case Co.

Detroit—The Colonial Manufacturing Co. succeeds the Elysian Manufacturing Co. in the drug supply business.

Detroit—The Kelsey-Herbert Co., which manufactures umbrella handles and novelties, has increased its capital stock from \$100,000 to \$200,000.

Allegan—The Allegan Mirror Plate Co. will erect a separate building for the purpose of manufacturing picture frames, J. W. Rando having charge of this department.

Muskegon—This city has forty manufacturing establishments of importance, besides a number of smaller concerns. It is estimated that more than 5,000 men find employment in these factories.

Detroit—The Architectural Mold Co. has been incorporated to manufacture molds and castings with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed and paid in in property.

Pentwater—A corporation has been formed to conduct a general manufacturing business with an authorized capital stock of \$50,000, all of which has been subscribed, \$5,000 being paid in in cash and \$45,000 in property.

Grand Haven—A corporation has been formed under the style of the Mulliman Manufacturing Co. to manufacture furniture with an authorized capital stock of \$50,000, all of which has been subscribed and \$25,000 paid in in cash.

Munising—The Great Lakes Veneer Co., a new concern, which is at present erecting a very modern and excellent plant here, expects to begin operations by March 1, and will market principally a fine grade of bird's-eye veneering.

Lansing—A corporation has been formed under the style of the Eureka Machine Co. for the purpose of manufacturing machinery, with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and \$8,000 paid in in cash.

St. Johns—The St. Johns Manufacturing Co. has been incorporated to deal in portable houses and fences with an authorized capital stock of \$1,000, of which amount \$1,000 has been subscribed, \$750 being paid in in cash and \$250 in property.

Detroit—A corporation has been formed under the style of the Fee-Vincent Electric Car Co. to buy and sell automobiles, with an authorized capital stock of \$12,000, all of which has been subscribed, \$2,900 being paid in in cash and \$9,100 in property.

Munising—The Munising Paper Company, Limited, is getting out a large stock of hemlock logs for its pulp and paper mill. The Cleveland Cliffs Iron Co. is hauling out hemlock logs which it is shipping to the Munising Paper Company, Limited.

Manistee—A corporation has been formed under the style of the Rich Lumber Co. with operations to be carried on at Crandall, Georgia. This company has an authorized capital stock of \$20,000, all of which has been subscribed and \$20,000 paid in in cash.

Detroit—A corporation has been formed under the style of the McIntyre-Ball Concrete Machinery Co. to manufacture cement building material with an authorized capital stock of \$15,000, of which amount \$15,000 has been subscribed, \$1,500 being paid in in cash and \$13,500 in property.



The Produce Market.

Apples—The market is practically unchanged from last week, the general tone being steady. There is plenty of good stock in market and demand is good on about the following basis: Spys, \$3.25; Wagners, \$3; Baldwins, \$3; Greenings, \$2.75; 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 shows an advance of 1c per lb. on all grades, owing to the short supply of fresh-made, butter and the decrease of storage stocks of all grades. The present outlook is for an extreme scarcity, accompanied by high prices. The weather, however, will largely govern the situation. The demand is good considering the price. Creamery is held at 34c for No. 1 and 35c for extras. Dairy grades are held at 26c for No. 1 and 19c for packing stock. Renovated is in fair demand at 24@25c.

Cabbage—85c per doz.

Celery—28c per bunch for Jumbo.

Cheese—Stocks are lighter than usual and the consumptive demand is very good. There is therefore likely to be a very firm market at advanced prices. Under grades are almost entirely out of the market, with nothing left in any quantity except strictly fancy cheese.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—Fresh command 24c for case count and 26c for candled. Storage stock is fairly steady at 25c. This grade is about exhausted, and the receipts of fresh are not increasing as fast as desired. The market at present is very firm at ruling prices, and the future depends wholly on the weather and the volume of receipts. Increased receipts, however, are looked for, as well as increased demand.

Grape Fruit—Florida commands \$5. for either 54s, 64s or 80s.

Grapes—Malagas command \$6@7 per keg.

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—16c per lb. for hot house.

Onions—The market has sustained a strong advance and the faces of onion operators have correspondingly broadened. Local holders are holding strong at \$1 per bu. f. o. b. Spanish are finding an outlet in a small way at \$1.75 per 40 lb. crate.

Oranges—Quotations are unchanged from last week. Demand continues of seasonable proportions, but is not as large as dealers would like to see, being mostly restricted to city trade. Arrivals of fruit from the coast are of fine quality. Floridas are steady at \$3.25. California Nav-

els 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.

Potatoes—The market is without particular change and will probably continue so until the railroads are able to furnish cars to move the crop. Both growers and shippers are discouraged and railroad officials are as arrogant as peacocks.

Poultry—Michigan stock is scarce. Local dealers pay 10@11c for live hens and 12@13½c for dressed. Chickens command 11@12c for live and 11½@14c for dressed. Turkeys fetch 12½@14c for live and 15@18c for dressed. Geese and ducks are practically out of market. Dressed quotations are based on fowls with heads and undressed.

Radishes—35c per doz. bunches.

Squash—Hubbard, 1c per lb.

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

The Grain Market.

The price of wheat has been selling down steadily the past ten days, making a net loss from high point of about 4c per bushel, May wheat having sold from 81@77c on the close yesterday. The visible supply compared with the previous week showed the following changes: Decreases of 983,000 bushels of wheat, 299,000 bushels of oats, 7,000 bushels of rye, 56,000 bushels of barley, and an increase in corn of 1,279,000 bushels. This makes the present visible supply of wheat 43,585,000 bushels, compared with 47,252,000 bushels last year, and corn 9,488,000 bushels, compared with 15,187,000 bushels last year; oats 11,212,000 bushels this year, compared with 26,223,000 bushels last year. Foreign news indicates the growing wheat crop in good condition as a whole, and the decline has brought about quite an active export demand. The growing winter crop in this country is reported to be in good condition thus far, but we are now approaching the season of crop scares and we may expect a more active market the next few weeks.

Corn prices are holding steady, cash corn from the West now quoting at 47½c for No. 3 yellow.

Oats have shown some decline in futures, but cash oats remain firm and there is a very good demand for shipment.

Feed stuffs are now in better demand and prices have shown an advance of from 50c@\$1 per ton.

L. Fred Peabody.

The Miles Hardware Co. will remove from its present location, 115 Monroe street, to the double store now occupied by Enos & Bradfield, 116 South Division street, about March 20. Enos & Bradfield will go to Wisconsin, where they will engage in the lumber business.

A woman shopping for a dress consumes eight thousand foot pounds of energy per hour. Her husband, when he gets the bill, consumes ninety-three thousand six hundred and ten pounds of foot energy per minute.

The Grocery Market.

Sugar—Michigan jobbers have advanced their quotations of beet sugars, which brings beet goods up to within 6 points of Eastern grades.

Tea—Buying is for actual wants only, and there is little, if any, disposition to anticipate very far. No changes have occurred in prices, and the undertone is fairly steady.

Coffee—Both Rio and Santos are steady and unchanged. The stock of these coffees continues to increase and the syndicate continues to buy, thus maintaining the market on a level. The consumptive demand for coffee is active. Java and Mocha are firm and unchanged. Mild coffees are steady at ruling prices.

Canned Goods—The demand for spot corn of any packing is slow and those buyers who are in the market evidently expect to get what they may need at even lower prices than those quoted. These expectations are based on the common belief that spot stocks are large, but brokers say that the proportion of really good goods in the current offerings is comparatively small, though it is admitted that there is a universal desire among holders to clean up, hence the low prices that are being made. The situation in future tomatoes is unchanged. Spot tomatoes remain dull so far as full standards are concerned, but buyers continue to pick up rejected lots whenever the price meets their views. The cheaper goods, while they may be all right as to quality, are said to be of 1905 packing and show the effects of long carrying by more or less rusted tins. Inquiry for both spot and future peas continues, but as the offerings of the former are small and most of the packers are already sold up on futures comparatively little business is being done. String beans are reported to be in a similar position. The demand for future asparagus is firm but orders are being accepted only subject to approval of prices when named. Some packers on the Pacific coast are said to be in favor of deferring the announcement of opening prices on 1907 asparagus until the end of next month. A fair amount of business is being booked in future New York State pears at the opening prices recently announced, buyers being the more ready to take hold on account of the bare condition of the spot market. In other lines of canned fruits business in spot goods is seasonably quiet, while in the absence of offerings nothing is being done in futures. Interest in salmon does not extend beyond the covering of immediate requirements, but these seem to be greater than usual for the season and while the demand is not active there is a very good business on small orders. The demand runs mainly to Alaska red and the cheaper grades. Distributors are anxious to secure deliveries on their forward orders for Columbia River chinooks, but receivers here are unable to accommodate them owing to the holding up of stocks in transit by the freight blockade in the northwest as a result of severe weather in that region. American sardines are going

slowly even at the shaded prices of second hands, but commission merchants continue to insist that the market is bound to go higher because of the small stocks left in first hands and the probability that the coming packing season will open late. Orders are being booked for 1907 Southern shrimp subject to approval of opening prices. According to advices received by wire yesterday the packing season has opened at an unusually early date, but packers are not yet ready to name prices. Oysters remain scarce and firm, with a prospect of unusually light supplies this season, owing to the scarcity of labor at Gulf packing points and scarcity of raw stock in Baltimore.

Dried Fruits—Currants are in good demand at unchanged prices. Raisins are still in light supply, both seeded and loose, and are firm and high. The Eastern price on seeded raisins, however, is slightly below the coast basis. Apricots are in light supply and very dull. Apples are unchanged. The demand for prunes has improved. For thirty days there has practically been no interest manifested in them, as the trade seemed well supplied. Stocks are now getting low, however, and jobbers are coming into the market again. The Eastern price is from ¼@¾c lower than the coast basis, which is steady. Peaches are very quiet and firmly held.

Syrups and Molasses—The undertone of the molasses market remains quite firm with prices holding on the basis of previous quotations. Reports from New Orleans do not contain anything of new interest as regards the molasses situation. Demand for sugar syrups is good for consumptive 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—The market keeps up very well considering the high prices. Both pure and compound lard are up ¼@½c and the demand is very good. Further advances are likely in the near future. Barrel pork is unchanged. Canned meats are unchanged and dull, and so is dried beef.

Fish—Cod, hake and haddock are firm, unchanged and in fair demand. Hake is very scarce and commands the unprecedented price of 5½c in a large way. Haddock is quoted at 6c and cod at 6½c. The high prices of the two substitutes has increased the demand for genuine cod, particularly as the food law makes their sale as cod unsafe. Domestic sardines are unchanged and steady. The demand is light. The combination of packers are intimating that prices of future sardines, which will probably be forthcoming within a month, will be high. Imported sardines are strong and unchanged. The supply is light. Salmon is unchanged and quiet. The mackerel situation shows little change. Norway fish are still scarce and firm. The Irish catch of winter mackerel has been fair, and as to that grade there is a buyer's market. Fall fish, however, are scarce and command full prices.

WINDOW TRIMMING

A Lingerie Exhibit of Especially Fine Samples.

Saint Valentine's Day has come and gone, and with it the merry remembrances of loving friends, and a few of an entirely different sort—the kind that left a trail of resentment towards the unknown—and unknowable—sender who dared not sign his name, so took the anonymous route to convey his unwelcome sinister missive. The ugly valentine is not to the fore so much as during a few years aback and it is to be hoped it will soon die the death of all other ignoble things. People they are sent out to wound generally have some imperfection—perhaps slight, perhaps glaring—which is made the most of by an observer, who buys the valentine that he thinks "hits the nail on the head" the hardest. If such a screed "fits the case" of the recipient in even the slightest degree it rankles, and as he is not generally able to discover the sender—who either skillfully disguises his writing on the cover or else gets a friend to direct it for him—he is torn for days, weeks, months, nay even years, with the consciousness that he may be daily looking into the eyes of the one who set out to wound his pride or sensitiveness by thrusting on him a scathing, a scurrilous thing that would not dare be said above-board. An anonymous communication always has been—always will be—the work of a coward. I know of one such circumstance where the sender of a so-called comic valentine was found out in a round-about way and, although the receiver let the occurrence pass without divulging to the sender thereof—who was supposed to be a friend—the knowledge that his identity had been unearthed, for over twenty years there has been a sore spot that has refused to be healed, notwithstanding that the supposed friend has done no other act since that could be regarded as performed by an enemy either open or secret.

But this is getting away from the title at the top of this column.

* * *

Some of the clothing stores are making fine showings of shirts, mostly broken plaids and stripes, also white backgrounds barred off with hair lines of black or some faint color. The latter show an elegance of taste in dress which is lacking in the former, although the plaids are more serviceable in that the dirt will not be seen so readily.

The Leonard Benjamins Co. has a well-arranged exhibit of the last-mentioned shirts. Tall nickel fixtures with wide-spreading arms are brought into requisition. The accompanying neatly-lettered card reads:

50c
Remember
We're Hard to Beat
On
the
Shirt Proposition

Sometimes by a striking shape in a tag an otherwise common garment may be made to rivet attention. The Starr & Gannon clothing window of just coats illustrates the truth of this statement. White cardboard was cut into 10-inch squares, with the corners rounded, and the "was" selling price has a slanting line drawn through it from left to right, while below is the "is" value. Each of the dozen or so coats is folded and hung on the standard behind it in exactly the same position and each card is attached to the same part of the shoulder, giving uniformity to the lot.

The opposite window has an exhibit that is made conspicuous by having as little as possible in it, making each article stand out prominently. This is the secret of more than one windowman's success, which some others seem too thick-headed to have drummed into them. In this S. & G. window four or five suit cases and bags, including one handsome 'gator, are blocked against the side wall. The shirts used for this admirable display are hung on nickel fixtures and side arms to the top of the space. Only wide black ties are introduced. Two dress hats and half a dozen or so soft felts complete the trim.

In the sidewalk case are only plaid four-in-hands—black and white; black and white and red; red and white and green. The two canny cards with this interesting Scotch exhibit read the same, one being attached with stickers to each side of the case:

Hoot mon!
Tak
a
Tartan Tie
Hame
Wi Ye.
* * *

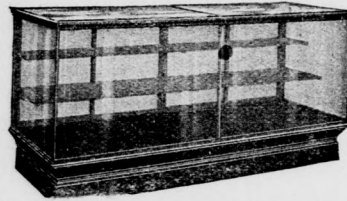
Steketee's windows are all filled with white goods, a delight to the eyes of the Gentler Sex. Some of the petticoats and corset covers are dreams of loveliness to contemplate—but distracting to pay for. Several of the latter are of all-over embroidery, with a beading edge, the holes of which are large enough to admit a half-inch ribbon, which gives a more elaborate effect than where baby ribbon is run in. Hard to say which underwaists are the prettier—these or the ones composed entirely of lace, which are made up of either the all-over or bands of insertion sewed together. Then there are muslin corset covers with the upper half all of lace—not quite so costly but still very pretty. The underskirts have billows and billows of lace at the feet—very perishable when it is a matter of French heels on said feet. Dainty women always like to be "better dressed inside than out," and the Steketee windows can not but appeal to this fastidious desire.

* * *

Washington's Birthday each year develops some novelty that has for its motif the immortal hatchet and the cherry tree.

In Jandorf's west window are innumerable little bonbon holders representing a section of the limb of a cherry tree, with a couple of tiny

If we could save you money and give you a superior product, surely it would be to your interest to deal with us. Let us prove this statement.



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

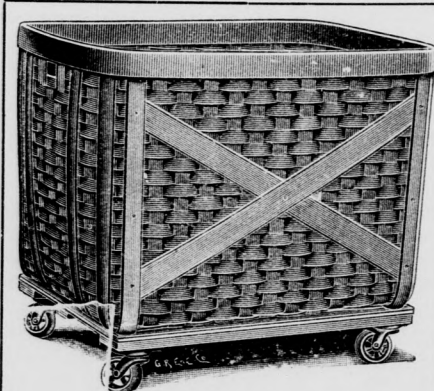
Write for our new General Store Catalogue "A" just issued.

GRAND RAPIDS SHOW CASE CO.,
GRAND RAPIDS, MICH.

New York Office 740 Broadway, Same Floors as
Frankel Display Fixture Co.

THE LARGEST SHOW CASE PLANT IN THE WORLD

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding Mich.

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?

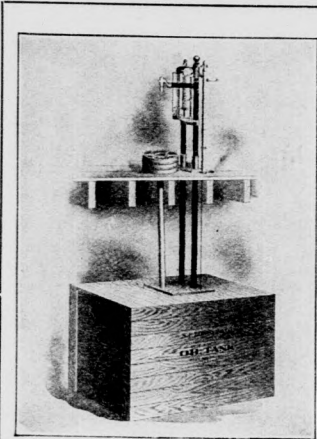
You can stop these losses at once and make a good profit on your oil by simply installing a **Bowser Self-Measuring Oil Storage Outfit.**

With the Bowser these 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.



Cut No. 1—Cellar Outfit
One of Fifty Styles

cherries growing out of one side and a small (pasteboard) hatchet indented. Then there are larger hatchets, with Washington's Birthday printed on the helve.

Little square boxes say on top:

First in War,
First in Peace,
First in the Hearts
Of his Countrymen.

Other candy cartons bear this inscription:

Oh, that little cherry tree!
Its fruit so high and dry,
And the story of the hatchet,
And the way that kid did catch it
Because he couldn't tell a lie!

Carelessness or Incapacity.

We have frequently advocated the taking of stronger interest in local affairs on the part of retailers and we have urged that they take active part in the organization of such bodies as boards of trade and merchants' associations as well as civic improvement societies. We have done these things because we have believed it always to the advantage of a retailer to be so engaged; we believe so still. We have recently witnessed a falling down on the part of a retailer because he became too intensely absorbed in the promotion of matters outside of his direct business, and we desire to offer a little warning.

This retailer had taken considerable part in the organization and working of a local merchants' association. His interest in that direction brought him into contact with men who had other organizations to further, to push along, and they got him interested in some of them. In four or five years' time he became a director in this, a vice-president in that and a trustee in another, to say nothing of being elected to the presidency of the Merchants' Association. He had a heap of responsibility and it wore on his business more than it wore on him. A short time ago his head clerk told us that "the old man" wouldn't allow him to keep the stock up as it should be and formerly was kept up. They were out of staple colors and weaves of dress goods, out of many cloths in the cotton goods department, and the "girls" were constantly kicking because hosiery, underwear, fancy goods and notions were slim and broken in assortment. The clerk said, "The old man has really so many blamed improvement ideas on his mind that he doesn't attend to his own business as he used to, and he won't believe us when we tell him we need things. Good customers are going around the corner to buy, and the business will go to the old fellow below unless the old man wakes up."

The logic of this is not to be denied. A man is of small capacity who can not attend properly to his store and still be interested in outside matters—that point is still our contention—but a man is a fool who allows himself to become so entangled and interested in matters foreign to his real business that he allows that business to get away from him by default. eH who can handle but one row at a time had best confine his hoeing to that row and see that it is done as it should be done.—Drygoodsman.

Keep To the Right.

"Keep to the right" is the law of the road, which, when obeyed, saves one a world of trouble.

Society is a public highway on a grand scale—a great turnpike whereon a hurrying, jostling, wrestling crowd of badly assorted humanity is ever thronging. Here is life in all its better phases—childhood with its golden hair and wondering eyes; youth with its widening, thoughtful outlook; manhood with its firm step and earnest purpose; old age with its bowed form and whitened locks. Here, too, are thickly strewn the wrecks of life—misguided childhood, headstrong and wayward; erring youth, rioting in frivolity and dissipation and sowing the seeds of physical decay and moral death; vicious manhood, treading the downward road; and decrepit old age, sinister and sear, with its painful memories and hopeless future—all commingling in the one great journey from the cradle to the grave.

How much discord, inharmony and jostling would be avoided in this journey if each traveler would only keep to the right! There is a pitfall before you, young man; a temptation to do evil; a snare at your feet. You are forming habits of idleness, dissipation and extravagance, which will stick to you like the shirt of Nessus, hampering your noble efforts and eventually dragging you down to the gateway of despair. Keep to the right and avoid it.

That is a doubtful business venture, sir, in which you are about to engage; one perhaps involving loss of self-respect and sacrifice of many principle. You see where, by taking advantage of your neighbor's ignorance, you can get the best of him in a trade; or by some smart trick of the law you can evade some responsibility you have willingly assumed, or shirk some duty that lies in your way. Keep to the right. There, only, is the path of honor.

When tempted to deal in gossip or scandal, to play the tyrant in your family, to withhold the gentle word of love or praise from her who walks by your side, to lower the standard of your honor, or do aught that would make you less manly or noble in the eyes of good men and angels—keep to the right!

Keep to the right. These golden words should be engraven in letters of living light on the temple of every human soul. They should stand forth as finger posts at the junction of every wrong; at the point of every divergence from the straight path of rectitude; by every wayside temptation.

Keep to the right—spurning every ignoble thought, every unmanly action. Thus will you lay up treasures for a grand old age, and life will bear for you its richest fruits.

Rubber is being made from cereals, especially wheat grains, macerated and moistened with ptyalin, it is said. Unlike other rubber substitutes, this can be hardened or vulcanized by sulphur. It is made in different grades suitable for water proofing, floor covering, tires, paving, and golf balls, and it is hoped by the experi-

menters that at last the cheap artificial substitute for rubber has been found.

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

Grand Rapids Notions & Crockery Co.

1-3 So. Ionia, Cor. Fulton
Grand Rapids, Michigan

ATLAS MASON JARS

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

BOOK OF PRESERVING RECIPES—FREE

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

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

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

An Auto? No!
Peanut and Popcorn Seller.
Catalog show'em \$8.50 to \$350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

My Personally Conducted Sale Will Help You

If you wish to increase your business.
If you wish to reduce your stock.
If you want to get on a cash basis.
If you want to get out of debt.
If you want to quit business.
If you want more cash, no slow selling goods and more trade, my work and methods insure successful results at any time of year.

B. H. Comstock, Sales Specialist

933 Mich. Trust Bldg.

GRAND RAPIDS, MICHIGAN

The Michigan Trust Company

Of Grand Rapids

Capital - - - \$200,000.00

Additional Liability

of Stockholders 200,000.00

Surplus and Undivided

Profits - - - 200,000.00

Deposited with state

treasurer - - - 100,000.00

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

SEND FOR copy of our pamphlet entitled: "Laws of Michigan relating to the descent and distribution of property." ALSO blank form of will.

DIVIDEND No. 38.

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

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

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

Inquiries from those seeking an investment are solicited.

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,
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Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

E. A. STOWE, Editor.

Wednesday, February 20, 1907

IT WON'T DO.

Already sixteen states have enacted laws providing for 2 cent passenger rates on railroads within their respective limits.

There is nothing strange about the spontaneity with which the people are going after this 2 cent rate. It is no new thing, this conviction that the 2 cent rate is deserved and must come. It has been under discussion by the traveling men and those who create the freight business for railroads for years, and at last the discussion has reached concrete, tangible form and, naturally, the result sought is coming and coming swiftly. And the railways will be wise if they "stand from under."

The people in addressing the railroads in reply to their contention against 2 cent fares are using the late Robert G. Ingersoll's famous expression: "It won't do." It is absurd to note how persistently the terrific decline of income to be caused by the adoption of the 2 cent rate is held in view by the railroads and how persevering they are in the effort to keep the freight factor in the background.

It is the freight and express business that keeps the railways on the road toward constantly increasing dividends, the passenger returns being by far the lesser factor. Even now a large majority of the railways are not getting more than 2 cents a mile per passenger out of that branch of traffic and the railways know that the 2 cent rate enforced by law will not cause appreciable difference in their receipts.

The railroads know and have declaimed the fact from the housetops that lessened rates of fare increase the aggregate of travel in a ratio equal to and sometimes greater than the percentage of decrease in rates. And this increase in travel is in exact proportion to the population of the territory traversed. If it pays to operate passenger service through a sparsely populated district at a 3 cent rate, it will pay better at 2 cents. It is nonsense, in the light of facts, for the railways to contend otherwise.

It won't do.

The men who fill the passenger trains daily all over the country, knowing that the casual contingent,

the travelers who board the cars only now and then, is quite as reliable in regard to the volume of business it contributes as are the regular travelers, say: "It won't do!"

When the grasping, greedy masters of great railway interests awaken to the fact that the men who create the chief reliance of the railways, the freight business, are entitled to fair treatment; when they awaken to the fact that the statistics furnished by their hired experts are taken by the creators of freight with whole barrels of salt, and rightly, too, they will then get on the right track. There are too many methods, too many reliable resources for accurate information available to citizens outside the inner world of railways, to permit that inner world to go on fooling the people all the time.

In proof of this fact the Legislature of Michigan is about to place upon the statute books a measure providing for 2 cent fares throughout the commonwealth.

WHIRLWIND HAS ARRIVED.

There is something intensely interesting about the present day whining of the great railway corporations over the way in which the general public is treating them, over the popular outcry against them and their methods. It is interesting chiefly because it is so different in spirit and tone to what has been the attitude of those corporations the past quarter of a century or more, and it is interesting, furthermore, because it is a striking, right-at-home realization of the old proverb: "Sow the wind and reap the whirlwind."

For years, dominating all departments of our Government, these corporations have been the personification of arrogance, impudence and indifference as to the rights and fair treatment of the communities upon which they depend for business.

For a quarter of a century and in spite of absurdly generous land grants and the thousands of lives that have been spent in sincere, broad minded, self sacrificing efforts to build up these communities, the great railway corporations have maintained a one-sided, avaricious and very often unscrupulous relation to the public welfare. It is simply no such thing that these railways are entitled to all the credit of developing the country. Adopting to the very last limit every legal loophole, practicing every iota of cunning in financial manipulation, inflicting injury where, seemingly, it paid them to do so and stooping to every unfair device that could be invented, they have lived up to and beyond the alleged declaration of Mr. Vanderbilt, "The public be damned."

And now they are beginning to whine and plead that they are being persecuted. Bless their greedy souls! It is time they had a dose of their own medicine. The public has for years and years pleaded with them in vain against the persecution they were inflicting upon those who desired to be their friends. And now the public is aroused, as it has every right to be. Time after time the railroads have been advised and warned that the reaction would come, that the people would have some-

thing to say in the matter. And all over the land to-day that something is being said and said hard.

It is refreshing to see the loftiness of the railway magnates give way to a position of deference that would be quite decent were it less testy and more real. Their magnificent nerve in putting forth a claim of martyrdom after the decades of imposition upon the business interests that they have inflicted is only excelled by their peevish threats to diminish this, that or the other service if such and such a thing which they do not want is accomplished.

The railway corporations are in the public eye and mind and estimate as never before and their statisticians, mathematicians, logicians and magicians can deceive no longer. Fair play, adequate service, adequate remuneration and straightforward dealings are demanded, and squirm and weep and beg as they may, the railway magnates must surely come to time. Sentiment is no longer a factor in the problem. It is strictly a matter of business.

A GOOD IDEA.

The Massachusetts Legislature has come to the conclusion that the convicts of her penal institutions are to be on exhibition no longer to sightseers looking after freaks or subjects of social studies. It is not, it is contended, fraught with good results to visitor or visited. With no regard for the prisoner who has sacrificed all rights which the public is bound to respect there is nothing to be gained in catering to sentiment or curiosity of either a silly flower-burdened woman or a still sillier school girl who has come to waste her sweetness on a worse than desert air. It is loathsome to see a woman weeping over a wretch whose accomplished aim and purpose has been to dishonor the womanhood that has given him life, and it is believed that daily existence is not enhanced or brightened by being locked in the death cell or by sitting in the electric chair just for the sake of "seeing how it seems." It is vulgar and disgusting; nothing good can come of it; the public can in no way be benefited thereby, and that is the end of it. Hence the statute.

Without question the enactment will receive the approval of all good citizens not only in Massachusetts but elsewhere, and they who thus approve will wonder why the same idea can not be found applicable in other than penal lines. If, it is reasoned, it is vulgar and disgusting and provocative of evil to come into visual contact with the criminal, is it not equally dangerous for silliness, youthful or mature, to find the food it delights to feed upon in the unsavory hash of wickedness which a certain class of periodical is sure to serve, hot and fresh from the frying pan, every morning? For good and sufficient reasons it was decided long ago that the crowds that thronged the prison yard to see a hanging invariably went away debased; it was decided long ago that a description in detail of the execution was in every way harmful, and such descriptions, if not dropped, have been

strenuously discouraged to the betterment of all concerned. Why not carry the thought still farther? Why not tap at the door of the editor's office, if under the circumstances that courtesy must be indulged in, and request that official to tell the news, if he must, but without so much delightful lingering over the horrible details. There is no need in locating by a map the exact spot of an atrocious murder and with red printer's ink brightening that spot to intensify the fact that there the victim shed his blood. It does not tend to lessen crime to picture the murderous act and to illustrate the narrative by the latest photograph of the murderer.

The newspapers the country over are busy with an affair that is a shame and a disgrace to the civilization that produced it. The plain, unvarnished fact seems to be that a low-down, the natural product of too much money too suddenly acquired, shot and killed a gray-headed low-down with a bulging pocketbook in a high-toned New York beer garden for having too much to do with his wife. To the self-respecting newspaper, determined not to be scooped, that bare unsavory fact ought to be enough, but it was not. The respectability(?) of the parties calls for extended detail. The well patronized beer garden is photographed with a cross to mark the locality of the shooter and the shot; there is a large photograph of the white-haired reprobate, another of the degenerate husband and still another of the equally degenerate woman, and as a matter of breathless interest the reader is treated with pictures of the women as they alight each from her own automobile at the door of the court room—and this revolting subject matter is talked over at the breakfast tables of the land!

Is it going to do that 15-year-old boy or his 12-year-old sister any good to look over pater familias' shoulder at the pictures while he reads "all about it" and then puts aside the paper for his wife's future perusal? Better, far better, stop the paper and, following the example of Massachusetts, see to it that other states pass a law to prevent this daily coming in contact with criminal and crime.

President Rhees, of the University of Rochester, on Sunday had a few timely remarks to make on the value of the home in training children, as distinguished from the multitude of other means that now exist for stuffing the growing boy or girl with ideas of health, mind and morality. Those things are all right in their place and many unfortunates have to rely upon them altogether, but the best men and women this country has possessed or does possess have been home grown. His remarks are unusually to the point, but inasmuch as they do not fit in very well with the ideas of a large part of our people, he will be declared an old fogey. But if they are productive of a little consideration even they will not have missed their purpose. They are too good.

THE GOOD OLD DAYS.

Few People Really Wish Them Back Again.

Written for the Tradesman.

"That corned beef looks pretty red," observed the old man as the meat dealer took a generous chunk off the scales and proceeded to wrap it up. "I'll just bet you a dime it's nothin' but horse."

"You're on," said the meat man. "Put up your dime."

The old man, who was white of hair, wrinkled of face and weak of limb, hesitated.

"Perhaps you put it up yourself?" he asked scornfully.

"Indeed I did," was the reply. "I've got a dozen barrels of it in the cellar, the best kind of beef."

"Well, there is a lot of horse sold," insisted the customer.

"That is why I go to the trouble to put up my own corned beef," said the meat man.

"It's a pity that a lot of things we have to eat couldn't be put up right here at home," said the customer, "then we'd get something fit to put on the table, like we used to have in the good old times."

"But were they good old times?" asked the dealer.

"Were they? Ah, the butter we used to get, and the pork we used to have—corn fed and sweet as sugar. And the nice rich milk, and the maple sugar, and the pancakes out of real buckwheat we could have in the morning! Ah, those were the good old times. We shall never see anything like them again."

"They didn't hurry things in those days, did they?" asked the meat dealer.

"Hurry? Why, we used to be up with the sun, summer and winter, and the way we made the work hum as long as we could see was a caution."

"Fourteen hours a day?"

"Sometimes more, but we didn't feel it then. We had pure food and pure air and mighty few worries."

"Didn't have much to worry about, eh?"

"We built up the country. We had enough with that," replied the old man, sourly.

"I suppose you used to get big wages for a day of fourteen hours?" suggested the dealer.

The customer did not reply. He was thinking. As a matter of fact, in the good old days he was speaking of he had worked on a new farm by the month and won out about \$30 for the summer's work, and had taken most of his pay in farm produce and sold it at a loss to the one store in the town, and had paid extravagant prices for the coarse stuff he clothed himself with. He was not thinking of this, however. His mind was on the youth of his life, and that would have seemed sweet under any conditions.

"I have heard," continued the meat man, "that in the good old days it took a farmer two days to carry two dollars' worth of butter and eggs to market and get back home again."

"They had oxen," said the customer, half sorry he had started in on the old days in the presence of the butcher. "Oxen couldn't go very fast."

"And when they got to town they sold their butter for nine cents a pound and their eggs for seven cents a dozen. Yes, yes, and in the good old days calico was forty cents a yard."

"In them days," said the old man, changing the subject, "we felt better because we wasn't poisoned with adulterated food. If you could see that tinned stuff you sell put up you wouldn't touch it with a ten-foot pole."

"Of course," said the butcher, "you had pure food. Father used to tell me about the months and months he lived on buckwheat and hog fat, until he never got farther than a yard away from a place to scratch his back. In the good old days there wasn't any fruit in this country, but they had beans and potatoes. Then, the mill was only twenty miles away, and they could get flour if they had wheat. Yes, you had food that would have passed inspection in those days."

"Well, the pepper wasn't half something else, and the sugar wasn't half glucose, and the butter wasn't doctored to make it pretty. And in the good old days the young men and young women enjoyed themselves more. They didn't put in all their time thinking about what they had on."

"That's a fact," said the dealer. "They used to yoke up the oxen and go sleigh riding, and it took half the night to get over five miles of ground. You bet it didn't take much of their time thinking of their clothes!"

"Well," snarled the old man, "they liked it, anyway, and the young men didn't go hanging around cigar stores nights, and the women didn't find it necessary to their intellectual welfare to spend half their time at a club, while a red-headed servant girl did the work in the kitchen and lugged half the provisions home to her aged mother with nine small children."

"That's right," said the dealer, "in the good old times there were no cigar stores to corrupt the morals of the young. There were no clubs upon which a wife and mother might wreck her home. The grocers all sold whisky at the back of the store, and the women usually got up in the garret after the young men had been conversing together at the grocery. And you are right about the women not needing the literary club to keep them up to the intellectual standard of the good old times. They had Watts' hymns, the Bible, Ayers' almanac and sometimes the Pilgrim's Progress. Oh, yes, I presume the good old times were all right, but there'd be war now if we had to put up with the inconveniences endured then."

"We enjoyed 'em!" cried the customer.

"Once, in my hot youth," said the butcher, "I got a whiff of the good old times. I was a slender little lad, weak and timid, with a penchant for books and school, and so, of course, I was hired out on a farm by those who had charge of me. I got in one of the good old times farm houses. It was built of logs, and the eaves

came down to the floor of the attic where I slept, in company with such a collection of old rags and cast-off clothing as the world has never since possessed. I don't mean that the rags slept. They were too strong to need any sleep. There were the green fields, and the music of the birds, and the merry ha-ha of the brooklet, and the scent of lilacs and roses, and all that in and about this good old times home. I got up at 4 in the morning and milked nine cows, and worked in the harvest field, and turned grindstone and got \$6 a month."

"I've been through all that!" said the customer, anxious to change the subject once more. "Say, do you remember the raisin' bees? How we'd put up a house in a day, an' go down to the store and have a jollification? Them old-fashioned stores was about right, don't you think?"

"I never went to a raising bee," replied the butcher, "although I've heard father tell about the fights there used to be when the young men began to get full of hard cider, but I remember something of the old-fashioned stores. Baking powder used to come in bulk, and the grocers used to weigh it out after handling tobacco and nails, and ashes from the old cob pipe used to drop down into it, and by the time it got into the home it was a dainty mixture. And codfish used to lie around on the floor where customers expectorated, and shreds of fine-cut got mixed with the sugar, and the kerosene and molasses measures were interchangeable in the hands of the new clerk. Yes, sir, a good old times grocery was a sight."

"Well, people enjoyed themselves," insisted the old man.

"Yes, I suppose so. I have heard that a man marooned on an island thinks tenderly of his privations in the days following his rescue. In the good old days the mechanic who received \$1 a day was lucky. There were no safe and sane banks then, and if he kept his money over night he probably lost it. There were no electric cars joining the cities of the State, and no fine opera houses where a working man might hear the celebrities of the world for the price of half a day's work. It cost a shilling to send a letter, and if one wanted to bathe he got into a washtub or went to the river. There were no churches, only the earnest revivalist exhorting at the school houses. There

were no daily newspapers giving the news of the world at the breakfast table. The good old times might have been all right for those who did not know any better, but they wouldn't answer now. Not by a jugful!"

"There was less crime," said the old man.

"In the good old times," said the butcher, "they burned women at the stake in pious New England, the Spanish inquisition inculcated religious instruction by pulling out finger nails with red hot pincers. There were no street lights, and women never ventured out alone after dark. In England they hung girls and boys for stealing a biscuit or a stick of candy. It took a week to drive to Detroit and six months to get to the Pacific coast. In the good old times negro women were whipped to death, and their children were sold from their breasts. There were no trusts, but there wasn't anything for the trusts to handle. We lighted our homes with tallow and used brown sugar and home-made cloth. Come, now, the good old times don't look very good to me. These are the best times the world has ever known, and this is the best land under the sun, and—"

But the advocate of the good old times had slipped away.

Alfred B. Tozer.

The Call of the Wild.

A postmaster not many miles from Billville posted the following notice on his shutter recently: "All parties expectin' mail are hereby notified to git all that's comin' to 'em in advance—any time before next Thursday, that bein' the day we have app'inted to go huntin'—not havin' had a holiday from the Government since July 4, and the said Government seemin' to forget that bein' only human we need rest and recreation occasional. There's some little mail here for the Joneses and the Tompkinses—but it don't amount to much, as it's all got 1-cent stamps on it. There ain't nuthin' much in the business nohow."

The Lesser Responsibility.

Gladys—I am going to buy an automobile and I want you to go along and help me select one.

Cousin Jack—Not for me, little girl. Why, I even wouldn't pick you out a husband.

They are best remembered who forget themselves.

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If made by us, is superior to shingles and will cost less. We have found it necessary to double our capacity and can insure prompt shipments.

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LIFE STORY

Told by Mel Trotter at the Rescue Mission.

While Mel Trotter has told the story of his conversion many, many times since it made a man of him ten years ago, he has always been too busy to write it down. The incidents are too deeply burned into his soul to be forgotten, yet in every telling of the story there is some new development brought out which makes his auditors realize more than ever that Mel in getting salvation got the real sure enough brand.

If there are any skeptics when he gets through, the simple but graphic statement of his wife that he has not painted things half as black as they were convinces them that there must be a remarkable contrast between the life of the present and the stormy uncertain past.

Mel tells his story thus:

"You people all know I was saved ten years ago in Chicago. The date was January 19. Once a year I tell the story and when I do nobody gets in the game but me.

"I used to tell it with a big blowing of trumpets and made a terrible lot of noise. But now it is getting so that the past rankles and I'd like to forget it. If it wasn't for the fact that there may be some man who needs salvation now just as much as I did the night I stumbled into the Pacific Garden Mission, I'd never tell it again. But because it may help someone else I'm going to keep on telling it just as long as I live.

"Nobody knows how low I really was that night. Some men get cured of drunkenness nowadays by the gold cure. They are sober sinners, that's all, and go on just as mean as ever. My besetting sin was drunkenness, but I was mean and crooked in more ways than that. That was only a little part of my wickedness.

"I started out in life with as good a chance as anyone. My mother was a Lutheran, and I was taught to say my prayers. I had a Sunday school teacher who used to tell us boys not to lie to our mothers and not to smoke cigars, but like most boys I soon grew away from that sort of thing and went out into the world.

"I want you to know my mother was a good woman, but she had one great failing. She enjoyed being miserable. She just had to worry about something. If everything was going all right she would just shake her head and say, 'It ain't right to be so happy. I just know something awful is going to happen.'

"And she always told me that when it thundered it was because God didn't like me. And father always thought every boy in the block had me skinned four ways to the good. I always was the black sheep. I had a brother who was always all right, but everything was laid to me and I got lickings for the whole family.

"My father kept a saloon and I tended bar for him. We used to get drunk together. On Christmas mornings presents were always hard to find, for we didn't have Christmas like other folks. All my stockings ever contained wouldn't cost four or

five cents, and many a time I have seen my mother wipe the tears on the corner of her apron because she didn't have any more for us. Think of the life she lived, with a drunken husband and all three of us boys drunkards, too!

"When I got to the age where I thought I knew it all I left home one day rather than get licked. I packed my envelope, for all I had of any value was two letters from a girl I was stuck on, and lit out.

"For several years I followed the race course and picked up tips here and there. Then I became a barber winter times. The money came easy and went easy. At 18 I was a confirmed drunkard.

"At first I boasted that I could drink all I wanted to, and do a good

let out on suspended sentence. I went to another state and opened a barber shop. At first I was pretty square, but soon I got to running a little poker game, and I got to making a lot of money on the side, even if I was under sentence.

"Then I got married. Things looked bright for a time, for some money came with the marriage and this proved my greatest curse. I tried to keep square, but it didn't last and I began to fool my wife.

"Funny, isn't it, that when a woman is in love she just hasn't a bit of sense? She didn't catch on, but of course an old lady took the trouble to tell her what a rascal she had for a husband. She found that she had won a gold brick. And here comes the hard part of my story:

drunk. In fact, I got so I would stay away all night rather than face him.

"Piece by piece I sold off the furniture, even to the silverware given to the baby—even the clothes we had to wear. A drunkard doesn't want to do these things—he just can't help it. You fellows who have been through it know this, don't you?

"I never stopped to think that Mrs. Trotter was wasting away all this time and paid no heed until one morning they dragged me out of a saloon and took me home to find our boy dead, not a bit of fire in the house, or a thing to eat, and my wife holding him tight in her arms wrapped up in the last ragged petticoat she possessed.

"I just don't want to speak about this. I remember the boys in the gang came to see me, and some way they got enough money together to buy a casket. And you've heard me tell how Mrs. Trotter gave her heart to God then and said to me, 'All I have in the world is gone now, but you'll be good for baby's sake, won't you?'

"And when I promised her I really meant it. I was on the verge of the tremens, and coming back from the funeral one of the boys, who wanted to be good to me, got a drink just to brace me up, you know.

"That night I didn't go home at all, and from that time on I was worse than ever. Finally I got into a scrape and got \$225 that didn't belong to me. I found out afterwards that it was a put up game, but that's neither here nor there. I got into trouble and got out of the State between two days. When the fellows got all my money away they put me on a train with a ticket to Chicago.

"I landed in Chicago without any money, on the verge of the tremens and seeing all kinds of things that are not on the calendar.

"You can talk all you want to about suicide. I know what it means. I stood shivering in a doorway one night wanting like everything to die, but afraid to because I knew I wasn't fit to go. I heard some singing along the street and finally drifted into the room, and found myself in the Pacific Garden mission. I wasn't looking for preaching, but the room was warm and I fell asleep. By and by they began to have testimonials. I began to listen and soon heard some piker tell what a great drunkard he had been and how he hadn't tasted liquor for six months. My eyes began to pop out at this and I hunched the fellow next and asked who the guy was. He said he knew he was on the square, and then I settled down to hear the rest tell of how they had been saved.

"Then Harry Monroe got up and said that Jesus loved everybody. My mother had always told me he didn't. This was new to me and finally when he asked all who wanted to be saved to come forward I gave a lurch that upset three or four men and tried to get down the aisle. Harry Monroe saw me and he and the fellows took hold of me and helped me.

"All this time my brother Will was on the platform, and when he saw me he told them that he believed



Melvin E. Trotter

day's work the next day. But this didn't last long. After a time I would miss a day once in a while, and finally I got so I was so tough that even the gang would pass me up every little while. They said I wasn't safe because I would get ugly and talk too much. About this time I was doing a lot of crooked work and the gang couldn't trust me. You know I got an awful slit here under my nose and to this day I talk too much.

"Well, I kept going lower and lower until I would commit burglary just for a drink of whisky. There was murder in my heart for weeks at a time, and I don't see now why I didn't get sent up many different times.

"Finally I got into trouble and was

"You can't fool around and suffer alone. Somewhere some heart is being broken. That is the terrible part of it. I began to spend money like a fool. Before we had been married a year my wife didn't have anything to eat or wear.

"Before our boy was born there was nothing in the house to eat and I couldn't get anything. I tried to go to work, got together a little furniture on the instalment plan and tried to reform. But the drunks came faster and it wasn't any use.

"I don't want any of you fellows to think I didn't care for that little boy. I was just as proud of him as I could be, and when he got old enough to toddle around I tried hard to keep him from seeing me coming home

that must be me, although I had changed so he couldn't be sure. They all talked to me. I can't explain how it happened, but all of a sudden I got a glimpse of Christ hanging on the cross of Calvary. You may tell me my mind was affected, but I saw it just as plainly as I ever saw anything in my life. And that vision has never left me. It is the one thing I am absolutely sure of. Since that time I have never wanted to taste another drop of liquor. I don't know why or how the craving left me, but it did.

"My brother took me home with him that night and I had a decent night's rest for the first time in months. The next day I got a job. I was shaking like a leaf so I couldn't shave, but I got through the day some way. I sent right away for Mrs. Trotter and we've been happy ever since. For a long time I made only \$4.20 a week. We paid \$1 a week room rent and it cost me 70 cents for car fare. I owed \$1,800 and was afraid I'd get pinched, but I tell you we were the happiest people you ever saw.

"Three years ago I paid the last debt I had in the world and some of you fellows know just how happy I was. I got to studying my testament and I couldn't afford to buy papers, so I used to hang on the car straps and read my Bible on the way to work mornings and nights.

"For a long time Harry Monroe used to take me around to the churches with him to exhibit as an awful example. I'd tell the story and then they would take up a collection for the Mission. Then I got a job traveling on the road and I used to help him when he had meetings to conduct in other towns.

"Some of you remember when I came over here with him seven years ago. I hadn't been in this town but a few hours before I felt that the Lord had called me to start a Rescue Mission here. I shall never forget that night. I hadn't met anybody, but I waked up in the night with that strong conviction and I spent the rest of the night praying about it.

"The next morning I came down to the hotel office and wrote my wife to get ready to come to Grand Rapids because I was going to start a Rescue Mission. Mind you, nobody said anything about this to me until after the meeting that night, and when they first approached me I was too busy praying with people to talk about it.

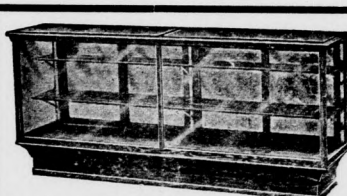
"Several souls were saved that night, you remember, and the work has been going on ever since. But in all these ten years I've never been in doubt as to what the Lord wants me to do. He always tells me long before others get to me.

"I long ago found out that you could not have religion in your wife's name. I have had my own struggles and sometimes I feel as though I was about worn out. This is no baby act, I want you to understand, but my body in all racked to pieces and I am paying for my past sins. We all have to do this, and so it may not be so very long before I'll be quitting here and you boys will be carrying my body down the aisle

for the last sad rites. But you all know how happy I've been here with you and you boys who are with me all this time know how glad I'll be to be where there isn't any sorrow any more."

The reverent hush which followed this simple homely recital was all the tribute which is necessary to show how we all understand and appreciate Mel Trotter's work among us.

Every deed is born of some creed.



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Grand Rapids

Proportion of Failures Caused by Fraud.

The word "fraud" conjures up terrible visions for the credit man. It turns his hair gray and gives him insomnia. It upsets his best calculations and destroys confidence in the world. The schemes whereby the unscrupulous merchant secures possession of goods for which he never intends to pay are as many and as difficult of anticipation as the methods and ways of the avowed "confidence man." No matter how experienced, shrewd or careful a credit man may be he is liable to be caught some time or other by these business parasites. Absolutely without conscience or scruples, experienced in their particular sphere of wrong doing, and elusive and difficult to punish, they are the worst burden which the business world must bear. Of the 12,865 failures in a year reported by Bradstreet's recently 1,095 were due to fraud.

"Charlie," said a New England storekeeper to his clerk, "I can't make a go of this place. I've got to 'bust.' Now, I've got enough groceries, clothing and dry goods in my house to last me a year. I have \$2,500 in cash in the safe. The only thing I need to help me out of a hole is a good excuse for declaring myself bankrupt. Can you suggest such an excuse?"

Charlie shook his head thoughtfully, but had no suggestion. Next morning the merchant came to the store, found the safe open, the \$2,500 gone, and a scrap of paper in the drawer bearing the following:

"Dear Mr. A.: You wanted a good excuse to cheat your creditors. I take the \$2,500 and am off. A better excuse you can't find. Charlie."

My first loss from fraud came through a customer I obtained on my first trip on the road, when I sold a small bill of hats and caps to Mr. B., who had just opened a clothing store in a large town in the northern part of Michigan. He had a small stock and was careful in the selection of his goods. I sold him for cash in thirty days. He paid as agreed and ordered more goods by mail, for which he remitted promptly. When I called on him after ninety days he ordered a larger bill, but insisted on sixty days' time. As he had been so prompt with his other payments I agreed to the terms.

All that year whenever I came to his town I received an order, each larger than the preceding one, but on the last occasion he insisted on ninety days' time. As our regular customers were given terms of "four months net," and as he always had kept his promises, I accepted his terms and he selected goods amounting to \$400. It was the largest bill I ever had sold and I was much pleased.

B. owed us \$150 on the last bill, an unusual thing for him, but as he always had been so prompt the firm did not hesitate to fill the order. The goods were shipped and—after sixty days B. failed, settling with his creditors for 15 cents on the dollar. He owed \$15,000. I was thunderstruck. The man had been doing such an immense business in the last few

months and always had paid so promptly that everybody was anxious to sell him goods. I could not understand it at first.

Then I remembered something which had escaped my attention at the time, probably because of my confidence in the man. As long as B. intended to pay for his goods he was careful in selecting them and never bought in larger quantities than half dozens. This last time, however, he had ordered nothing in less than dozen lots, often ordering two dozen of a kind. I also remembered that on this last occasion he had seldom asked for the price, taking everything I showed him, and that it had not taken more than twenty minutes to finish the order.

Then many things were discovered which proved that, beyond a doubt, I had been the victim, like many others, of a systematically planned scheme to rob the creditors. In order to establish a credit he bought carefully and the bills were promptly paid. Then, when everybody was anxious to sell him goods, he bought of Tom, Dick and Harry, the bills of clothing sometimes running up as high as \$1,500.

This done, he began to slaughter goods at and below cost, doing an immense business and paying nobody. The creditors began to "smell a rat," and took possession of the store, only to find goods and money gone. Where the money which he had accumulated during the last four months was hidden nobody ever found out. After settling with his creditors the man

must have cleared \$10,000 to \$12,000 by this clever trick.

Since then I often have noticed that a merchant who intends to pay for his goods always is careful what he buys, but if I have a buyer who takes everything I show him, without looking at quality, style and price, he either is a man who can not pay his bills or a "dead beat" who does not want to pay. Many such cases have come under my observation during my business career, but I have noticed one remarkable thing about them all: But few of the perpetrators of such frauds have become rich, while the majority are making a bare living in some small store or are working for others on a salary.

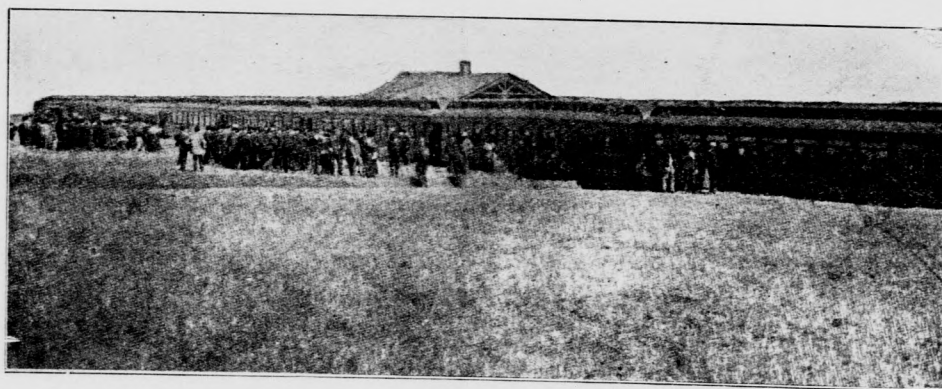
Here are several examples of the "get rich quick" methods of these people: D. rents a store in Kalamazoo. He invests about \$200 in tinware, millinery and other cheap stuff, which fills up a store quickly. Then he waits for his victim—the traveling man. He does not have to wait long, for there are hundreds on the road, beginners, who can not sell goods to reliable firms, therefore sell indiscriminately, whether the purchaser is good or not.

D. orders goods from everybody who is willing to take his order. Some are not shipped, but the majority of the firms ship the goods. As soon as they are unloaded at the front door they are transferred to the rear, and in the evening are reshipped to a firm in a large city which makes a business of taking such stolen goods and selling them at any price for the benefit of the rascals.

"The Piedmont Special"

A personally conducted excursion through Missouri, Kansas, Indian Territory, Oklahoma and Texas

Free



Free

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.

Have You Made Application for a Ticket?

EVERYTHING FREE FREE tickets, FREE sleeper, FREE entertainment by the Commercial Clubs of the larger cities of the Southwest, FREE lots, FREE sites and Bonus for Manufacturing Industries. If you are interested write us. Further information cheerfully furnished.

AMERICAN INVESTMENT & DEVELOPMENT CO.

Main Office No. 302-303 Elektron Bldg., Ft. Wayne, Ind.

Branch Office No. 210-211 Murray Bldg., Grand Rapids, Mich.

Some of the firms may have had their doubts about the reliability of D. and may have hesitated to ship the goods, but, as a rule, they argue: "D. is a beginner, isn't worth much, but will not fail so soon, there will be no risk on the first bill," and follow out this argument by shipping the goods. But D. is too smart for them. It is on just such conjectures as this that he relies to get goods and—in thirty days his game is played.

One morning the store remains closed. Noon comes and nobody is to be seen. Enquiries are made for Mr. D. at the boarding house. He did not come home last night, his bill is unpaid and no one knows his whereabouts. The police open the door by force and find the store empty with the exception of some cheap millinery in the windows and a hundred dollars' worth of tinware in the front of the store. In the meantime D. got away with \$5,000 worth of goods. Nobody in Kalamazoo knows what became of him.

Mr. R. had \$3,000, bought a \$5,000 stock, was in business two years, had a fairly good trade, but was not making money fast enough to suit him. One day the report came that R. had sold his stock of goods at 75 cents on the dollar. When the creditors demanded their money they found that R. had invested every cent he had received—about \$4,000—in a homestead, which is exempt by law. The creditors did not get a cent.

M., a well-to-do merchant in the same town, buys out a stock of clothing in a country place at 60 cents on the dollar. The stock is old and not worth more. M. places G., a relative, in charge of the store, and the business is run under G.'s name. G. has not a dollar of his own, but, as it is known that M. is back of him and the owner of the stock, he soon establishes a good credit and can get all the goods he wants. At first he discounts all his bills, but when his credit is established, and he owes about \$12,000, he makes an assignment and offers 30 cents on the dollar. Then M. claims the stock as being his own, and the creditors are forced to accept the 30 per cent. or take nothing.

By this clever scheme M. removes to his store a much larger and better stock of goods than he originally had bought, and G., who did not have a dollar of his own at the beginning, takes away \$2,000, with which he starts a grocery store.

These are only a few of the many schemes I have seen worked on confiding merchants. Others are:

Incendiarism.

Transferring property to wife or other relatives.

Obtaining credit by making false statements.

Selling stock at any price and leaving the country.

Selling goods at and below cost, paying nobody, placing the money with wife or other relatives where nobody can attack it, then settling for 25 cents on the dollar and going into business again in another town. I know men who have played such tricks three and four times.

Against all these highway robberies the manufacturers and jobbers are

powerless, because it is hard to prove a fraud. Our laws are not constructed to protect them from systematic swindlers. New laws providing proper punishment for them would be of great value not only to the jobber and manufacturer but to the honest retail merchant. When a rascal settles for 25 or 50 cents on the dollar he can sell his goods at less than the honest business man can buy them, thus invariably demoralizing the legitimate business of the town. This is what fraud does. How can one avoid it? The best one can do is to use caution and profit by past experiences. My initial experience with the fraudulent merchant benefited me greatly in after life. It made me careful.

This carefulness soon afterwards saved me from a big loss of the same kind. I made Dorland, a big country town, for the first time. I knew nobody there. I saw a clothing store and went in, and the proprietor came to the front, thinking I was a customer. I gave him my card and asked him if he was in need of any hats or caps. He was a good looking fellow, dressed in the latest fashion, and showing other signs of prosperity. To my surprise he said:

"Hats and caps? Yes, I am entirely sold out. I need some goods. I will look at your samples when they are open."

Instead of being elated at the prospect of selling a good bill of hats to a new customer, I grew suspicious. Never in all my experience on the road had I received a "Yes" to my first offer to show samples. Always when I approached a merchant for the first time I received "No" for my first answer. In short, this fellow was too eager to order to be a desirable customer. I left the store on some pretense, thought it over, and left town without going back. Sixty days later the man failed, settling for about 30 cents on the dollar, and has worked the same trick three times since.

Experience, observation and caution—these are the only things that can protect from fraud.

C. T. Wettstein.

Paper Made from Grass.

Among the materials that have been substituted for rags in the making of paper is esparto grass, which was formerly obtained for this purpose from Spain, but is now largely imported by British and American manufacturers from the north of Africa.

It is a very hardy plant, flourishing in deserts where other vegetable life is unable to exist, and the suggestion has recently been made that by cultivating esparto grass in the Sahara that great region of deserts might be partially reclaimed and turned into a source of profit for mankind.

No Obligation.

The Western Senator had concluded to retire.

"But do you not owe something to your constituency?" he was asked.

"Not a cent; not a cent," he replied, with spirit. "I paid 'em all in advance."

An orator without judgment is a horse without a bridle.

New Loan

We have recently purchased and now have ready for the market \$300,000 First Mortgage Serial 5% Bonds (\$500 and \$1,000 denominations) issued by the

Marseilles Land and Water Power Company

located at Marseilles, Illinois, 77 miles southwest of Chicago.

The property securing this issue has been in successful operation for several years, is in splendid physical condition and has a present capacity of over 10,000 continuous horse power, which is derived from the flow of the Illinois River, supplemented by that of the great Chicago Drainage Canal. Six thousand horse power is sold under twenty-five-year contracts to various well established and highly responsible manufacturing concerns, and alone returns the company yearly net earnings of about \$50,000. This is nearly 3½ times the annual interest charges on this issue of bonds and nearly twice the amount required for both interest and serial principal payments sufficient in amount to retire the entire loan at maturity.

The form and character of the contracts now in force are such as to absolutely guarantee the company during the life of this issue of bonds a minimum yearly income equal at least to the present earnings. The value of the guarantee thus placed behind these bonds is in excess of \$1,500,000, while the value of the property itself is in excess of \$1,000,000 or a total of over \$2,500,000.

A \$300,000 loan against security with such a valuation will ordinarily be found only in a municipal bond netting the investor around 4%. The First Mortgage Bonds of the Marseilles Land & Water Power Company, however, bear this same margin of security over bonded debt, and we are offering them to net over 5%.

Special circular giving price and complete information on this and other attractive issues will be mailed upon request.

Devitt, Tremble & Co.,
First National Bank Building, Chicago



Weekly Market Review of the Principal Staples.

Domestics—The situation of these goods follows the same lines that have been operative in preceding weeks. While the demand for the moment may not be as urgent, still the need is there and it is a matter only of buyers making the attempt to cover. The further opening of napped goods has been accompanied by a very large business at a considerably advanced price and since the prices are as they are, sellers who have booked the majority of the coming season's business feel more secure in their position with assurances of a growing scarcity. The fact that prices are higher this year puts a better look on the future of outings, with a chance for a better profit all around. The curtailment, too, will be of infinite benefit in this direction as the difference in price between what gingham brought and what outings could be sold for represents a fortune, the balance of which is made up by the increased receipts at present prices.

Prints—The market for prints can not be said to be overactive. There is a good consistent demand in some quarters, while in others a comparative quiet has been their lot. While in the finer grades sellers are preparing for the fall, staple lines have not yet completed their spring business and will not be ready for some time. The new prices are no special hindrance to activity, as it is a matter of fact that compared with last year a larger volume of business has already been done at these prices than was done in a much longer period under similar conditions last year. The export demand has been more or less injured by the advanced prices, buyers not yet responding to the new schedule.

Dress Goods—This market also occupies a somewhat indeterminate position. The lower end of the market has been given its opportunity, and, as a matter of fact, is still in operation. Other branches of the market are not yet ready and it is not time for them. Woolen fabrics have been given a good call, but their success still hangs somewhat in the balance. The duplicate business for spring has been very satisfactory of late and hopes are entertained for a very successful season. The demand for woolen fabrics has been very good indeed, particularly for the early spring season, wherein broadcloths will undoubtedly have a very satisfactory run. Cloth plaids of various combinations of colors receive close attention for suiting effects and may prove very popular. The latter spring effects are also developing a large measure of attention.

Voiles—Have had a very satisfactory run this season, but as these partake largely of the nature of staples, a good business was expected. The fact that foreign-made voiles were sold up and withdrawn so ear-

ly in the season was prophetic of what was to come for domestic fabrics. Panamas have also been taken largely by the trade, being fully as much staples as are voiles. On account of the demand several different makes of the latter-named fabrics have been withdrawn from sale. All houses handling this fabric as well as panamas report substantially the same thing. Large quantities of light-weight serges have also gone into consumption. As the time for spring goods to be needed is drawing near, naturally it proves some hindrance to fall goods, and in many instances it is necessary to neglect the latter somewhat. Others not so pressed with business can give their attention more undividedly.

Mohairs—Certain lines will, no doubt, be good goods for the fall season on account of the way in which they are being taken at present. Naturally, the delivery of spring goods will occupy the attention of houses for some time now. As far as fancies are concerned for this period there is no doubt some houses have sold up earlier this year than ever before.

Underwear—The market is at the present time passing through a period of inactivity not at all to the liking of sellers in general. For the most part they are through for the time being, although many anticipate a good duplicate business later on. Ladies' ribbed goods could no doubt accommodate more business than has been their allotment up to the present time, and this is one of the lines on which a good future is looked for. Although wool goods could, in all probability, stand more business, there is no doubt as to their being better situated than was thought would be the case a short time ago, during the prolonged spell of mild winter weather. The appearance of real winter brought out an insistent demand for immediate goods, besides putting a better tone on future business. Those houses selling direct to the retailer anticipate a large business in the near future. Many of the latter are here in town busying themselves with hosiery in the jobbing trade, and doubtless their pressure will be felt by underwear. Locally the trade is dull, although small odd lots are disposed of here and there. The scarcity of lines from which immediate business will be expected to be forthcoming is already well known. To be sure, a large business is yet to be done, but some surprises are due those who do not now realize the shortage.

Hosiery—So far as the local trade is concerned the market for the past week has been rather quiet. The large buyers have now been gone for some time, and those smaller ones that are usually late in their transactions have been operating to a fairly good extent, and are also nearly finished. Retailers are in town and the jobbers should be doing a fairly good business. To be sure, there is something being done right along in the primary market, but it can not be said to be of an extensive character. Buyers are attempting to place re-orders at old prices, and are also trying to place orders for fall goods

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



See Our
Spring Line
Before
Placing Your Order

Edson, Moore & Co.

DETROIT, MICH.

—Importers of—

Embroideries and Laces

Sole Agents
For the Celebrated

Startler and Schreecher

Hose for Boys and Girls
The Best 15c Stocking Made

"Edmo"—Taffeta Ribbons—"Victor"

EDSON, MOORE & CO.

at prices on a par with the opening. Not understanding their lack of success, they are disposed to shop around the market. This, however, usually results in their returning and paying the prices asked in the first instance. There has been a good enquiry for wool goods, much on the same order as that quoted above. Cotton goods await the period for immediate demand. Doubtless many will be short of their needs when the time comes, but at present it is too early for them to determine what these needs will be.

Sweaters—Like all other knitted goods, hosiery perhaps least of all, sweaters are not enjoying a very active call just at present. Initial orders are for the most part taken care of, and as it is too early for the retail trade to start buying, sellers are making ready to pick such small outlying business as is available. All told, the business has been much better than was thought likely by some sellers earlier in the season, and when the business of the year is counted up it is very possible that the results will be satisfactory all around. There has been no lack of attention given to fine goods, these having had their usual quota. Goods with cotton mixtures have not been as eminently successful, although they have done fairly well. The trend, however, is unmistakably toward the better class.

Will Manufacture a Typesetting Machine.

Albion, Feb. 19—The Universal Machine Co., newly organized, will manufacture the Baker typesetting machine in this city. The machine was invented by A. G. Baker, a printer in one of the local offices. It is pronounced by experts to be that for which the newspapers of the country always have been looking.

The machine weighs no more than a typewriter and requires no more power to operate than an ordinary sewing machine. It is designed to set cold type at a speed of from 5,000 to 8,000 ems per hour. The company claims it can be built for \$50 and will do the work of the high price machines.

The \$5,000 stock in the concern is held mostly by laboring men of this city. The machine has a market waiting now. Over fifty letters from newspaper men desiring to order one or more when the machine is ready for the market have been received.

Highest Idea of Happiness.

At the Players' Club in New York a number of actors were arguing about the meaning of the word "happiness."

In the midst of the argument Henry E. Dixey appeared, and one of the contestants said:

"Dixey, what is your idea of happiness?"

Mr. Dixey smiled thoughtfully. Then he replied:

"My idea of true happiness is to lie on a couch before a bright fire, smoking a large Havana cigar given me by an admirer, while I listen to a woman who worships me, reading aloud flattering press notices about my acting."

For Quality.

Rev. Rodney Swope, rector of the Vanderbilt church at Asheville, said the other night in the course of an address:

"These subtle attacks are the most unexpected and the most wounding. You have heard about the clergyman and his aged parishioner?"

"The parishioner said that he thought clergymen should be better paid."

"I am pleased to hear you say that, Brother Brown," exclaimed the young man, beaming with good will and happiness. "It rejoices my heart to hear you say that."

"Yes," resumed the parishioner, thoughtfully; "we'd get a better class of men then."



Dots That Come Out

Do you remember that pretty waist you had made of dotted Swiss? And half of the dots came out in the wash tub. That is likely to happen with the nicest looking material, unless you know that you are buying the kind that has "fast" dots.

DEPENDON TRADE MARK

DOTTED SWISS

is that kind. There may be others, but when you buy **DEPENDON** Dotted Swiss you can be sure—and only then. By a special patented process the dots are inserted in such a manner that you have to use a pair of shears to get them loose. The dots come in several sizes and differently spaced—but every dot stays where it is put, so when you get a piece of **DEPENDON** Dotted Swiss made into a dress, you won't have to count the dots before and after washing to make sure that you have them all.

Space for your name here



Sign Firm Name and Address Here

M.

WASH GOODS

A few of the many numbers that we carry in wash goods:

Arnold's Taffetas
Arnold's Fine Dimities
Arnold's Silk Organdies
Arnold's Wool Batistes, etc.

We also carry a large line of voiles.

Our prices are right

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

Three Questions and Answers

The three most important questions to be considered while buying are:

- 1.—Does the line suit my trade?
- 2.—Will it pay a sufficient profit?
- 3.—Can I afford to recommend the line?

The Dependon Brand

is put on only such merchandise as is in universal demand.

Answer to No. 1: Yes.

Dependon Merchandise

is at least as good, and in most cases better value than the line you have been handling.

Answer to No. 2: Yes.

Dependon Merchandise

is especially worthy of consideration by merchants who prefer to sell only such goods as are thoroughly dependable.

Answer to No. 3: Yes.

The Retail Advertisement

in the margin is a sample of the ready-to-use ads we furnish, free of charge, with other valuable selling helps, described in the **DEPENDON BOOK**, to customers handling **DEPENDON MERCHANDISE**.

Shall we send you a copy?

Sign the coupon and mail it to

**JOHN V. FARWELL
COMPANY**

Chicago, the Great Central Market

A TRUE STORY

Of a Clerk Who Is No Good To Cement Trade.

Written for the Tradesman.

We are intimate friends—the very best of chums, in fact—and so we may discuss each other's clothes with impunity, where otherwise such references would be egregious impertinences.

"I saw you at the So-and-So concert, and I want to congratulate you on the success displayed in the matching of your reseda silk gloves and voile skirt. Might I ask, did you get your gloves at Blank & Co.'s? I got some there last fall apparently precisely like yours. I never saw a nicer match than your gloves and skirt," which really wasn't a case of any osculatory act concerning the Blarney Stone, either.

"No," replied my friend, "I didn't get my gloves where you got yours. I got them farther down the street. I bought them at Brown, Smith & Co.'s, about two weeks ago.

"And I had such a queer time in purchasing them," continued my chum.

"We quit work at 5, you know, on Saturday afternoons, so that it is about dark when I leave the office. I wanted my gloves to wear to church 'for sure' the following Sunday. I had hunted all over town for that particular shade of green, so knew exactly what I could do in all the stores but one. So at 5 o'clock on that especial Saturday night I hied myself down to my 'last resort' (as I had begun to name the last store in my thoughts) and asked the clerk to show me some reseda gloves.

"Ain't got none," she snapped out, murdering the King's English and ruffling my temper in one breath.

"Would you mind looking a little to make sure you haven't what I want?"

"Know we h'ain't got it," was the reiterated reply.

"Well, let me see what is the nearest match you have."

"You couldn't tell b' 'lectric light whether they matched at all," came next.

"Anyway, I have to have something in green to wear to church to-morrow, and it will be a case of take-what-I-can-get," I stated, a little firmly, 'so I will be obliged to you if you will show me anything you have in a long green silk glove.'

"With a mumbled repetition of the former assertion that I 'couldn't tell anything about it in such a light'—although why it should have burdened her I failed to be able to discover—the girl wheeled angrily around, yanked out a box from the top shelf of cartons, slapped it down on the counter, flipped off the lid, and behold as fine an assortment of long green silk gloves as one could wish to select from!

"I had a good-sized sample of the green voile with me and did not care if the gloves should be a trifle lighter, but by careful comparison I thought one pair I picked out would be very near the shade desired. So I said—the girl making no move to be of the slightest assistance in my decision—that I 'would take this pair.'

"She sullenly took the outstretched

gloves, received my cash with a black look that suited the action, called snarlily to a cash boy, handed him my purchase and the \$1.50 as if she hated to touch them, shut the box with a spiteful movement, jammed it back with its fellows on the shelf and then stood stock still, the living personification of an ugly little child that has been thwarted in having its own way.

"My parcel came back promptly, for which I was glad, as a delay would have been uncomfortable for both served and server, and I walked out of the store wondering greatly as to the girl's behavior.

"I had acted all along both politely and pleasantly. In thinking over the ungracious treatment accorded me I can explain it on no other ground than that the clerk wanted to go to her dinner and was afraid if she waited on one more customer it would mean a delay which she could not brook.

"But that wasn't my fault. I had to have gloves for Sunday and I did not dawdle over my buying.

"I think, every time I draw them on, of the disagreeable time I had getting them and I assure you the transaction did not tend to make me a steady customer at Brown, Smith & Co.'s glove department."

My chum is a truthful girl and of a most sunny disposition, and if she says she was nice and polite to that grouchy clerk I know the latter had no cause for complaint in waiting on her. The unwilling attention must have been from some cause outside of my friend. Jo Thurber.

Rise of the Culver Combination Skate Co.

"Good morning, Simpkins," said Col. Culver to his Secretary, as he came down to the office one icy morning.

"Good morning, sir," answered the Secretary.

"What's the matter this morning, my boy," questioned the promoter; "what are you looking so sad about?"

"Why—why, sir, I slipped," replied Simpkins. "The walks were icy and I fell down, sir; it shook me up considerably."

"You ought to wear skates," laughed the Colonel. For a few minutes the office was quiet. Then the promoter said: "Speaking of skates reminds me, Simpkins; do you skate?"

"Why—yes, sir," replied the Secretary. "I may say I do at times, that is, I can, but I don't. I don't have the time, sir."

"Well, my boy," continued Culver, "you should skate at any rate. A bracing dash on a pair of steel runners is the greatest of tonics. I saw that in a skate advertisement the other day, young man, and I believe it. Skating is popular these days, isn't it, young man?"

"Why, why, yes, sir, I may say it is," ventured Simpkins. "But, sir, roller skating is really more popular."

"Roller skating. Oh, yes," mused the promoter. "Quite a winter sport, too. Lots of people skate on the ice in the afternoon and then go down to some hall and roller skate at

night. Am I right, my boy, am I right?"

"I may say that you are, sir," came the reply. "The two sports are interchangeable and usually when one does the one he does the other, too."

"Skates are expensive, aren't they?" the promoter broke off again.

"Why, yes, sir," answered Simpkins, "I may say they are. But roller skates cost more money, sir."

"Yes, they do," continued Culver, "but at most of the rinks the roller skates are rented. People, as a rule, don't own them. Now, young man, renting is expensive. It costs 25 cents to use these rollers for two or three hours. During a season a man would probably spend \$5 or \$6 just for rent. Of course, it comes in small bunches and isn't noticed, but the fact remains. Most people own their own ice skates, but they seldom think of buying rollers, because they cost more and aren't used as often.

"Now, to continue. The greatest fault hardware dealers find with this line of merchandise is that they have to carry it over from season to season. These articles are not quick sellers. My idea, my boy, is to make them quick sellers and also reduce the price and generally benefit the skating public.

"It is most simple, my boy. Take any ordinary ice skate. The makeup is simple. A foot rest, with shoe attachments and a blade, is all that is necessary. Take the ordinary roller skate. The foot rest practically is the same. The rollers make the only noticeable difference.

"Now, my idea simply is this! I will patent a roller attachment for the common ice skate. That will give it a double selling capacity. It will tickle the dealer and appeal to every user of skates. It is a great idea. Am I right, young man, am I right?"

"Why—why, yes, sir," ventured Simpkins, "but how, sir, will you put it on the market?"

"That will be easy," laughed the promoter. "Easiest thing in the world. It will put itself on the market. There will be no difficulty at all. Take a dictation, young man, a dictation."

The promoter dictated.

"Do you skate?"

"In other words, are you a skate-er not?"

"That is a poor joke, almost no joke at all. It is something like our competitor's skates in that respect.

"There are three kinds of skates—meaning mechanical, not human, skates.

"First, ice skates.

"Second, roller skates.

"Third, Culver's Combination Skates.

"You get the idea? Culver's Skates are both ice and roller skates.

"There are three standard prices on skates.

"First, ice skates, \$2.00.

"Second, roller skates, \$3.00.

"Third, Culver's Combination Skates, \$2.50.

"You get the idea? Culver's Skates take the place of a \$2.00 pair of ices and a \$3.00 pair of rollers and cost just half as much.

"The idea is most simple. The

foot rests of Culver's Combination Skates are used for both. The iceblades and rollers are detachable.

"Can be put on or taken off in exactly thirty seconds.

"You see the saving?"

"Now, young man, there is an ad. that will bring business. Am I right, my boy, am I right?"

"Why, yes, sir," answered the secretary. "It seems to me, sir, that the idea is most practical and can be easily worked out."

"Well, my boy, you're right," agreed the promoter. "It will revolutionize the skating world. Why, two years from date the Culver combination skate will be the only one on the market. Even if you want another kind you won't be able to get it. They won't carry any of the others any more. We'll run them out of business.

"Another thing, young man, that will help a great deal is this: Roller skating is being revived. This year there will be more roller skates sold than there have been for years. Next year there will be twice as many sold, and they'll all be Culver's. You see the beauty of the combination, young man, you see the beauty of it?"

Robert Carlton Brown.

Dangers of Sudden Reform.

"Your husband must eat no food whatever for a month."

"Y-y-yes, Doctor."

"But he must take as much as he can of broth composed of equal parts of glucose, cream of tartar, boracic acid, Paris green and sulphate of copper."

"Why! What!"

"In addition, be sure to sprinkle a little arsenic in his drinking water and you might put a pinch of strychnine in his broth."

"Do you want me to murder poor, suffering John?"

"Not at all, madam. I'm trying to save him. His nervous system is a wreck, while he is also suffering from acute digestion. His food agrees with him entirely too well, and he is receiving an unexpected—I might say, surplus—amount of nourishment.

"And should the case not respond promptly, give a large bowl of excelsior and chalk-water each morning.

"We've only had these cases since the first of January, when the sudden turning loose upon the community of so much pure food resulted in this dreadful scourge. As the people get used to unadulterated stuffs, however, they may be able to assimilate them. Let us hope for the best.

"Good-day, madam."

Not So Very Final.

"I can not be your wife," she replied, and added: "This is final."

He paced swiftly to and fro several times, then halted abruptly in front of her.

"Pray be candid with me," he said, not without the note of masculine impatience. "About how final?"

This was too much. She burst into tears.

"How do I know?" she sobbed.

A man does not pick up sand by licking the dust.

**We're
Alone
So Far**

ASIDE from the value of the guarantee covering **Buchan's Toilet Soaps**, which we have deposited with the United States Department of Agriculture, what does our filing of that guarantee show?

It shows that we are willing to go on record, in the strongest and most public way, that **Buchan's Toilet Soaps** are pure.

And the fact that the other soap manufacturers have not filed a guarantee shows that they are NOT willing to, doesn't it?

On general principles, entirely aside from the guarantee, whose soaps would you rather sell?

Phenol absolut, 100 per cent. pure, and the finest cleaner and skin tonic on earth, is the main ingredient in **Buchan's Toilet Soaps**.

Our serial number is 363.

BUCHAN'S **SOAPS CORPORATION**
FLATIRON BUILDING, NEW YORK CITY

LOOKING FORWARD.

Some Things in Store for the Progressive Merchant.*

Looking forward is what I believe every person has been doing since the world began, but we will not go back as far as that. From the time the Pilgrims set sail in the Mayflower and landed on the Massachusetts shore think what not only looking forward has done, but what hustling has accomplished. This grand nation—the grandest of all—has been made thus by the people at the helm who were looking forward. Cities, towns, villages, schools, colleges, factories and many other industries too numerous to mention, as well as railroads and steamboat lines, all have been built and constructed by our people who are always looking forward. Our Great Lakes, which surround our State on three sides, are, when navigation is open, dotted all over with steamships and sailing vessels, and we, the people of Grand Rapids, are looking forward to the time when our river boats, the Grand and the Rapids, will ply during the summer months from here to Grand Haven and back without anything to obstruct their path. It will be no fault of our Senator, William Alden Smith, if this is not accomplished before long. Many are the obstacles which confront us all as we attempt to look forward. We plan, we figure, we build air castles and then awake to find them only dreams, and they vanish as the soap bubbles do that the small boy delights so much to blow.

But one dream that many of us have looked forward to and which has been fully realized is the ninth annual convention of the Retail Grocers and General Merchants' Association, which I believe has met all our expectations.

That it is a foregone conclusion that we have to help share one another's burdens, I believe is more clearly demonstrated to the retail grocer and general merchant than to any other distinct line of trade. Who is it, when the father is out of work or is sick, or the mother or the child is sick, to whom they come and ask to share a part of the burden? I will answer: the grocer and general merchant, and when they have recovered and the father returns to work who is it, after what has been done for them by the grocer or general merchant, who has to wait for what he has coming? Is it the boot and shoe man, the dry goods man, the clothier or the wood and coal dealer? No, but that same grocer or general merchant. Who is it that leaves you after you have accommodated him, because he finds he can occasionally buy something cheaper somewhere else than you happen to sell it? The sick man. This is not a dream, but an everyday occurrence, and we are looking forward to the time when this kind of men will feel a change of heart and stay by those who have befriended them. I am looking forward to the time when all retail grocers will realize what can be accomplished by joining the local association in their home cities and towns. What good re-

*Response by Fred W. Fuller, of Grand Rapids, at annual banquet Retail Grocers and General Merchants' Association.

sults can be brought about by attending the meetings and bumping elbows with their fellow grocers. You find by getting out of the rut you have, without thinking, fallen into, you will get broader and nobler ideas. You will get acquainted for the first time with your competitor and find out that he is a human being like yourself, and you will go home from the meeting feeling better, happier and with your conscience relieved, and will be a better merchant thereafter.

I am looking forward to the time when all retail grocers and general merchants of the State will become members of the State Association, thereby assisting us very much in righting a good many wrongs and abuses that now menace the trade and they can also assist much in helping to get bills passed in the Legislature that will be of benefit to all merchants.

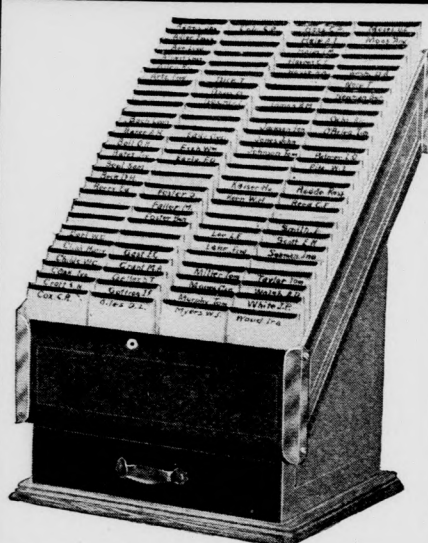
The credit system is one of our great evils and I look for the time to come when we can adopt a plan that will prevent the person owing us from escaping who moves from one town to another without settling before he goes.

I am looking forward to the time when the manufacturer will cease to give free goods so as to load up the retailer with his particular product, who, when he has bought, often wishes he had not. But there is no redress, and if the article should prove to be a slow seller he has accumulated dead stock. I believe a flat price would be better for jobber and retailer.

In closing, just one word about the profit end of our business. This is one of the important factors in our success as retail merchants, and if more of us would live up to it there would not be 90 per cent. of the failures in our line of merchandising that are reported, but possibly the reverse. It costs about 15 per cent. to do business, and no merchant should think of disposing of his goods at less than 20 to 25 per cent. profit. If he does he is making a grave mistake. Let quality, not quantity, be one of your safeguards. The manufacturer and jobber can do business on a smaller percentage than you can because they dispose of their merchandise in large quantities and you in dribbles, so to speak. The retailer's profit should be a combination of the manufacturer's and jobber's, and oftentimes more. Nothing will please your jobber more than to see that you are not afraid to make a good living margin, and I am looking forward to the time when you will all have nerve enough to do it, and the jobber will pat you on the back and the sun, moon and stars will shine brighter; the home will be happier; you will make a better husband and father; you will make a better boss when you have attained the topmost round of the ladder as a retail grocer or general merchant—a position you so richly deserve—and I am looking forward for that time to come for the Michigan merchant.

Professional Ethics.

Model—Pardon me, sir, but isn't there another artist in this building? Artist—Well, that is a matter of opinion. There is another fellow who paints.



The Keith Credit or Individual Book System of Accounting

Predominating Features

Price, Durability

Simplicity

Convenience

Accuracy, Protection

Why Not Economize?

Our Keith System (100 size) will cost you \$20 complete with books and metal back supports, while some of the loose slip systems, which are far less satisfactory, will cost you three times that amount.

It has NO SPRINGS OR DELICATE PARTS to get out of order and being of metal construction WILL LAST A LIFETIME.

It eliminates all RED TAPE and is a ONE WRITING SYSTEM. It has an INDIVIDUAL BOOK for each customer, numbered in duplicate from 1-50, instead of loose slips, which are apt to be LOST, MIXED or DESTROYED.

It posts your accounts UP-TO-THE-MINUTE and gives you the total amount due with one writing.

It gives your accounts the best of PROTECTION IN CASE OF FIRE.

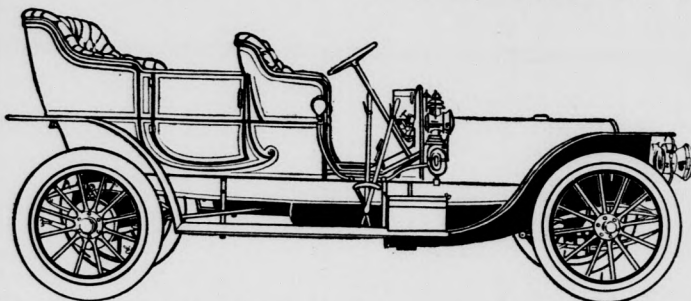
We will be pleased to send you catalog and further information free upon request, with the understanding that you are under no obligations to us whatever.

THE SIMPLE ACCOUNT SALEBOOK CO.

No. 25 Jackson St.

Fremont, Ohio

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 top and glass front. Full lampequipment.

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

Impatience May Be a Step Toward Success.

Patience is the only one of the alleged virtues of mankind that is out of place in the working world. Persistence, industry, thrift, honesty, integrity, all help a worker towards success, but patience usually proves a serious drawback and seldom if ever helps a man.

In the field of labor, whether by hand or brain, whether in the shop or the office, it is the impatient man who succeeds and the patient one who stands still.

Somewhat or other the words "patient" and "plodder" double team in the most remarkable way. "The patient plodding ox" we read about in poetry. The plodder always is patient, and the patient man in ninety-nine cases out of 100 is a plodder.

Whenever I read of "when patience ceases to be a virtue" I think that the time mentioned is when a man goes to work. He needs all his patience for out of work hours, for his family, for his friends, and for the purpose of awaiting for success to arrive—and he should see that patience ceases not only to be a virtue but to be at all when he enters his workroom.

The best advice to give to a worker is to be impatient with everybody and everything.

I have known patient men who succeeded—but their success always has been of the lesser sort. One of my best friends is a patient man. He is a success in his way. He started in life as a farmer. His father left him a big farm, well stocked and in good shape. He had just returned from college where he had patiently waited for his degree and honors. He fell in love with a young woman, and after five years he married her. His persistence, and not his patience, won her. He patiently went to the divorce court when she eloped with an impatient farm hand. He has been patient ever since. He still owns the farm and has a little money in bank.

You can take the list of the successful men of the country and you will find the big men are impatient. Perhaps, you will say, the nervous strain and the burden of responsibility make them impatient. This is not true. Men who have been with them for years say they are more impatient now than ever. They were impatient from the start. It was impatience that made their millions for them. They were too impatient to waste time.

Take Richard Mansfield, as representing the actor, J. P. Morgan as the financier, E. H. Harriman as the railroader, Theodore Roosevelt as the statesman, Dr. Parkhurst as the minister. Is there here a patient man? Indeed, are they not all known for their impatience? It is the same in every line. Just pick the man at the top of his trade or profession and you will find a man shorn of the virtue of patience as far as his business goes.

But the quality or virtue of impatience is of more value to the worker, the plain every-day laborer, at desk, in factory, or at the plow, even than it is to the men of great business success. The man who is impatient is the one who is going to advance

In the first place, the fellow who is patient obscures himself, while the impatient man attracts attention to himself and to what he is doing. He is impatient—and the boss sees him. He compels notice.

I watched two workers once in a big factory bell foundry. One of them was impatient, the other patient. The patient man was the better molder. His work was clean, perfect and usually flawless, even after the metal had cooled. The other was quick, impatient. He spoiled a lot of work, lost a lot of his pay through impatience. I heard the foreman say he would be the wonder of the shop if he was not so impatient. He should have been a wonderful workman and wasn't. Less than a year later I had some business at the same foundry. I found the impatient worker in a private office a couple of doors from the President's room. He had invented a device that saved a lot of time in handling the hot metal and filling the molds—and he was getting rich. He was too impatient to stay in the shop.

Another instance came under my observation not long ago. There were two men in executive positions in a big company. Their private rooms were near each other. One was patient, the other not—which is putting it mildly. He was so impatient that he was notorious. Each of these men was compelled to receive a large number of visitors a day. The visitors had all sorts of things to sell. The patient man received them, listened patiently, and either bought or sent them away. Usually he had to stay overtime to finish up his work. The impatient man received twice as many visitors, bought twice as much goods as the other. He was too impatient to let any of his business callers waste any of the firm's time talking. His reputation for impatience made the visitors do their business in a hurry and then get out even quicker.

Another element which proves the point is the fact that the standing of an impatient man in any line of business is higher than that of the patient man. You will observe that the patient man always is the butt of jokes, always is imposed upon and usually is looked upon with a sort of disdain.

On the other hand, the impatient man is respected; no one ever tries jokes on him.

Watch the office boy's attitude towards the two men. The impatient man always is "Mr. Jones," while the patient one is "Old Sleepy," or, if he is a good fellow, he may be "Bill."

In an office where once I was employed there were two men who represented the two types. It was one of those offices in which desk supplies were hard to obtain. Invariably the impatient man had more than he could use. Invariably the patient man had little or nothing, with the chances of that little being lifted from his desk by the first employe who happened to need anything.

Impatience may be a fault at home or in society, but in the workshop or office it is a big step towards success.

F. H. Weiderseim.

They Tell You We are Too Independent

Some of our competitors' salesmen say we are too independent.

They have been telling it for the last twenty years.

They seem to have more time to talk about us than they do of their own goods.

They can't understand how it is we do so much business and keep right on increasing.

They make common cause against us and against

LILY WHITE

"The flour the best cooks use"

Most of them offer their flour for less than we ask and **get** for Lily White, and yet they have the nerve to tell the dealer that it is "just as good as" Lily White.

Sometimes they say it is the same grade of flour.

They talk any old thing except the quality of their own goods.

If they don't know anything about their own goods, how on earth do they know so much about **our** goods?

If their flour was "just as good" and the grade was the same as Lily White do you think they would be selling it for **less** money?

Not on your life!

They are out for the coin so hard that the truth isn't always good enough.

We sold 1358 **more** barrels of Lily White in Michigan in January this year than the same month last year, and last year beat the year before.

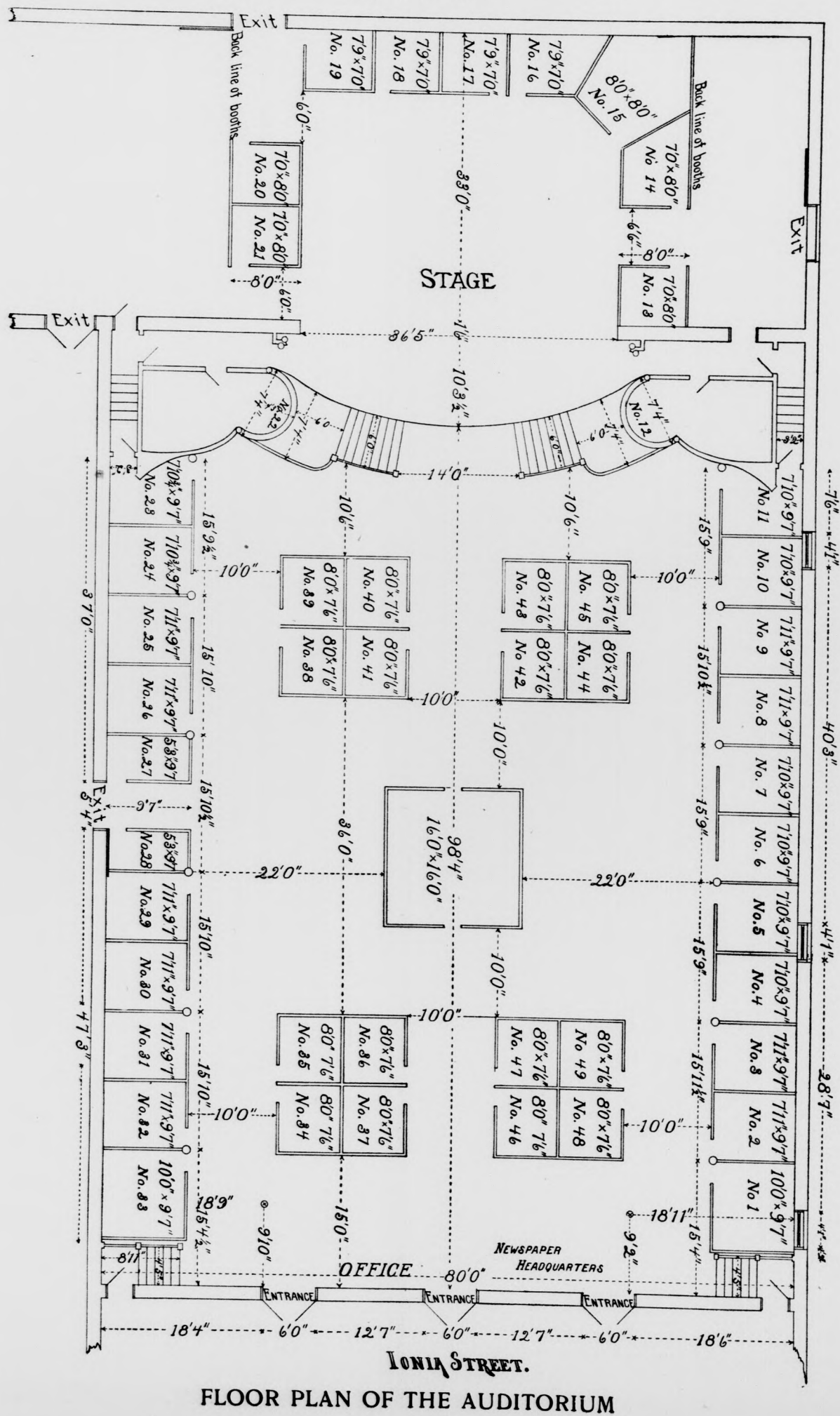
That little **increase** is probably more than the **total** sales of nine out of ten flour salesmen who call on you.

When a salesman commences to run down Lily White, tell him **your** time is worth something if **his** isn't and request him to get down to business or get out.

Valley City Milling Co.
Grand Rapids, Mich.

The Grand Rapids Retail Grocers' Food and Industrial Exposition

April 17 to 27, 1907



GOLDEN MOTTO.

Goods Well Bought Are Always Half Sold.

Among the many causes of failure which I have seen in wholesale and retail stores the one which stands out most prominently is injudicious buying. The merchant often buys too many of the goods he should not have bought and fails to buy those which he should have bought. The first causes loss of money, the second loss of customers.

The first thing for a buyer to consider when an article is offered to him is: will it sell? If he has the least doubt he should keep his hands off, or, in the event of new "fads," which he must have, his order should be as small as possible. Quality and price are of secondary importance to style. No matter how good or how cheap an article is, if it does not chance to meet the demands of fashion, if it is not what the consumer wants, it is too dear at any price. It should be borne in mind, also, that every dozen shoes or hats which must be sold at or below cost not only reduces the yearly percentage of profits, but also hurts the reputation of a firm, creating the impression that its stock is full of undesirable goods.

In these days, when new fads are thrown upon the market every two or three months, it is impossible for a buyer in any line to avoid getting some goods which will not sell readily. In a wholesale house the question of how to dispose of them arises. Some firms order their traveling men to work them off on their customers. This is poor policy and a good salesman will decline to do it, realizing that it eventually will hurt his trade and the reputation of his firm. A good retail merchant who knows his business can not, by the smoothest talk, be persuaded to buy unsalable goods, and if the small, ignorant merchant is made the victim of many salesmen as the dumping ground for such goods it soon will ruin him.

I have seen retail merchants lose their entire trade for a season on a certain line of goods because a competitor across the street had styles which were more up to date. If this happens twice the merchant will blame the salesman and will either throw out that line of goods or look for another jobbing house. The buyer who says to the salesman: "You must sell what I buy, regardless of whether the stuff is in demand or not, is forty years behind the times and does not know his business. To-day the merchant must buy what his customers want or he will lose their trade.

One of the most important things for the buyer to guard against is the buying of too many different kinds of one grade of goods. It is injurious to the firm, it confuses the customer in making his selection, and with the jobber leads to much substituting.

Within the last few years the manufacturers, off and on, have sent us samples of new fads in our line. If our buyer was in doubt whether they would sell or not I took the sample, went into some nearby towns, and—in three days the fate of the style

was decided. If all the merchants and clerks liked the style and I was able to sell it in every store without persuasion, it would be a sure success, and we were safe in ordering it. But if everybody looked at it with distrust and the merchants refuse to buy it, then it was certain it would not sell to the consumer, and we kept our hands off.

The traveling man often, by much talk and persuasion, can induce the merchant to buy a few of such styles, but it always hurts his prestige and that of his firm if such goods remain unsold on the shelves. To retailers approached by such salesmen I would say:

"Don't buy a thing because it is cheap if you have enough of such goods in the store to last you six or twelve months. It's better to pay a little more for goods when you need them than to stock up heavily at a lower price when you don't need them."

Within the last few years it has been difficult for a conservative buyer to make selections in the hat business, and I suppose this is equally true in other lines. The manufacturer brings out a new fad, praises it as being the right, really the correct thing, and practically forces the jobber to buy it. Often it proves to be the right thing, catching the public fancy and enjoying a big sale. But it also often happens that the consumer refuses to buy it. If such a fad were ordered in large quantities the jobber, whose judgment played him false, would lose considerably on the deal.

It can be seen how valuable a buyer may be to his firm if he has ideas of his own which are good regarding pattern, style, trimming and finish. With such a buyer a firm has the advantage of having styles or patterns of its own. If it can not secure the styles exclusively by preventing the sale of them by the manufacturer to other dealers, it at least has the advantage of being the first in the market with the styles.

An inexperienced buyer who goes to market for the first time always is sure to make mistakes. Each manufacturer shows you so many kinds of goods and you have to look over all the different factories before you commence to buy, so if you are new in the business you get confused, and you don't know where to begin. Then, if you are not careful, you commence to plunge and make mistakes by buying everything you see. When the goods arrive you find that you have many articles which you wish you had not bought. I suppose no buyer has missed this experience in his career.

To avoid such mistakes you must reduce your selections three or four times. If forty samples are shown you, select twenty and lay the others aside. Then from these twenty select twelve or fifteen, and finally from these select eight or ten of the most desirable styles. Rest assured, if you make your selections like this your stock will be in A No. 1 shape, and you will not lose much on unsalable stuff.

Don't believe everything the manufacturer tells you; he wants to sell

you as many goods as he can. If he tells you after your purchases are made that your selection is a fine one, that there is not a thing on your order which you should not have bought, don't believe him; your eyes will be opened sadly when you see the goods in your store.

I do not wish to be understood as advocating the carrying of too small a stock in a prosperous business. On the contrary, keep the stock well supplied with up-to-date goods. But buy carefully.

"Well bought is half sold" is as true to-day as it was 100 years ago. I would add to this, "Do as much business as you can with the smallest stock possible, thus getting the best profits. See that your stock is kept clean of every dollar's worth of unnecessary goods. A concern which works with this method, whether wholesale or retail, is sure to make a success in its business if other important factors are regarded.

There is another important warning which I wish to repeat before I close: Never buy a thing because it is cheap. I have seen more money lost in a legitimate business which caters to first class trade on job lots which were bought cheap than on any regular line of goods ever bought. In our days the consumer does not care so much about how cheap an article is as about how good and stylish it is. I may offer a \$3 hat for \$1, but if it is not in style I can not sell it.

"Buying" is as much a science as "selling."

C. T. Wettstein.

The aimless life always hits misery.

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

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

ORDERS EXECUTED FOR LISTED
SECURITIES.

CITIZENS 1999

BELL 424

411 MICHIGAN TRUST BUILDING,
GRAND RAPIDS
DETROIT OFFICE, PENOBSCOT BUILDING

ANNOUNCEMENT

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

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

Serial No. 2688

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

Battle Creek, Mich., Jan. 2, 1907

WHOLESALE GROCERS:—

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

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

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

Yours very truly,

HYGIENIC FOOD COMPANY

MAIL ORDER HOUSES.

How Their Competition Can Be Circumscribed.*

[Our next speaker is a man who has always made it a rule of life to do things and do them right. As a farmer boy at Constantine his furrows were always straighter and deeper than those of his neighbors. When he left the paternal roof and engaged in the lumber business at Fife Lake his lumber piles were always taller and more compact than those of any other manufacturer in that district. As a banker in Big Rapids he made his mark and left an impress on the town which is felt to this day. As a wholesale grocer in Grand Rapids he has undertaken to carry into execution all of the good ideas he accumulated during the formative period of his career, and the result is the magnificent jobbing institution on Market street of which we are all so justly proud. No matter in what avenue of life Mr. Judson is found or in what position he may be placed, he leaves behind him some tangible evidence of his ingenuity and progressiveness. While a member of the Board of Fire and Police Commissioners he rebelled at the idea of seeing dead horses wheeled through the streets in open wagons—a sight revolting alike to childhood and old age. Although he had never seen the work performed in any other way he conceived the idea of carrying the animals away in a closed vehicle, and that vehicle and that method of handling the carcasses of dead animals are in operation in this city to this day and have been copied by dozens of other cities throughout the United States.

As a lumberman, as a banker, as a trust company director, as a manufacturer, Mr. Judson has exhibited the same steadfast purpose which has made his life a success and his career a credit to himself and a source of pride to his friends.

Mr. Judson possesses to a remarkable extent a genius for organization, and has served the trade well and acceptably as President of the Michigan Wholesale Grocers' Association. When it was finally decided, two years ago, to organize a National Wholesale Grocers' Association, Mr. Judson was the only man in the country who was thought of in connection with the presidency of that organization, and he is now undertaking to carry out in a larger way what he has previously done in a smaller manner in solidifying the wholesale grocery trade and placing it on a broader and better plane than it has ever been before.—Introduction by Toastmaster E. A. Stowe.]

How to successfully meet catalogue house competition is one of the problems confronting the retailer at this hour.

It is my wish to make some suggestions in regard to this important matter. Almost every week this topic is touched upon by some of my friends who are traveling salesmen. It is a matter of mutual interest. I will admit we are prone to complain instead of looking for a remedy, and

*Response by William Judson at annual banquet Retail Grocers and General Merchants' Association.

to grumble instead of working out a solution of the problem.

Have you studied their methods and compared them with your own? If not, why not?

The catalogue firms give their best thought to changing trade conditions, and that is just what you must do. It is the man who thinks and acts who wins nowadays.

Please do not get the idea that they sell better goods for less money than you do. They simply go after the trade, not once nor twice, but all the time. They "keep everlastingly at it," telling the consumer through their catalogues and with frequent letters and circulars what they have to sell and how good it is. They have a list of every consumer in your territory. Have you? They are constantly mailing lists and letters to people that should trade at your store. Do you? They get together from time to time and exchange ideas and devise means to secure more business in your locality, and I wish to compliment you for your progress in that direction as your meetings this week in our beautiful city indicate. It is your business to create an organization in the conduct of your own affairs that will enable you to hold you own against their constant improvements in methods. If they spend more energy than you do in advertising, in industry and ability, they will naturally get a share of the business that belongs to you.

You must keep yourself constantly before your customers. Tell them what you have to sell, how good it is and how cheap it is. You must let them know that you want their business and will appreciate it, that you are probably better acquainted with their needs than some far-away disinterested party can possibly be, that you are on the spot to make right anything that is not right, and you must advertise. I use the word "advertise" in its broad sense. It does not necessarily mean that you must put a big advertisement in the newspaper and stop there. That is, of course, all right—good in its way—but it is only one way. You must study your competitors' methods and improve upon them. Have a list of all the consumers in your territory. Convey to them in some way the fact that you can do at least as well by them as any one else—not once in a while but all the time.

You must be persistent. That is the way the catalogue houses win and that is the only way they have of winning. If they get your trade it is because you permit them to do so; it is because you sit idly by and grumble while they think and work; it is because they go to your customers through the medium of their catalogues and tell them in well-chosen words what they can and will do for them.

You should place in the hands of your customers circulars that will advertise your goods and stimulate local pride.

You should go to your local printer and have him do your printing. You should patronize your home people in every way possible and then ask in no uncertain words for the same in return.

Write us for prices on

Feed, Flour and Grain

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

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan



FOOTE & JENKS'

Pure Extract Vanilla and Genuine, Original Terpeness Extract of Lemon

State and National Pure Food Standards

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

FOOTE & JENKS, Jackson, Mich.



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

A Good Pair to Draw to:

Mother's Oats and

Mother's Cornmeal

Both of unequalled quality and both carrying with them our

Profit Sharing Plan

That means more profit for the grocer.

Try the combination.

The Great Western Cereal Co.

Chicago

You should wear a smile even if you do not always feel like it, for smiles win friends and frowns lose them.

I think it is a fair question to ask any consumer if he buys his goods of his home dealer or of some far-away catalogue house, which, in nicely worded letters and voluminous catalogues, offers apparently great bargains.

I think the creation of a fair public sentiment along the line of local pride is necessary. Loyalty is a characteristic of every American citizen. The catalogues referred to do not offer to pay cash for wheat, oats, corn, beans, butter, eggs, hay—products of every locality in Michigan. They do not offer to buy the sheep, the cattle, the hogs, f. o. b. your depot. The business that the catalogues represent does not pay any tax for the support of your schools and the education of your children, nor for improving your roads and bridges, nor for the support of the poor of the county, nor for the general expense of running the business of the township and the State. On what page do they offer to contribute money to the church? What line of credit will they extend to your customers when their crops are poor or when illness or other misfortune comes upon them? Invariably their rule is, "Cash in advance accompanying the order for the goods." Do they offer to contribute to any local entertainment? What did they do last year in support of local fairs? Will they do anything to provide a market for what your customer has to sell and thereby assist in keeping up the value of his home? Will they do anything whatever for social, church, school or government support in your locality or do they simply take money out of the community with no returns whatever except the goods delivered?

Why not give this matter careful consideration? Why not create, each one of us, in his own locality, a public sentiment that will assist us all in building up our local stores? I believe you will find it easy to convince your customers that it is better for them in a financial and social way to keep their money at home to assist to build up your local town and to assist them in advancing the value of their lands and products.

I wish to compliment you upon the growth of your fine Association. I am charmed by the thought of the power and opportunities for good to

the trade of your organization. I glory with you in all that it has accomplished and I am proud of the position you occupy among the business organizations of our beloved State, and I think of it as a worthy object of care, but to my mind far more important is the protection, the personal upbuilding of the individual, the creation within him of a sense of his personal responsibility to the dear ones depending upon him for success in his business career.

Grafting the Buyer Unfair To the Retailer.

There is one big mistake—I should call it a nuisance—which is in vogue among jobbers and retail merchants. It is the giving away of shoes, hats, jewelry, even sometimes of a suit of clothing, to the buyer in a retail store by the jobber, and the acceptance of the same by the buyer in a retail store.

This nuisance is so common among some wholesale firms that a concern which is opposed to such grafting practically is forced to follow suit for fear of losing a customer. I call it grafting—it is nothing else—because the things are not given away out of love or friendship; they are given away to buy the good will of the buyer.

In a large concern with thousands of customers this gratis nuisance amounts to thousands of dollars yearly. This loss must be added to the expense account. This extra expense must be added to the cost of the goods, consequently the retailer indirectly will have to pay for his own gratis stuff in the price of the goods. The only injustice in this lies in the fact that a merchant who refuses to accept such a bribe pays the same price for the goods as the other merchant.

And there are many merchants in the country who positively refuse to accept anything gratis; yes, I have customers who would feel insulted at the offer and who strictly forbid their salesmen or buyers to accept the least gift.

I would suggest that all wholesalers and manufacturers join in a movement to abolish this grafting nuisance. I don't believe there is one respectable retail firm in the country which will quit a good firm because they refuse to buy his trade by a hat or a pair of shoes.

I know a traveling man who a few

years ago changed to a new firm. When the office man gave him his instructions he was told that they wanted to see the price of the article given away in the order. My friend didn't understand what this meant. He was told that if he had to give an article away gratis which was worth \$1.50 he was to charge \$18 per dozen for an article which ordinarily would sell for \$16.50 per dozen. The traveling man said he positively could not do such business; he would rather pay \$1.50 out of his own pocket if he was compelled to give something away. The office man made no reply and never again approached the subject.

The retail merchant must see the injustice of this grafting, if he considers what it would mean to his business if every one of his customers once a year would demand a gift of him.

One pair of shoes or one hat at \$24 per dozen to every customer of a jobbing house with 4,000 customers amounts to \$8,000 a year, or in a bill of \$100 it means an extra discount of 2 per cent.

I appeal to every respectable retail merchant to encourage a movement favoring the abolishment of this grafting nuisance. C. J. Edwards.

Whiteley's Unlimited Resources.

They are telling some remarkable stories about the late William Whiteley, the originator of the department store, at whose mighty London emporium you could buy anything from a cambric needle to the shaft of an Atlantic liner. Here is one anecdote with slight embellishments:

A man who had heard of Whiteley's resources entered the great store one day.

"I want to buy six trunks," he said.

The clerk picked up his order pad.

"Certainly, sir."

"With elephants attached."

Without moving an extra muscle the clerk wrote: "Six elephants with trunks." Then he looked up enquiringly.

"Will you take them with you, or have them sent?" he asked.

And the elephants were at the man's door when he reached home.

The ignorant may be foolhardy, but only the wise are brave.

Patience under old injuries invites new ones.



It would be too bad to decorate your home in the ordinary way when you can with

Alabastine

The Sanitary Wall Coating

secure simply wonderful results in a wonderfully simple manner. Write us or ask local dealer.

Alabastine Co.,
Grand Rapids, Mich.
New York City

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

Walter Baker & Co.'s Chocolate & Cocoa



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

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

FOR SALE General Stock

In thrifty Central Michigan town of 350 population, stock of shoes, dry goods and groceries. Inventories \$2,590. 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.

Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich

"The House that Co

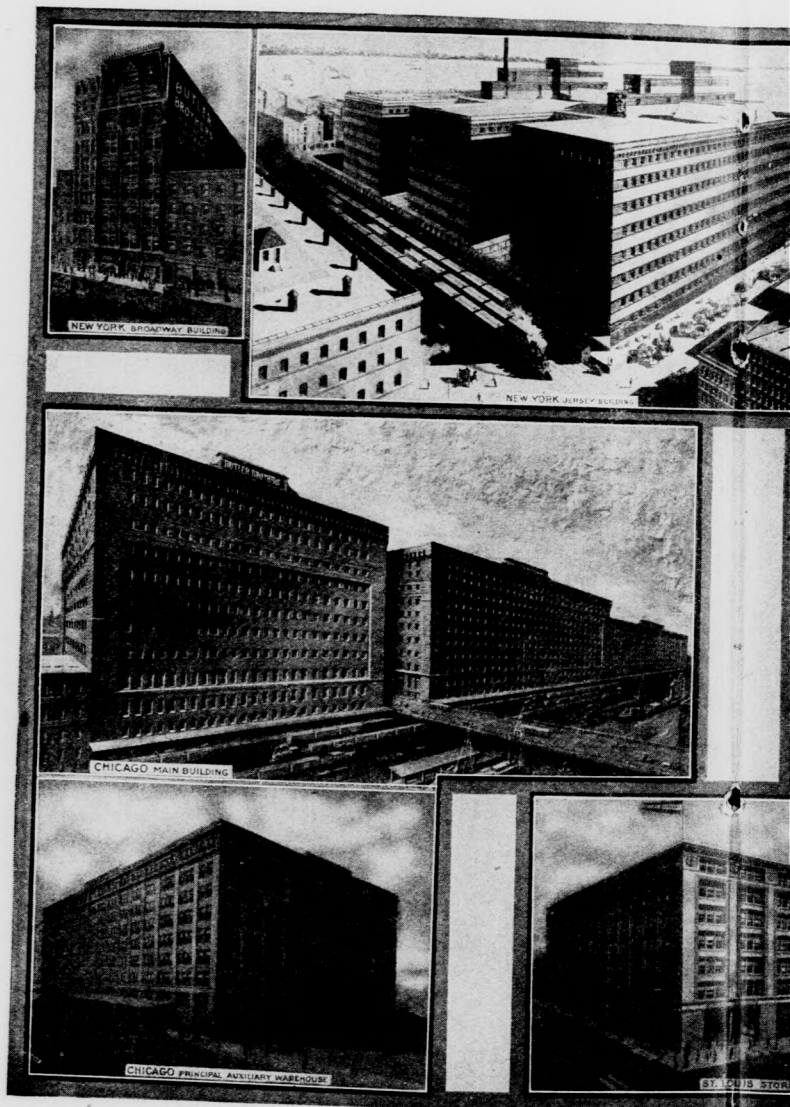
With the opening of our new Minneapolis distributing house March 1 as scheduled, more than ever we become "the house that covers the country."

Now in each of the four markets—New York, Chicago, St. Louis, Minneapolis—we are equipped with a plant that effects every possible saving in handling general merchandise on a large scale.

Besides in Baltimore and Dallas we have large sample houses containing the same complete sample display maintained in each of our distributing houses.

With a buying organization that includes resident buyers in Europe and Japan—selling by catalogue only—and with immense open stocks of general merchandise in **four** markets ready for shipment in lots and at any time to suit the retailer's convenience, we care for trade as no other jobber can.

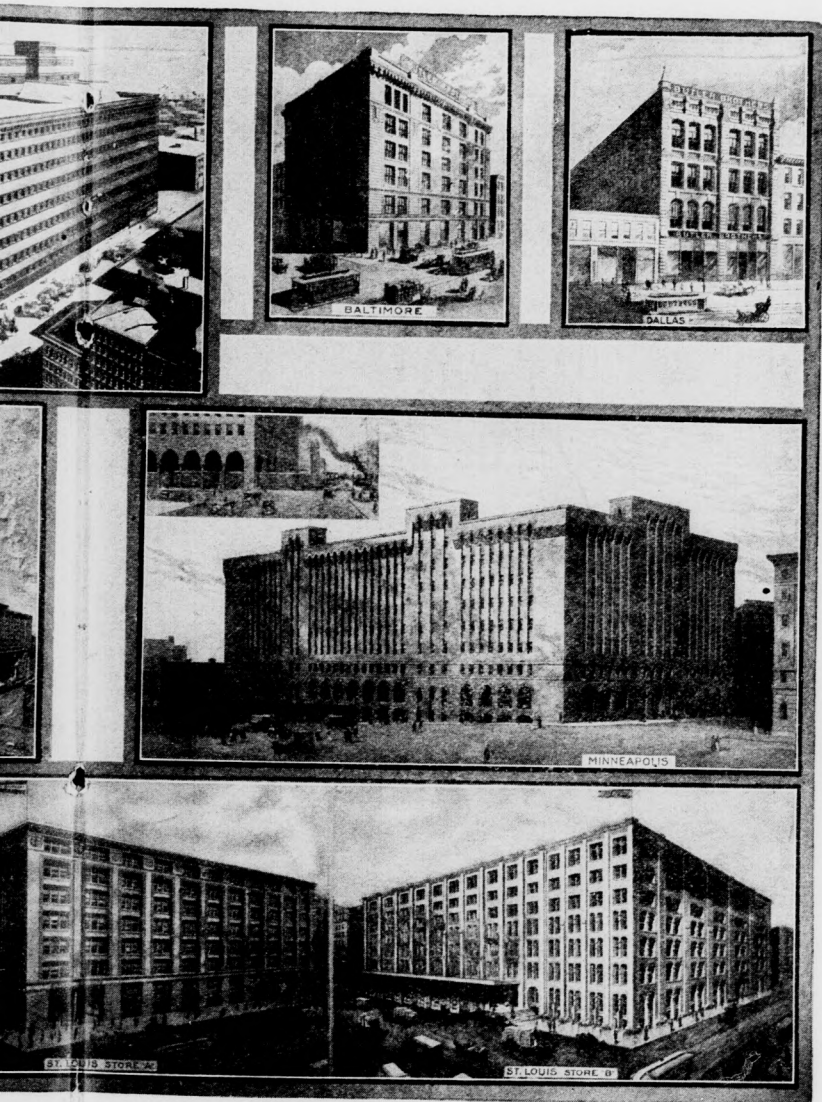
In any of our six cities—this spring—see for yourself, right on our sample floors among all our goods, with our net prices indicated in **plain figures**, just what we can do for you



BUTLER BROTHERS

Sample Houses: Ba

Covers the Country"



Our new spring catalogue will be ready for mailing about the time your request for it can reach us.

That book shows in a compact easy-to-get-at way all our goods—including spring and summer lines—and our only prices net guaranteed and **in plain figures**.

Consider your conditions as they are and will be—what we have done and are now fixed to do. Then say—can you afford any longer not to know just what we can do for you?

We must have helped—must be helping our customers. Only thus can you account for the permanence of our amazing success. And all we ask, remember, is but the same even chance you give the representative of any other big house.

You'll admit the probability, to say the least, of finding enough good things for immediate use to pay you handsomely for the time necessary to give our March catalogue a thorough comparative lookover.

Settle it now. Write for catalogue No. J604—our big spring book—**to-day**.

ERS New York
St. Louis

Baltimore, Dallas

Chicago
Minneapolis



Hints on Advertising a Clothing Store.

It is to the interest of all advertisers to insist on a circulation statement as a part of their contract, and when it is refused, they should refuse their business. It is to the interest of all legitimate newspapers to encourage advertisers to exact this information, and thus shut out a mass of schemes and worthless mediums which prey upon retailers and manufacturers and absorb a large proportion of their advertising expenditure. If you decide to advertise, get into a paper with a positive circulation all the time; take a small space if you can not afford a larger one. You can say a great deal in a small space if you pick your words carefully and put them together properly.

If you experiment in advertising with the notion that the first insertion will crowd your store, save your money—and yet, if you only desire to experiment once and make up your mind to give the people something ridiculously cheap, and will put your intention into words few and of meaning, you will even then discover that the public is ready to take you at your word. The money "burnt" annually in experimental advertising would be sufficient to start a bank with a good working surplus. Some people say that advertising is an expensive experiment. So it is, if treated as an experiment. Advertising should be treated in a business way—with an equal display of judgment that would be necessary for the success of any venture.

The business man that never advertises is much like the man without a home; no one knows where to find him. He is an advertiseless man, selfish and lonely; the homeless man, morose and melancholy; the one longs for the angel spirit of business to enliven the dreary abode of his self-walled tomb; the other follows his shadow from morn until night in search of peaceful rest; both are playing hopefully with time and waiting for something to turn up to brighten their souls and to enliven their drooping spirits. The advertiseless man has his just reward; the homeless man deserves the pity of the benevolent; the condition of the first is of his own making; that of the second came upon him through circumstances beyond his control at some time of life.

The business man with abundance of capital was able to surround himself with a finely selected stock of goods and elegant store fixtures. His object was twofold: to benefit himself and to help others. He acted upon the principle that elegance of stock and store fixtures was all the needful requirement. He presumed that his highness was all sufficient to bring swarms of customers, and any means to make himself and his store known to the public was a waste of money. He would not advertise. No, indeed, for how could the dear people remain

ignorant of the magnate among them? "Not to know me," he said, "is to argue one's self unknown." Such stateliness may have its just recognition among nabobs, but among plain Americans it goes for naught.

A man in business must make himself and his wares known to the people. To do that he must advertise; he must keep his name and the kind of store he keeps before the people. They need to be told how the merchant is going to benefit them. Their interests must be reached; they must be told how their wants can be supplied with the least expenditure of money. One time telling will not suffice; the lessons require oft repeating.

Every town and village has a newspaper for the dissemination of knowledge among the people; that paper will help you if you give it the opportunity. Has it ever occurred to you that no man has ever become great in modern times without the aid of the newspaper? You may think your newspaper is published weekly and therefore it can do you no good. If you think so you are acting upon erroneous premises. You as an individual may have no influence, but place yourself behind a newspaper as its manager and notice how quickly you can clothe yourself with power among the people that read your paper. A word or a line in your weekly newspaper commending you and your goods to the public is beneficial to you. In rural districts everybody that can reads the town news in the weekly paper. Not only that but they read all the locals and also the advertisements.

Should you place an advertisement in your town paper do not allow yourself to think you have done your duty as an advertiser for a whole season to come. Do not allow your advertisement to remain over one week without change. Keep your advertisement in the newspaper every week, but let each issue be a new advertisement. If you publish the same advertisement every week it will become stale reading, and instead of doing you any good it will do your business a positive injury. In one of our exchanges we notice a clothing and furnishing goods advertisement that has been standing three weeks. What is the impression one receives from such methods of advertising? We need not go far for an answer for it is apparent the merchant has foggy notions, and that he is far in the rear of the progressive merchant; that his stock is all old, and that enterprise has died within him.

Good methods of advertising economize attention and concentrate it upon the matter the merchant wants the reader to know about, his goods. Everything in an advertisement foreign to the goods advertised detracts from its effectiveness. The space is valuable and should have been utilized for the presentation of matter pertinent to the object of the advertisement. The use of foreign matter to attract attention with the view of converting that attention into interest for the things advertised is contrary to all mental laws—hence poor advertising.

The advertiser should not belittle the goods he advertises by going into the gutter for the language of his advertisement. Selling goods is an honorable business. There is nothing in business that makes slang necessary to success. Everything the merchant has for sale is presumed to serve a special purpose; it is an article of utility and not an article that needs dragging through colloquialisms and slang to get the people to realize its utility. When the advertiser has anything to say to the public about his goods he should use words in good repute, simple English that every reader can understand. By so doing he does not only bring his goods to the attention of families, but he brings to them good English, which makes him a benefactor as well as an advertiser.

The successful advertiser knows what his competitors are doing. If he does not employ "shoppers" then he has his family, his friends and their families, and friends to the trusted employes to furnish him with the doings at the other stores; and, whenever necessary for comparison, the purchase of the articles. The successful never advertise haphazard. They know how much they can invest in advertising before they advertise. They set aside per year a certain sum for that purpose. This sum is arrived at on the percentage basis. The greater the sales this year the more money should be invested in advertising next year; but thereby the percentage does not increase but rather



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

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.

decreases. Those that have not regularly advertised in the newspapers should figure out how much they paid out within the last twelve months for all kinds of advertising that really does not advertise, and invest a like sum the next twelve months in their best newspapers and refuse without exception to advertise in any programme or other medium not regularly published at least twelve times the year, and you will be surprised at the results in comparison.

The interest taken in good advertising is frequently manifested by the enquiries coming for the addresses of certain advertisers whose products are reproduced in these columns. Such enquiries do not only show the effect of good advertising, but show the importance of the firm placing its address on its advertisements. It often happens that retailers advertising in local papers leave off their place of business, thinking the name of the firm sufficient. A business firm may have a local acquaintance, and the people within a given range of trade may know where to go to take advantage of the firm's announcements, but it should not be forgotten that one object of publicity is to widen one's range of trade, and introduce the firm to persons that hitherto knew nothing about it.—Clothier and Furnisher.

Brain Is Not a Lumber Room.

The man who makes a lumber room of his mind is at a disadvantage. Too many workers are believers in the policy of saving up as many facts as possible. Many of these men dote upon the size of their collections. They are like those students who know all the dates in history perfectly, but who can tell never a little about what happened between those dates. The really efficient worker is he who utilizes his mind for higher purposes than for the simple duty of holding a lot of facts.

There are many facts which a man can not escape. They are the facts which form his equipment for his work. He must know this or that fact if he would succeed in his business. He must know this or that fact if he would live well. To the accumulation of such facts as these there is no legitimate objection.

But the worker who devotes time to the accumulation of remote facts of history or the small change of idle facts about nothing of consequence is wasting that time in two-fold fashion. The hours that he spends trying to remember that it is so many miles to the sun or that Napoleon crossed the Alps in such and such a year, he might, with far greater profit to himself, spend in training and exercising his modesty, his fortitude, his patience, his capacity for doing everything, even the smallest things perfectly. That is one way that he has wasted his time. He has given to the useless the time that he might better have given to the useful.

And he has wasted his time in another way. He has packed up in his mind some nailed up boxes, for which he may never have any use. The collections of facts that some grubbers save up are seldom used by them. The mental dust of some of the collections is never disturbed. After a

man has wasted his time in learning something that is of small use when learned he may never have another occasion to think about that thing.

The wise worker is he who realizes that it is ability more than possession that is essential to true success.

The man who has utilized time in accumulating special knowledge about his own business or general knowledge that tends to make him a better worker and a better citizen has done well. But even he would have done just as well perhaps had he applied that time to thought. Most men don't think enough about themselves. They pity themselves too much. They admire themselves too much. They think too much about their petty troubles and rejoice too much over their petty victories. But they analyze themselves scientifically too little. The self-examination that rises beyond the low level of self-praise or self-love does a great work. It teaches a man his strong points, that he may use them when opportunity arises. It teaches him his weak ones, that he may avoid occasions in which he can not shine because he has those weak points, or that he may improve them to something like the standard of his strong points.

It is vastly better that the worker who can look beyond his nose, and who wants to look farther, give some of his time to thinking about the weapons of his mind and skill that he is using in his battle in the world than that he spend the time in saving up a lot of facts of no use to him. Men that become addicted to the almanac habit can save themselves if they try hard enough. It is the wise plan to become able to stand alone, to use one's arms and legs instead of crutches and bandages, and collections of useless facts are merely bandages and crutches.

The man that can do is a better

man than the man who merely knows how to do. Too often the man who knows how to do spends his time criticising without good effect the way that the thing has been done by the man who has done it. The work of the world is put forward by those hearty souls who always are studying to improve themselves and their way of doing things. The work of the world receives precious little impetus from the men who sit on the fence and wonder whether the work will be done well or not. The men on the fence may have spent time learning a lot of facts unconnected with the work in hand, but their possession of these facts does not help the real work forward one inch.

Be a doer in the world. Learn to do, as well as to know. In the learning to do, there comes of necessity possession of a great deal of knowledge of what to know, and that does not hurt, although it does not help a great deal. John Weed.

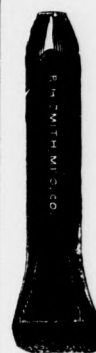
Too Much.

A small boy who had committed some minor offense was gently reprimanded by his mother, who concluded by saying:

"And you must not think, dear, that it will be different just because you are not observed. No matter where you go God is always with you and sees you."

Later in the day the little fellow was given a slice of cake, and wandered out into the back yard to eat it. In a moment he had been joined by the family watch dog, who followed him about, eyeing the fast disappearing cake yearningly.

"Oh, I do wish you'd go 'way, Carlo!" the little fellow presently exclaimed, impatiently; "it's bad 'nough to have God followin' me 'round all the time, wifout you doin' it, too."



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

Sawyer's 50 Years the People's Choice.

CRYSTAL

See that Top  **Blue.**

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - MASS.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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



Woman and Telephone Make a Bad Combination.

There are a good many doubtful blessings in this world, and to my mind the greatest of these is the telephone. I know all about how convenient it is and how many steps it saves and how nice it is to be able to order things up from the stores without the trouble of making a trip downtown after them.

And I also know that a telephone in the house just about doubles your bills. It is too dead easy to get things. It does not give us time to cool off and consider whether we need them before we order them in, and a woman, at least, if she does not buy a thing when she first thinks she wants it, is apt not to buy it at all. As a first aid to extravagance the telephone has no earthly rival. It lands more people in the bankrupt court every year than poker and whisky and horse races combined.

Then it destroys the last remaining vestige of the privacy of home. There was a time when you could lock the front door and draw down the blinds and let down your back hair and, with a good novel, sit down secure that you had barred out friends and foes and could enjoy a restful hour or two. Alas, no sooner, now, do you get to the exciting part of your story when Geraldine is about to throw herself into the arms of the fascinating Adolphus, when "ting-a-ling-ling" goes the telephone bell. You dare not refuse to answer it. It may be your mother has been taken sick or your husband wants his notebook or your broker wants to buy or sell your stocks, but it is sure to be some deadly bore who has taken that way to find out whether you are at home so she can come and inflict three hours of her company upon you. Without the telephone you could have escaped by means of a polite fib, but as it is you are caught like a rat in a trap. Or, perhaps, you sit down to do some work that requires every bit of the concentration of thought of which you are capable. "Ting-a-ling-ling" goes the telephone bell. Everybody you know calls you up to ask a trivial question or tells you something you do not want to know and worries and harasses you until you feel that the telephone is the demon in the box of the old fairy tale.

The worst feature of the affair, however, is the demoralizing effect a telephone has on young girls. If I had daughters I would no more have a telephone in the house than I would give a baby a Gatling gun to cut its teeth on. The opportunities it gives a girl to make a fool of herself are practically unlimited and, sad to say, not one girl in a hundred resists the temptation.

The silly conversation of an addled girl and boy is bad enough at best when it is carried on at close range, but when it is strung out over miles and is audible to anybody on

the wire who happens to be listening, it passes silliness and becomes a crime. Within the past few weeks it has been my awful fate to listen daily to a conversation that runs like this:

"Hello, Central! Give me—No, blankety blank. (Wait of about two minutes.) Hello, is that Jones & Smythe's? Yes? Well, I wish to speak to Mr. De Snooks. (Another wait of four or five minutes.) Hello! Is that you, Pet? Yes, this is your darling little Polly Wog. What are you doing? I thought I'd just call you up and see if you got home safe last night. Say, Mame Brown is just dead gone on you. Honest, now. Says you make her think of James Hackett—you have such intense eyes. Say, sweetheart, do you have to stay in that horrid old office all day? I don't believe you love me or you would get off. Say, Jem Graham was here this morning. He says he believes I am an awful flirt. He's awful swell, isn't he? Used to play on the Harvard football team and he knows a lot of actors and has a picture of herself that Julia Marlowe gave him. Say, darling, you don't love anybody but your little Ducky Daddle, and never will, will you? What's that? The boss is calling you? Well, by-by. Can you get this kiss over the wire? By-by now. I'll call you up again this afternoon."

And she does, worse luck.

And that girl has a mother. And she is not the only girl who says things over the telephone that make every sensible woman blush for her sex. There are others and, incredible as it seems, they have mothers who hear them talking such drivel and do not stop it. Nobody expects a young girl to have discretion and judgment or to realize the disgusting and ridiculous attitude she puts herself in, carrying on such a conversation, but heaven alone knows what the mothers are thinking of not to muzzle their daughters every time they go near the telephone.

As for the young men, they are hapless victims of the girl with the telephone habit. I have personally known of three young men whose careers were practically ruined and who were discharged from good positions because their work was constantly interrupted by calls to go to the telephone box to talk to some fool girl who had called them up. The hard headed business men who were their employers cynically remarked that they did not need conversationalists in their business and discharged the young men for what was the girls' fault.

If girls could hear what young men say about them and the cold fury a man is in when some idiotic miss calls him up, they would commit such an offense but once. Every young man knows that nothing "queers" him in the estimation of his firm like having a "telephone mash," and he has a holy horror of the girl who does it.

It would seem that a woman and a telephone always make a bad combination and one that leads to trouble anyway. One of the developments of the system which everybody has exploited as likely to bring sweetness and light into barren places was the

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.

country telephone. It was to connect farm houses and remove the isolation of rural life and promote sociability and generally make the wilderness blossom as the rose with cheerfulness and conviviality.

The system was put into vogue in various parts of the country, and the returns from one company, at least, are far from satisfactory. This line was located in Indiana and it has resulted in a general mix-up that threatens bloodshed. The farmers' wives, it seems, are just as fond of discussing each other's affairs as other women. So it became the custom for one to call up a neighbor to say something intended for that neighbor alone, but which was invariably listened to by all the gossips on the route. Frequently the woman under discussion was on a party line, and the remarks thus heard by eavesdroppers set their souls on fire. Husbands, big brothers and sons were appealed to all around and a lively controversy is in progress. Neighbors have become enemies, and the stock in the Farmers' Telephone Co. is a drug on the market.

* * *

An ordinance regulating the length of women's dress was once introduced into the city council of Bayonne, N. J. It goes without any saying that it stirred up a regular hornet's nest of protest among the women, who said they would just like to see any mere man dictating to them about what they should wear. So there, now! But Health Commissioner Meigs, who was the father of the bill, stood by his guns and said the law would not only be passed but enforced.

The short skirt has the best of the argument, so far as hygienic reasons are concerned. It is not pleasant to think that a long skirt is nothing more than a microbe catcher and that when you return from a stroll you may be carrying home the germs of influenza and typhoid fever and consumption and a few more deadly complaints to your family, and, as a matter of fact, the short skirt is so much the vogue for all business or shopping gowns that a long dress on the street does not look smart any more.

That, however, is a mere detail. What concerns woman is the fact that in attempting to dictate to her about her clothes man is striking at the dearest privilege of the feminine sex, which has been to adorn itself according to its own sweet will. Although she constitutes one-half of the population of the earth, woman has no say in deciding the destiny or forming the policy of the country in which she lives. She has no voice in making the laws that govern her. Her one sole, solitary right has been to make her own fashions, and if she is robbed of that she is poor indeed.

If the law is passed and enforced it offers endless fields of speculation as to future legislation. There is no reason why it should stop at the length of a skirt, and woman's whole wardrobe may be revised and made over according to law. What is to hinder a man with a scrawny wife getting a bill passed against décolleté dresses? Who can answer for the vagaries of the anti-corset crank? Who

can prophesy when it will not be required of us to wear red flannel because some hygienic old granny of a councilman has rheumatism? Worse still, if a man can regulate the length of our skirts, what is to prevent his putting a money limit on the price?

The prospect opened up is full of gloom. What with the aggravation of dressmakers who ruin your goods and spoil your temper, life is full enough of trouble. When the sad day arrives when we shall have to consult the health ordinances, as well as the Paris fashion plates, before we can order a gown, existence will be so full of snags we shall all be anxious to become angels with a nice set of pin feathers.

Dorothy Dix.

Figures That Will Astonish.

What is the food value of a thought? Dr. John Alfred Brashear, the famous lensmaker, says the day will come when such figures as we now deem large or small shall seem crude. We learn from the physicist that an atom of hydrogen can be broken up into nearly a thousand corpuscles; an atom of mercury into 200,000 corpuscles; that the atom of radium has stored within it an energy of which our older science did not dream. Furthermore our advanced physicists, or at least some of them, have relegated matter to a new field and tell us that negative electricity is matter—that electrons and matter are interconvertible terms. Lord Kelvin says of the atom: "If we raise a drop of water to the size of the earth and raise the atom in the same proportion, then will it be some place between the size of a marble and a cricket ball. If you fill a tiny vessel one centimeter cube, about $\frac{3}{4}$ inch, with hydrogen corpuscles you can place therein in round numbers 525 octillions of them. If these corpuscles are allowed to run out of the vessel at the rate of 1,100 per second it will require 17,000,000,000,000 of years to empty. Such a computation seems almost like trifling with the human intellect, but it is with these subtle theories that our physicists are delving into the innermost chamber of the infinitely minute. It may be some day we shall be able to construct a living organism by the combination of the proper elements. Some day we may know the food value of a thought.

Railway Across the Isthmus.

A twentieth century engineering triumph is the Tehuantepec railway across the Isthmus of Panama, connecting the Atlantic with the Pacific. The actual length of the tracks, owing to the configuration of the land, is 190 miles, but the distance as the crow flies is only 125 miles. This new route across the Isthmus will occupy about ten hours in transit. Elaborate arrangements are being made for the rapid discharge of steamers and the transfer of cargoes. In all cases it is intended to have vessels in readiness at the port on the other side, and to expedite in every way the discharge and loading of steamers. The new railway will have many years' start of the Panama Canal, although it seems problematical whether it ever will remain a serious monument to British enterprise.



1907

1907

Start the New Year Right

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

Call Main 330 and a canvasser will call

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids, Mich.

The 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.

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42 STATE ST.

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PUSH!!



I will do the pulling. Without being at all conceited, I am certain the combination will win out, hands down I am already a household word—a household Coffee—in many thousands of homes; and I hear mighty good things said about me which reflect well on the probity of my proprietors, DWINELL-WRIGHT CO., the great Boston & Chicago Coffee-Roasting firm. Just take me on and I will prove to you that I am IT.

WHITE HOUSE COFFEE

JUDSON GROCER CO., Grand Rapids, Mich.

Will Supply Me and Endorse My Claims

THOU SHALT NOT STEAL.

There Is a Penalty for Lawful Larceny.

Written for the Tradesman.

The grocer and the captain of industry sat together at the back of the store. Lee was a captain of industry, all right. His army wasn't very large, but he was the captain. He would have been captain of anything he went into, for he was that sort of a man. If he couldn't be captain he wouldn't play. Because of his always being at the top of things, no matter how small, he had a dictatorial manner in business transactions, and he also had a way of deciding things on the spur of the moment. People who knew Lee well said that he didn't mean anything by his abrupt and forceful speech, but they knew that he never talked through his hat. They also said that he would have been a general of industry instead of a captain if he had not been too honest. It made Lee angry to hear such talk as this. He would say he was not an honest man, that he had once worked the joker of a business firm. Then he would tell you that he had acted under great provocation.

As Lee sat at the back of the grocery, hands in pockets, legs straight out, and the chair at the easy angle, he broke out:

"I wouldn't stand for it, Jim!"

The grocer did not know what it was that he was advised not to stand for, but he did know that something amusing was on the way.

"Wouldn't stand for what?" he asked.

"This petit larceny."

"Come again."

"This everlasting stealing from the store."

The grocer looked sober enough, but there was an odd expression in his eyes.

"Who steals?" he asked.

"Customers," was the short reply.

"Just so! What's the present provocation?"

"Since I've been sitting here," said Lee, "every woman customer you've had has taken something she didn't pay for."

"Not anything important, I hope?"

"Oh, just candy, and fruit, and crackers and such stuff."

"How do you know that every one of them didn't pay for what they took before they left the store?"

"Well, if that is true, you've got some mighty intelligent clerks. How do they collect pay? Hold out in making change, or give light weights and short measures?"

"Oh, that would never answer," replied the merchant. "They keep track of customers who nibble a nickel's worth of stuff every time they come in and put an extra price on some article purchased. We don't have to do that very often to keep even, you know."

"Well, it is only fair."

"It is a disagreeable thing to do," said the grocer, "but you can't stop it. It's too common. Why, down in Findlay, Ohio, the other day, the Rev. W. Elmer Bailey preached a sermon against cribbing things at groceries."

He said that the habit was growing on women, and that it was stealing just as much as if they took the grocer's cash register along with them when they went out. I have an idea that the Rev. Bailey knows a lot about groceries. Anyhow, he wouldn't have delivered such a sermon if it wasn't a generally recognized fact that this involuntary rebate system is getting into all the walks of life. Yes, I think he must be a fine sort of chap, with an ear to the ground for popular fads of an immoral yet lawful character, and I wish he didn't split his name in the middle."

"And these women think they are getting a little rebate on their trade," mused the captain of industry. "They have a notion that they are getting a sort of candy cromo along with their purchases. They haven't any notion that they pay in the end for all their small larcenies?"

"I can't say as to that."

"Well," said Lee, "people pay for all their crimes, it makes little difference what sort of a crime is committed. There is no getting away from the fact that penalties are ready to pop out at you when you think that all the little dirty tricks you have been doing are forgotten. I know of a case—"

The captain of industry paused and looked annoyed.

"You know of a case," suggested the grocer.

"Yes, I know of a case where the penalty imposed for a larceny under the law was nothing less than financial ruin and banishment from business life. I had no idea of mention-

ing this case when this talk started, but, as it illustrates the point of penalties lying in wait, I don't mind telling the story. In this case, too, the persons who thought they were getting a thing of value for nothing got miserably fooled."

"Of course," smiled the clerk.

"You've often heard me say that I'm not an honest man," began the captain of industry. "I'm not. I cleaned up a business house, once upon a time, and did it with malice prepense and in mighty good shape. The members of the firm never got over it."

"Let me be the judge as to the honesty of the transaction," said the grocer.

"A good many years ago," continued Lee, "I thought I was a second Edison. I contributed all the money I could earn and all I could borrow to the United States Government through the patent office channel. I sat up nights making models, and went about with one under my arm, trying to interest some man of money in some invention. I did not know then how hard it is to get \$100,000 laid down cold to start a manufacturing business. I know now. I had not then discovered that all the millionaires who haven't any sense about investing money have guardians."

"One day I invented a machine to make shoes, we will say, because it wasn't to make shoes at all. This really was a good thing. It saved about half the cost of doing a certain part of the work, and, besides, the machine would do it better than any human hand could do it. Yes,

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Vandenberg Cigar Co.

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Grand Rapids, Mich.

"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. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

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The KAR-A-VAN is Coming



JOIN THE KAR-A-VAN CROWD

There is not another like it in existence. In every town it has visited may be found **better satisfied grocers**, with **better trade** and **better profits**. We intend to visit every town in the State before fall. If the advance agent has not called on you yet, write us for information. We can show you the road to **larger trade** and **larger profits** with **new ideas** and **novel methods**.

Sell **KAR-A-VAN** Coffee

A complete line under one Brand, Six Grades

THAT RICH CREAMY KIND

Retailing at 20c to 40c per pound

The Gasser Coffee Company

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

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

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

it was a good thing, and the first man I took it to said that he would buy it of me. He was a heavy stockholder in a business that could use the machines to good advantage. I told him that I thought it too good a thing to let go of entirely. I preferred raising a company to make the machine.

"All right, he said. He would do that. He would put in \$10,000 and make me boss of the works and give me fifty-oe shares of the stock for the assignment of the patent. That looked fair enough, and I assigned the patent to the Lee Construction Company and we went to work. Everything was all right for about a year, then I began to see that my machine would not deliver the goods without some sort of an attachment, the details of which were yet in the recesses of my dull brain. I thought out the improvement and tested it alone in the factory at night. It was just what the machine needed.

"Now, here came a question of morality. Should I patent the improvement in the name of the company or in my own name? In assigning the patents I had not referred in any way to future improvements. Still, I was working for the Lee Construction Company, and it seemed to me that anything I did along that line should belong to the corporation. I could not decide the point to my satisfaction, and so put the patent through in my own name, resolving to turn it over to the company in due time if it seemed best to do so. In the meantime I said nothing of the improvement, and kept on making machines in the old way. The 'angel' of the company, as he would have been called in a theatrical enterprise, presently began to get mighty liberal with me. He advised the expenditure of money for this, and the buying of that on credit, and in a short time we were going down the dumps good and swift, needing a lot of additional capital.

"One day an attorney came in with a lot of bills which he said he had been instructed to collect at the end of an execution if necessary. Then the 'angel' got wrathful, blamed me for extravagance, and refused to put up a cent to help the company out. Of course I couldn't put up, and in the end I told him where he could go, for all of me, and the plant was closed out by the sheriff. A business associate of the 'angel' bought the patent. 'Now,' I says to myself, 'they'll go on making these machines, with me all nicely frozen out, but some day there'll be a sweet little surprise for them.' They enlarged the factory, and went at the business in good shape, provided, of course, the machine had been all right, which it wasn't.

"Yes, they surely boomed that worthless old machine! Well, after they had about all their money invested, and about nine trainloads of bum machines ready for the market, I dropped in on them one day and pulled out my improvement, showing how I could make a machine without infringing on the original patent that would knock their puny attempt far up into the blue sky. Do you know, they actually wanted to buy that pat-

ent? Yes, they were anxious to do business with the man they had frozen out and supposedly ruined!

"Here is where I became a bad man. I wouldn't sell the patent to them. They offered me stock in their company or money. I said that I would sell the patent to a firm that would drive them out of business, and I did. That is why I am not an honest man. That patent belonged to the Lee Construction Company, didn't it? Not legally, but by the unwritten law of honor and fair dealing."

"I can't see it that way," said the grocer, "it was the work of your brain."

"Well, I should have given it to the company if the 'angel' had not put up his freeze-out game on me. He intended beating me out of the patent when he got me into the company. He couldn't hold me up at the point of a gun on the street at night, so he chose the sort of larceny that is not punishable under the law. But he was punished, all the same. He was a thief, pure and simple, and he got what was coming to him. Now, did I do wrong in forcing him to the wall? He tried to ruin me. Should I have patented the improvement in the name of the company? I have never quite satisfied myself as to the equities of the case."

"Fate has decided it for you," said the grocer. "He was punished and you were not. What more do you want?"

"Yes, but this personally conducted Fate may not always decide aright. There are the women who steal your fruits and candies. They are made to pay in the end, but the interested party sits in the judgment seat. Now, a personally conducted Fate—"

"Too deep, too deep!" cried the grocer, and they went out to the cigar case, where a customer who had just bought a nickel's worth of plug tobacco was smoking a stogie he had swiped out of the open box.

Alfred B. Tozer.

Double Origin of Man.

The ascent of man from the beasts, says Sir Oliver Lodge, is quite consistent with the fall of man from divine grace. On one side man's origin is mystical and mysterious. On one side he is a member of the animal kingdom, on the other side he is related to a higher order of beings altogether. When we see low and savage tendencies in a man we can only pity him and say it is because of his ancestors; he is only falling back into his lower condition of existence, and it is wonderful he has got as far as he has. There also is hope for the future. If the human race has got so far as this there may be an infinitude of progress before it. The ultimate aim of all statesmen and workers, which should be continually before them, is the giving to all children born on this planet the chance of becoming each in its own way a noble specimen of development. The human race is only beginning. Sometimes it is spoken of as if it were becoming ancient or outworn. It hardly is in its infancy. The most promising sign of the times is the interest in the problems for the improvement of the race mentally, morally and physically.

Unrequited Affection!

A good many merchants are suffering from it now-a-days in a business way, that is:

They are making all sorts of efforts to attract the attention of a fine trade that is going by their doors, and they want that trade badly, but they don't seem to make much of an impression on it and it passes on to some other fellow.

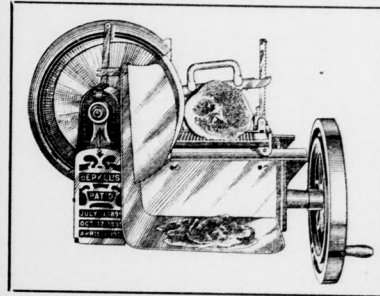
Trade, you know—at least the grocery trade—is largely feminine, and the methods which govern the building up of a grocery business and the winning of a wife are much the same in principle.

The man who is looking for a helpmeet tries to make the girl think that men are divided into two classes—himself and the others—with the others a bad second.

So in business:

Women do three-fourths of the trading at grocery stores. There are three things that make an especial appeal to them in buying food—cleanliness, neatness and a bargain.

Is your store the **one** place to trade or just one of the others?



The American Slicing Machine

will give you the strongest possible hold on the trade of all the women in your locality **BECAUSE**

You can give them 20 per cent. more slices in a given weight of meat. The meat—ham, bacon, dried beef, sausage, etc.—can be cut in any one of sixteen different thicknesses from 1-48 of an inch up. The slices are cut with a minimum of handling, **YET** The machine will make you from 2 to 9 cents a pound better profit. It will increase your trade from three to six times. We'll prove it quickly if you'll tell us you're interested.

American Slicing Machine Co.,
60 Fifth Ave., Chicago

Guns and Ammunition



Complete line of
Shotguns, Rifles and Revolvers
Loaded Shells

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FOSTER STEVENS & CO.

Grand Rapids, Michigan

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company

Grand Rapids, Mich.



Shoe Dealers Should Educate Their Customers.

The average man knows very little about leather, and readily admits that he doesn't know. He observes certain differences in the appearance and feel of two leathers, but he has no expert opinion as to which is the better leather for a particular purpose. For this knowledge he is dependent almost wholly upon the representations of the dealer. When the dealer is honestly mistaken about the leather from which his shoes are made it is a case of "the blind leading the blind," and that is generally an unfortunate enterprise. Having been misled a few times—either unwittingly or intentionally—by shoe dealers, the customer not infrequently acquires a sort of subconscious scepticism concerning shoes and leather and the people who handle them. Put yourself in the customer's place and consider if his attitude is not a pardonably natural one.

The average man knows quite a little about the process of manufacture as he does about the materials which enter into shoes. In a vague sort of way he knows it is mostly machine work; therefore, quick work. He would probably be astonished if he knew just how much time, thought and technical skill combined to produce the shoes he wears.

Of the progress made during the last half century in the complicated process of manufacturing shoes he is ignorant. Of the present day chrome process of tanning he knows nothing. Concerning the variety, sources and methods of procuring the skins from which leather is made he has probably never given a thought. Unless some personal interest has led him to look into these subjects, or unless some accidental event has brought the matter to his notice, the average layman knows comparatively little about shoes and the materials and the methods of their making.

Surprising as it may appear, the average man doesn't know as much about his own feet as he ought to know. Sometimes he can not for the life of him tell whether a certain shoe fits or not, and leaves it to the clerk. If anybody had enough morbid interest in the subject to get up a collection of bona-fide photographs of deformed feet of men now suffering, he could prove the truth of this statement easily enough. What pedal extremities these mortals bear! Corns, bunions, knots, enlarged joints and misshapen toes.

Now the feet are abundantly supplied with nerves, and it is the business of nerves to report trouble. The troubles were reported promptly enough, but the reports were disregarded. As a result of this neglect bruises became bunions and toes long cramped lost their original shape.

Only a few days ago I was talking with old Captain Fenton, a steam-

boat pilot of bygone days. The Captain has a bad case of "flat-foot," from which he suffers all the agony a man can suffer and yet hobble about. Interested to know how the trouble came on I said:

"Captain, did you have any kind of warning—any pain in your feet—before this thing became chronic?"

"Pain? Well, I reckon I did! For over ten years I used to feel a peculiar 'tired' feeling in my feet. Sometimes I felt there in the instep a sharp, cutting pain; but it didn't last very long as a general thing, and so I didn't think anything about it."

"You were on your feet a good deal?"

"Standing up all the time at the wheel."

"Never thought of having your shoes especially high and strong there in the instep, did you?"

"No; I just thought it was rheumatism until the specialist told me the arch had gone down."

Now it is just this ignorance of leather and shoes—this disregard for the fundamentals of foot-comfort—which causes so much dissatisfaction among shoe-wearing people. It ought not to exist. There is no excuse for it. Because of it shoes and the people who sell shoes are charged with sins for which they are not responsible.

Shoes are the recipients of a two-fold censure: First, for wearing out prematurely; second, for causing various and sundry disabilities of the feet. Some of these are doubtless troubles for which the shoe is more or less to blame, but even these might have been avoided if proper judgment had been exercised, while the shoe would have given better service in nine cases out of ten if it had been given a chance.

It is an undeniable fact that the average man has far less regard for his shoes—I mean the care of them—than he has for almost any other single item of his apparel. He brushes his coat when the coat needs it, and often when it does not. He presses his trousers betimes, and at night carefully folds them and lays them across a chair, or some other convenient receptacle. He watches the state of his linen, and never forgets to brush his hat with a brush built especially for that purpose. But the same otherwise particular man pulls off his shoes and pitches them trustfully into space, assuming that they will light somewhere—and stay there until needed. In the morning he puts them on, and if he is not in too big a hurry gives them a swipe and a promise with a cloth—and any old rag will serve the purpose. Often the shoes are dry and cry aloud for polish; often they are wet, and are permitted to dry as they may. In season and out they are worn—unless the feet protest—until their usefulness is departed and the beauty of them become but a memory. The poor old shoes have been kicked and scuffed, abused, neglected and worked overtime; but it seems never to have occurred to the wearer that he has neglected his footgear, or made any unwarranted demands upon it. So long as his shoes are sound enough to keep out the wet and cold, and

so long as his feet are not hurting in spots, such inconsequential matters as footwear are relegated to the limbo of the sub-conscious; and when eventually the shoes wear out, he wonders what the deuce is getting the matter with shoemakers anyway. He decides that he will get a new pair of shoes to-morrow, and he makes a mental note of some things that he will say to his dealer regarding his old shoes.

Now I protest that isn't fair. The shoes haven't had a chance. Shoes ought not to have less, but more, attention than other items of men's dress. The best of leather deteriorates very rapidly under improper conditions. Leather must be properly treated if the best service is secured from it. In the good old halcyon days to which men hark back with the same ease as the gander "honk konks" out of a cold night sky, men were prodigiously proud of the dress boots for which they planked down some fifteen big, shiny "plunks." They looked after those boots, I tell you. Dried them off after getting them wet. Put them carefully away in a dry, clean closet when not in use. Kept the leather soft and pliable and innocent of the slightest trace of dirt. By thus caring for them and wearing them on high feast days and state occasions, dress boots passed down from sire to scion. When you extol the merits of ye olden bench shoemakers, don't forget, please, to recall the old-time care taken of shoes.

Now in view of the carelessness and neglect which the average man displays in his treatment of footwear; and also in view of the general ignorance of leather, its peculiarities and limitations, it seems to me that the retail shoe dealer would do a most fundamental piece of work by indoctrinating his customers in the first principles of foot-and-shoe-care. It would forestall complaints. It would minimize shoe troubles. It would disarm criticism. It would prevent much dissatisfaction and consequent distrust. It would enable people to get more wear, more solid comfort out of the shoes they buy. Thus it would indirectly, but none the less certainly, expand the business and swell the profits.

The manner in which this campaign of information should go forward will have to be determined by local conditions. If the house gets out an occasional catalogue or booklet, no better opportunity could be desired. Otherwise the information might be boiled down and attractively set forth in a neat folder together with a little first-class advertising of a more direct character. In either event, however, the spoken word should supplement the printed page; and this can be administered in season and out.

Begin the campaign by showing how sensitive the human foot is; how susceptible to cold, heat and friction; how it ought to be protected by seasonable shoes—and shoes that fit absolutely; and how just a little timely care by way of cold baths, massages, etc., will ward off serious troubles. Show what a precarious bit of architecture the arch is, and how it ought to be adequately supported. I will tabulate a few tentative points that

REEDER'S GRAND RAPIDS

Have a large stock
for immediate
delivery

HOOD RUBBERS



The goods are right

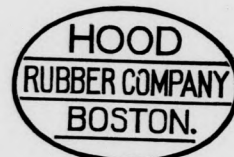
The price is right

They are

NOT

made by a

TRUST



Geo. H. Reeder & Co.

State Agents
Grand Rapids, Mich.

may be enlarged upon with profit:

1. If the feet are tender bathe them once a day in cold water. Add occasionally a little pinch of alum.

2. If the feet perspire bathe the feet daily in cold water, and then rub them vigorously with a coarse towel. Wear the lightest hosiery.

3. Wear a shoe that fits; if you have a plump foot you can take a little closer fit than a slender, bony foot.

4. Be sure to note the following: (a). See that the shoe is long enough. (b). Be sure that the toes have plenty of room and lie naturally side by side. Don't telescope the toes for the sake of appearances. (c). If your arch is built high get a shoe high enough to cover it without pain in the arch.

5. Apply a good talcum powder to the feet; often in summer, less frequent in winter.

6. Keep the shoes clean and neatly polished all the time.

7. Don't allow the leather to become dry and hard.

8. Don't wear the same shoe every day in the week. Change shoes—give your feet a rest; and let the shoes rest, too.

9. Don't put a patent leather on cold. Warm it either by artificial heat or by rubbing it vigorously with the hands.

10. Don't put vaseline on patent leather. It dims the luster of the surface—deadens it. Use a good paste instead.

11. Don't let the heels grind off. It throws the shoe out of balance; throws abnormal strain on certain

parts and makes the shoe lose its original shape. Get the heels built up.

12. Don't grease an oil grained shoe, a demi-glazed shoe, a patent leather shoe—or any other kind of a shoe. Modern leather is chrome tanned. It is lighter in weight and greater in porosity than leather of the old-fashioned tannage. If the pores are doped with grease and oils, circulation of the air is shut off, the gloss of the leather is lost and nothing is gained.

When people learn how to take care of shoes they will have very few legitimate shoe-troubles. But people can not learn until they are educated. —Cid McKay in Boot and Shoe Recorder.

True Words Spoken in Jest.

J. Hayden-Clarendon, who plays the part of Lord Shrimpton in Henry W. Savage's "Prince of Pilsen" Company, has had experience in newspaper work. While a reporter an incident occurred which Clarendon frequently relates with great relish: "I was sent out," he observes, "to do a society wedding. The bridegroom owned an old-fashioned house, of which he was especially proud. He told me particularly to mention that after the honeymoon he and his bride would go to live at the 'Olde Manse,' as the house in question was named. Imagine my horror when, next morning, I was called up before the city editor. The idiot of a compositor had set up my carefully written sentence to read: 'The happy pair will reside at the Old Man's.'"

Discovery of the Sixth Sense.

Prof. John B. Watson has discovered what he claims to be conclusive proof of a sixth sense—the sense of direction. Oddly enough, it is in mice, not men, that the sixth sense has been found. Prof. Watson took a rat and placed it in the center of a covered box, from which a complicated maze led to food and freedom. The rat was permitted to work his way out through this maze until he knew the route thoroughly. Then he was blinded and his olfactory nerves were deadened, also his feet, so he could not experience the sensation of touch. As a final precaution his head was covered with collodion. It was certain now that the rat had the use of none of his five senses—he could neither see, taste, hear, smell nor feel. Yet when he was placed in the center of the box he made his way out through the tortuous maze almost as easily as ever. A man could not have done it. He would have been perfectly helpless. It has been thought that the homing pigeon had this sense of direction, by which it could find its way back to its loft, but the fact was difficult of proof, because the pigeon always had the use of its other senses. In the case of Prof. Watson's rat, however, he thinks the proof is complete.

Chinese View of Phrenology.

"Brain bag" is the Chinese name for the skull, and bumps and brains in their notion are intimately allied. The skull is considered to be most perfect when it is round, with a tendency toward a conical rising at the

top, the latter feature indicating great intellectual powers. A "hatchet" face, with broad, flat top to the head, means vacillation and indecision. The most important parts of the skull are the forehead and the occiput, which is called the pillow bone. A high and broad forehead gives good hope of long life. Bumps and depressions on the occiput play an important part. Two connected bumps low down at the back part of the head denote a martial temperament. A bump nearer the top shaped like an egg lying on its side denotes truthfulness and firmness; two similar egg shaped bumps standing on end, one on each side of the head, denote a fiery temperament and great self-confidence; two crescent shaped bumps between these last two denote longevity. A thin, pointed nose is a sign of homicidal tendencies. The Chinese believe the outer conformation of the skull to be dependent upon the shape of the brain within. And they connect certain mental qualifications with certain bumps and depressions found on the skull. In conformity with the Confucian dogma that man was born good and becomes evil only by his environment, they further believe that bumps and depressions are developed on the surface of the skull by influences within. These influences in their turn have been inspired from without.

A soft boiled egg contains more energy than a pound of beefsteak. A soft spoiled egg contains energy enough to clear a stage.

Warrant Your Rubbers

to give reasonable satisfaction. If they are Beacon Falls you're safe, because they wear and because we give you the same guarantee. It's a cinch. We carry a complete stock and can give prompt service.



The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

The Dangers That Beset the Model Man.

Written for the Tradesman.

The good fellow's dangers are well known and widely heralded. The perils that lie in his pathway are seen by others, even if his own eyes are blinded. The man to whom the race track, the gaming table, the drinking bar, or the fast woman, offers too great attractions does not start on his way to ruin without some warning voice, some friendly hand to point to him the inevitable end.

For in spite of all glossing over, in spite of all seductive teachings of easy-going moralists, by bitterest experience the race has learned respecting a few elementary laws of conduct that the way of the transgressor is hard.

But for the man who does not have the sporting tendency, who is not of the convivial temperament, the man to whom the saloon next door presents no greater attraction than it would if located on the planet Mars, are there dangers for this man also? Verily there are, and foes more insidious because not widely recognized, like criminals whom the detectives have not gotten onto.

The term "model man" is here used in no sense of scorn or derision. We have in mind the man of real character and worth who is free from the vices of his fellows, the man who is an example of the austere virtues, the man who is looked up to and respected the world over.

To use a slang phrase, inelegant, but very expressive, the prime danger of the model man is that of getting "stuck on himself." This arises from various causes. Quite often the model man was first a model boy. Then he went to school, he learned his lessons and stood too in deportment. Now, teachers are human and they don't have many such pupils. The model boy grows up in the limelight of their high favor. At home it is no better. The boy's father is so set up over the fact that his boy is not going to the dogs, as some of the neighbors' boys are, that he loses all sense, and adds his quota of flattery instead of taking measures to keep the boy's head from swelling, as are his plain paternal duty and privilege.

And the boy's mother! Around the good boy her imagination constructs a halo like that which the shrewd advertiser throws around the article he is pressing before the public, and she doesn't keep still about it either.

The model young man lives in an atmosphere of uninterrupted approval. Mark the result when he comes to marry. When the reprobate gets married his people usually rejoice in the hope, often vain, alas! that now he will settle down and behave himself. They stand ready to make friendly overtures to his bride. They can not reasonably complain if she falls a little short of perfection in some minor particulars, and they will expect her not only to love and honor her wayward spouse, but to reform and chasten him as well. But when the model man condescends to bestow his hand and heart upon some fortunate damsel it is all very different. In the first place, does the girl

live and breathe whom "his folks" would consider good enough to mate with such a prodigy of excellence as they consider their son to be? Having drawn so mammoth a prize in the matrimonial lottery, it would seem like base ingratitude in her to try to improve him in any way. Has she not a husband who doesn't drink, doesn't smoke, doesn't gamble, who is free from all the ordinary masculine vices, who is industrious and a good provider? What more can she want?

So, instead of the wife gently eliminating the husband's small faults and toning down his little peculiarities, as is the normal matrimonial arrangement, the model man is apt to take the position of censor and critic of his wife and to try to bring her up to the standard of his supposed perfection.

The model man is in danger of overwork. He is usually a pusher in his own business, and is called upon to assume all kinds of outside responsibilities. He is perhaps an officer in the church, a member of the school board, director of a bank. Likely he holds other public or semi-public positions. If there is a reform movement in local politics he is wanted to run for office. He is apt to be very much in earnest about whatever he undertakes, and carries the burden of the whole thing. He is like the god Atlas, whose picture was shown in the old geographies, who supported the whole round world on his shoulders.

Owing to the great demand for reliable men of good habits the model man is in danger of being pushed into places for which he has no fitness, into lines of work for which he has no special ability.

Occasionally it happens that the moral strength of the model man is overestimated. Because he can resist some kinds of temptation does not in itself prove he can resist all kinds. A young man was employed a few years ago in a large wholesale house in Chicago. He was exceptionally correct in his habits and was rapidly gaining favor with the head of the firm. He did not drink, did not squander his money, did not "bum around" nights like so many of the other boys. One afternoon he was sent with several thousand dollars in currency to settle freight bills. He neglected to settle the bills and neglected to return. The "boss" had mistaken his man. Such cases are, however, very exceptional.

The model man is very often not a good "mixer." He is likely to be deficient in knowledge of human nature and is in danger of being imposed upon by the unscrupulous. If he be an employer he is apt to be somewhat harsh and cold and unappreciative, one of the kind who never know when a man has done a good day's work.

The model man often fails to have the influence for good over his fellow men that such a man ought to have. Some of the most successful evangelists and reformers are men who have at some time been in the gutter. They get at things from the other fellow's point of view. It is hard for the man who has always been a model to do this.

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Mayer Shoes
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Your Business Grow

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

"Walkabout" Shoes For Men

A Combination of Style, Comfort and Durability

Retail at \$3.00 and \$3.50

MICHIGAN SHOE CO., - DETROIT, MICH.

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



If you tell a friend his faults
You are liable to get a frost.
Try "AS YOU LIKE IT" horse radish,
It's a luxury at reasonable cost.



The Ben-Hur Cigar

Crowns the Best of Life's Joys

The memory of more than one jolly social time is closely linked with the pleasure drawn from the **Ben-Hur**.

It is a brand in which cigar epicures find full gratification.

Dealers have found that their sale is not of mushroom boom, because of some pretty and artfully told story, but because each one is full of merit—because there's not a poor one in a million.

GUSTAV A. MOEBS & CO., Makers

Detroit, Michigan, U. S. A.

The model man may fail to make a happy home. He is apt to be so engrossed with things that seem important to him that he forgets the little courtesies and amenities that go far toward making home life pleasant. What is it Dorothy Dix says about a woman's being satisfied to live on bread and water if her husband will only spend enough of his time holding her hand and whispering sweet nothings in her ear? Let the model man consider this.

From not taking the trouble to understand them and look at things from their point of view, the model man may fail with his children. The sons of model men often fall far below the paternal standard.

It is well to read often that parable of the Master about the Pharisee and the Publican who went up into the temple to pray. The Pharisee was so well satisfied that he stood and prayed thus with himself: "God, I thank thee that I am not as other men are, extortioners, unjust, adulterers, or even as this Publican." When he reads this lesson the model man should ponder well the clause which tells which of these went down to his house justified rather than the other.

How shall the model man avoid or counteract the dangers which have been pointed out? Assuredly not by taking on the good fellow's vices. But he will be wise to cultivate with diligence the sunny, social disposition, the friendly heart, the kindly, generous hand, the humble spirit, which are the charming and lovable traits in the character of his mistaken brother.

Quillo.

Plans Completed for Large Industrial Acquisition.

Port Huron, Feb. 9.—Owing to unavoidable delay in the arrival of material for the building, the opening of the Port Huron branch of the Northern Automobile Co., of Detroit, will not take place before March 1.

All of the machinery has arrived in the city. Men are now at work putting up the shafting. A big force of men will be employed at the start and the number will be increased from time to time if the demand for this style of machine warrants it.

Another new factory soon will loom among the many industries in this city. It is the John L. Fead Co.'s knitting mills, formerly located at Lexington. Contractors have just finished the erection of a two-story brick structures for the new concern, at a cost of \$10,000. Another building of the same size will be erected at once before the concern will occupy its new quarters. The additional building is to be an exact duplicate of the present one and will give the company facilities for an extra force of men.

The John L. Fead Co. was secured for this city through the efforts of the Chamber of Commerce. So was the new auto plant. The plant of the concern was recently burned to the ground at Lexington and instead of rebuilding on the old site they decided to remove to this city. About fifty men will be employed on the start.

The growth of South Park, this city's latest suburb, has been re-

markable. The increase in the number of factories naturally means an increase in the number of dwellings. With all of the factories running full time, the contractors and builders having more than they can do, and a general feeling of prosperity prevalent, a bright future is predicted for the busy suburb.

The epidemic of grip had a noticeable effect on the force of employees at the Malleable plant last week. At one time twenty of the workmen were incapacitated. The employees are subject to grip because of the fact that while in the molding room they become heated and then when they go out in the open air they take cold.

Twenty-one years old, a resident of an English-speaking country but nineteen months, becoming manager of one of the city's growing industries and building up the plant, is the record of Peter C. Peterson, Secretary and Treasurer of the Huron Packing Co. Without pull or influence of any kind but solely through his own efforts, Peterson has risen from the ranks until now he carries the responsibilities of a packing house turning out thousands of dollars' worth of meat every week. No man in his employ is his junior and some of them have followed their trade for years.

Heavier Bottoms on Shoes.

Shoe retailers, we are informed by traveling salesmen, are insisting upon heavier bottom stock in their spring shoes. It has long been a complaint of the consumer that the soles of his shoes wore poorly. The manufacturer and jobber come back with the explanation that they were using the best selections of oak soles possible to use in that grade of shoes and that the dealer could do no better, no matter where or of whom he bought the goods. Of course, the manufacturer spoke what he knew was true. Every detail in the manufacture of his shoes is worked out. So much must be paid for the innersole, counter, vamp, topping, labor, etc. Each part is priced to bring out a uniform shoe.

This manner of balancing a shoe led a certain shoe manufacturer some half dozen years ago to try the plan of using a less expensive upper and adding the difference to the soles, with the result that in a short time he had a reputation for making the best line of medium-priced shoes in the West. The bottoms were splendid and his salesmen were urged to sell only calf uppers, which even in a cheaper price wore well.

It is a fact that many consumers expect the soles of their shoes to wear equally as long as the upper stock.

The following advertisement appeared recently in a London paper: "Young gentleman, first-class public school education, well trained, skillful chemist and physicist, careful, intrepid, quick, self-reliant, is prepared to fill any dangerous position. Absolutely no fear of death. The more danger the better." Give him a job as chauffeur and if that does not work, get him on a college foot ball team.

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.

Are You Playing a Game of Blind Man's Buff?

The world is full of guessers and bunglers, but the shoe trade need not be a game of blind man's buff.

"Hard Pans"

Simplify matters—lower the cost of doing business by entirely eliminating the risk of loss. Every shoe in the line is a seller any day. No freak styles to go stale, plain values, quick sales, always available. Carried in stock. Made to sell thrifty people who appreciate durability.

Some mighty bright dealers are pushing Hard Pans and making money. Are you?

Our Name on the Strap of Every Pair

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



Stock No. 887

HENRY AND BERT.

Two Promising Careers Nipped in the Bud.

Nothing is sadder to see than a promising career nipped in the bud by some fatal cause and cast away, to wither and fade and die, unless it is to see two careers thus nipped. All the wise men and women who write or talk on the subject of success point to the countless number of horrible examples to be seen in every walk of life, the promising careers that have suffered from booze blight or other disease. Young men are warned that they, too, may have their careers nipped in the bud unless they take heed and shun the things that lead to the nipping.

Along the same lines lies the story of Henry and Bert. Henry and Bert were young men. They were of the age when ambition drives hardest, when men can vote if they want to, and when generally a male citizen stands with No. 7 feet where a job and pay roll meet. They had good starts—first class starts. They were in the general office of Going & Co. They were in the auditor's department. They had charge of a ledger apiece. They were drawing good salaries. And their prospects were first class.

Like so many other young men who have first class prospects, they were ruined. Hopelessly and irrevocably were they ruined. Their prospects vanished. Their good standing in Going & Co.'s office left them. Their chances for reaching the top of the ladder flitted as flits the snow before the April sun. Yes, even their jobs went away, leaving them not a rung on the ladder that leads to success to hold on, and putting them back to the level where they were before they began their upward climb, hopelessly ruined. Young men of the class of Henry and Bert, take warning from their fate lest you go and do likewise.

Henry and Bert came out of the country to try for fame and fortune in the city after the manner of young men who do this because they are quite ignorant of the city. If they knew anything about it they would pause, think and again take up the study of making two crops grow where one grew before. But being ignorant they come, strange to say, and some of them actually do win their fortunes, and most of them do not, and some day both those who have won fortunes and those who have not discover what chumps they were for quitting the farm. But then they can't afford to go back—the fortunes because of too much wealth, and the others because of not enough.

Henry and Bert were just about fair, average specimens of the typical young man who comes in from the country. They had been born and raised on farms that adjoined each other. They were good farms, so both of the boys had been sent to town to high school. After graduating they entered what passed for the strenuous world of business in that little town. Bert had reached the altogether lofty and enviable position of assistant book-keeper in the First National Bank; Henry had become

book-keeper for the Co-operative grocery store. In these positions they were at the apex of achievement for young men in the town where they were employed. For two years they held these positions. Then came the sense of narrowness, the chafing of their bonds, and the dreams of a sphere of larger activity, all of which spelled the city.

"We don't care to work in town any longer," they told their respective sires.

"All right," said the sires, "come out and run the farm. We're getting old and don't care about working any longer. We'll turn the property over to you."

So back to the farms went Henry and Bert. For one year they managed the old farms. But the city had called and at the end of the year it began to demand its answer. The young men looked over the farms, decided that life on them was too slow, and—there was nothing for it but a move on the city and fame and fortune.

Going & Co. got them. They had heard of that firm above all others and to it they came with hope in their hearts and their references in their hands. The office took them in—this is not slang, dear reader—gave them \$12 a week each and put them to work in the auditing department as clerks in the lowest grade.

Henry and Bert were bright young men. They were ambitious. They were not afraid of work. They were full of energy and hope, and they threw themselves into the feat of making a showing in the auditing department with all the force of their constitutions.

In the meanwhile—for they worked only eight hours and a half each day—they had to find a place to live. They found one, at least they found a place where they could sleep at night. It was a big, double bedroom in a nice street. It faced an apartment building with a drug store in the corner. This was the scope of the view from their window, but what \$4 a week furnished room in the city is there that can boast of anything better, considering that the apartment building had a name that might have fitted the heroine of any modern \$1.50 novel.

"Little crowded, don't you think?" said Henry to Bert, as he viewed the room and thought of the room that had been his at home.

"Oh," said Bert to Henry, "we've got to get used to these things in the city. It's the regular thing here."

Their meals they took at the restaurant on the corner.

"Can't say that it quite comes up to the home cooking," said Bert to Henry.

"No," said Henry to Bert, "but we have to get used to these things in the city."

These were the only symptoms of complaint exhibited by the two ambitious ones, for after the first few days the work at the office took them in hand and occupied their entire interest, so nothing else in the world was worth while troubling about, either to praise or to condemn. Then the room became merely a place to rest in after the day's work was done, the

restaurant merely a place in which to bolt so much food in order to keep up enough energy to do said day's work with proper dispatch and efficiency, and life generally was an affair that had existence merely because the work was there and had to be done, and it was necessary to be alive to do it.

The regular routine of the hard driven city worker became theirs. They rose in the morning with their work in their minds, hurried through breakfast, rushed to the office and settled down to their desks for the day with no thoughts for anything but the work in hand. At night they talked shop and slept, nothing more, for they were ambitious, and they had been singled out for conspicuous ability at the start and given work which promised much for them in the future.

Their salaries were raised to \$14 within a month. They were promoted past a score of older and more experienced men than they within three months. Within six months they were in charge of the ledgers as afore-said and drawing \$18 a week, all won strictly on merit and work. No wonder they were interested in their work and nothing else. No wonder they saw the top of the ladder immediately before them. It was enough to turn anybody's head, and Henry and Bert were fresh from the country, where it took two years for anything at all to happen.

A year went by after this fashion. It was a year that redounded with great credit and profit to our heroes. Old Going had them in his private office and actually commended their work. Better still he advanced them to \$20 a week and told them their futures were full of promise, provided they stayed with the house. Old clerks were envious of them. Henry and Bert merely laughed and plugged and plugged. Never had two young men from the country secured such a start in such a hurry; never were there two careers that gave promise of such great things. And then came the ruiner.

His name was Christopher and he came from the first farm south of the places from which had emanated Bert and Henry. He had come to the city on a round trip excursion ticket, and he surprised the rising young office men at their ledgers.

"Hello, boys," said he. "Mighty glad to see you. Good Lord, boys, what have you been doing to yourselves?"

The boys—they were accustomed to being called "Mr." now—asked him what he meant.

"Why, you're as pale and peaked as if you had quick consumption," replied Christopher. "Have not been drinking hard, have you?"

They looked at him. His face was brown with the sun and the wind that blew over the big, free hills, and his eyes were the eyes of the man who is his own master, and the master of a certain part of the earth's surface.

"No, we haven't been drinking," said the young men. "We have just been working. That's all."

The countryman looked at them closely for a long minute.

"Well," said he, "on second look I'd have guessed that you'd been in prison, by the looks of you." And he laughed easily. Henry and Bert had a vision. They understood what it meant. And thought they, "Didn't he almost tell the truth?"

"How—how's the country?" asked Henry.

"Still there, the same as ever," said Christopher. "Just as many stones as when you left it."

They laughed together this time. It was stony, the land from which they came.

"Oh, yes," he continued, "Hank, your ma told me to tell you that green colt that you'd broke just before you left the farm won't let a soul touch him. Just crazy, that horse is; kick you to pieces if you go near him with a bridle. I thought you had him broke?"

"I did," said Henry suddenly, with a lump in his throat. "You bet I had him broke. It's just those fools of hired men who don't know how to go up to him, that's all. Why, you take and treat that little animal decently and by the time he's thoroughly broken you'd have a driver that you couldn't touch for less than \$400 anywhere in the country. They'll spoil him, the fools. I wish—"

"What?" asked Christopher.

"Oh, nothing," said Henry.

"And say, Bert," continued the visitor, "those four new cows that you bought just before you left panned out terribly poor. Your father told me to tell you 'just for the fun of it.'"

"Turned out poor?" demanded Bert. "Why did they turn out poor? Why, just because the old man will insist on turning them out to pasture the first thing, and those cows were not used to picking for themselves, been yard fed all the time. I bet I could take 'em and make 'em turn out differently. Give me just one year with—"

"What?"

"Oh, nothing," said Bert.

"Well," said Christopher, rising, "I have got to go down and see about a carload of sheep we shipped last week, so I'll bid you good-by. Going to go back home to-night. I'm glad to see you boys doing so well and making so much money. 'Spose you'll be way up the next time I come down, eh? Good-by."

"Good-by, Chris," said the two. He started for the door.

"Say, Chris," they called after him, suddenly, "when—what train you going out on?"

"The 6:25. Why?"

"Oh, we may get a chance to see you off," said Henry, sheepishly.

At 6 o'clock Christopher entered the waiting room of the station whence departed his train for home. Henry and Bert were there, waiting his coming.

"Why, what you boys got your suitcases along for?" asked Christopher, in amazement.

"Just because," said Bert, "we're going home. That's why. And we're going to stay. Come on; the train's ready."

And so they were ruined, hopelessly and beyond recall, and their opportunities had been so fine, too. The office manager deplored their fall.

"Poor fools!" said he. "Why can't they know when they're well off?" Which, had they heard it, would have prompted the two ruined ones to hoarse hilarity. Allan Wilson.

Be Loyal To Your Employer.

How often do we hear in the social hour remarks by some of the employees of the firm that employs them: "I work for Blank & Co., who are about the hardest proposition I ever got tangled up with. They are so cold blooded, close and mean to their help. I believe they would split a nickel in two rather than add it on to a salary."

The crowd surrounding and listening laughs over the jesting judgment cast upon their employers made by the parties who pretend to work for them.

The difference between the low and the higher salaried employees is as much a question of loyalty as one of ability. The employee who goes daily to his work in a disgruntled way, the person who always is ready to say a mean word about the firm that employs him, should never expect a promotion or raise. No employee can or will do good work for the employer he dislikes.

If you do not like your job you would be doing your employer a favor by resigning at once. There always are plenty of applicants ahead to take the job you quit who would be only too glad to fall into it, and would not only appreciate the opportunity but prove a valuable asset to the firm in point of loyalty and superior service.

Be loyal to the firm that employs you! No employee can hope to command loyalty who is not first loyal to his firm. Do not inspire yourself with the idea that loyalty is regulated only by the eight hour day rule.

Stand up for your firm when outside of the office. Work for your firm faithfully during business hours and be loyal to them from the time the store closes in the evening until it opens up again. C. H. Milversted.

Accuracy of Observation.

Theodore Billroth, the eminent Viennese surgeon, lecturing to his class in a medical school, said that a doctor needed two gifts—he must be free from any tendency toward nausea and he must be a good observer. He then poured a nauseous fluid into a glass, dipped one of his fingers into it and licked it off, whereupon he invited the students to follow his example. Without flinching they did so. With a broad grin the surgeon looked at them and said: "You have stood the first test brilliantly. Not so the second, for none of you observed that I dipped my first finger into the glass, but licked the second."

Wanted Something More Recent.

"What was the cause of this rum-pus?" asked the judge.

"Well, you see, judge," replied the policeman, "this man here and that woman there are married—"

"Yes, yes, I know. But what other cause?"

All complain of want of memory, but none of want of judgment.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2	50		
No. 22 long, per m.	3	00		
No. 32 short, per m.	5	00		
No. 32 long, per m.	5	75		
Primers.				
No. 2 U. M. C., boxes 250, per m.	1	60		
No. 2 Winchester, boxes 250, per m.	1	60		
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
Drs. of	oz. of	Size	Per	
Powder	Shot	Shot	Gauge	
120	4	1 1/2	10	\$2.90
129	4	1 1/2	10	2.90
128	4	1 1/2	8	2.90
126	4	1 1/2	6	2.90
135	4 1/4	1 1/2	5	2.95
154	4 1/2	1 1/2	4	3.00
200	3	1	10	2.50
208	3	1	8	2.50
236	3 3/4	1 1/2	6	2.65
265	3 1/2	1 1/2	5	2.70
264	3 1/2	1 1/2	4	2.70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4	90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2	90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1	60		
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1	85		
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze.	6	50		
First Quality, D. B. Bronze.	9	00		
First Quality, S. B. S. Steel	7	00		
First Quality, D. B. Steel	10	50		
BARROWS				
Railroad	15	00		
Garden	33	00		
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4	50		
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN				
Common	1/4 in. 5-16 in. 3/8 in. 1/2 in.			
BB.	3/4 c. 7/8 c. 1 1/4 c. 1 3/4 c.			
BBB.	3/4 c. 7/8 c. 1 1/4 c. 1 3/4 c.			
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1	25		
Adjustable	40	& 10		
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70	& 10		
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s.	60	& 10		
GLASS				
Single Strength, by box	90			
Double Strength, by box	90			
By the light	90			
HAMMERS				
Maydole & Co.'s new list	33 1/2			
Yerkes & Plumb's	40	& 10		
Mason's Solid Cast Steel	30c	list 70		
HINGES				
Gate, Clark's 1, 2, 3	60	& 10		
HOLLOW WARE				
Pots	50	& 10		
Kettles	50	& 10		
Spiders	50	& 10		
HORSE NAILS				
Au Sable	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
Screws, New List	85
Casters, Bed and Plate	50
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60
Enterprise, self-measuring	30
PANS	
Fry, Acme	60
Common, polished	60
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
2 advance	20
4 advance	30
3 advance	45
5 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40
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
Tinned Market	50
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, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	2 13
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55
Churns	
2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7
SEALING WAX	
5 lbs. in package, per lb.	1
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 25
Quarts	70
1/2 gallon	5 50
1 gallon	8 25
Caps	2 35
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	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 30
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	8 50
LANTERN GLOBES	



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 16—Steady, sad and slow. Such has been about the condition of the coffee market here during the week. In a speculative way transactions have been of moderate proportions and buyers and sellers have been seemingly simply drifting. Jobbers report a fair trade in the article and from the interior come some pretty good sized orders. Quotations show no material change, Rio No. 7 in an invoice way being held at 7½c. In store and afloat there are 3,921,800 bags, against 4,198,895 bags at the same time last year. The amount of coffee which has reached the two ports of Rio and Santos from July 1, 1906, to Feb. 14, 1907—seven and one-half months—now aggregates the huge total of 14,840,000 bags. During the entire twelve months from July 1, 1905-6, the aggregate was but 10,408,000 bags. Mild grades have been in comparatively light demand. No changes are to be noted in any way. Good Cutcuta, 8½c. East Indias are selling in just about an average manner at well-sustained rates.

Practically all the business done in raw sugar was in the way of withdrawals under previous contract, and if any new business developed it was only in the way of sales of small lots. The general undertone of the market is quiet.

Teas have been in the "same old rut" for several weeks. Most of the strength is still in low grade Indias, Congous and Ceylons, all of which are in limited supply. Buyers take small quantities of the better grades, and are simply "waiting."

Jobbers as a rule report a fair trade for midwinter in rice and quotations are firmly maintained, although the quantities taken are, as a rule, rather small. Choice to fancy head, 4¼@5¾c.

Spices show a better demand than for some time, and while no one buyer is purchasing large quantities there is a very handsome total and sellers are encouraged to think there will be a firmly sustained market during the spring and summer. Singapore pepper, 10½@10¾c; West Coast, 9¼@9½c; Zanzibar cloves, 16½@17c.

The demand for molasses is moderate, as might be expected at this season of the year. Quotations are firm and sellers will make no concession. Good to prime centrifugal, 27@35c. Syrups are firm. The supply is not especially large and holders ask and obtain full rates.

Would-be buyers of future tomatoes and packers of the same are having a tug of war. A few days ago some 15,000 cases were sold at 80c f. o. b., and this started the tide of buyers. But packers met them with the declaration that 82½c or death would be the watchword. The result has been a truce, and both sides are waiting to see what the trend of affairs will be. Next week may settle

the question, or it may take a longer time. Spot goods are worth about 90c delivered, but this is perhaps the minimum rate, and not infrequently 92½@95c is asked and obtained. Maine corn packers have practically completed their sales of futures and the market is quiet. New York State futures are worth 65@75c for standard and 75@90c for fancy f. o. b. factory. Other goods are moving in an average manner, with prices generally firm.

There seem to be scant supplies of top grades of butter, and with a good demand from day to day the market is very firmly maintained at 33½@34c for extra creamery; seconds to firsts, 26@32c; held extras, 27@31½c; Western imitation creamery, 23@27c, latter for fancy stock; Western factory, 19½@21½c; renovated, 19½@24½c.

Cheese is firm and all grades are well sustained. Full cream is worth 14¾c, and no surprise will be occasioned if the 15c mark is reached within a short time. Supplies, of course, are well reduced and a few hands control the situation.

Eggs remain scarce and high for near-by stock, which is held at 30@31c. The whole line seems well maintained and finest Western will fetch 26c; firsts, 25½c; seconds, 24½@25c.

The Suburbs of Honesty.

Keep well out of the suburbs of honesty. Either keep so well within the municipal lines that there can never be a question about where you belong or else come out a whole-hearted honest rogue and done with it. These border residents are so certain to form speaking acquaintanceships with questionable methods that their own position is open to a good deal of question and they are apt to suffer the inconveniences of a shady reputation; at the same time they are under the restraining influences placed upon them by something that they think serves in place of honesty.

There is no greater enemy to the standing of any trade than the man who manages to take every advantage possible of his customers and still remain within the restrictions of the law. That is one of the degrading methods of so many street fakers that it has placed the faking business nearly on a footing with swindling. An out-and-out swindler first brings discredit upon himself while a half-way man, a sort of suburbs dealer, divides the discredit between himself and the business he pretends to represent, and is therefore a menace to the reputation of his honorable brothers.

If all the useless questions asked in the world in twenty-four hours were represented by interrogation points and put in line they would extend ten feet beyond the orbit of Neptune.

**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.**

A New Commission House

We get you the highest prices. We give you a square deal.
We send the money right back.

We can sell your **Poultry, Veal, Hogs, Butter, Eggs, Cheese,**
in fact **anything** you have to sell.

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

41-16 Ottawa St.

GRAND RAPIDS, MICH.

Clover and Timothy

All orders filled promptly at market value.

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

We Pay Top Prices for Hogs and Veal

Also for Butter, Eggs and Poultry. (Ship us only cornfed pork.)
Money Right Back

**WESTERN BEEF AND PROVISION CO.
71 Canal St., Grand Rapids, Mich.**

BEANS AND EVAPORATED APPLES

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

JOHN R. ADAMS & CO. 3 Wabash Ave, Chicago, Ill.

You Don't Have to Worry

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

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

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

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

BUTTER AND EGGS

Observations of a Gotham Egg Man.

The situation of the egg market still keeps the trade guessing. It is generally believed that production in a very wide and important territory must have been interrupted by the recent period of severe winter weather, but local dealers have generally had the impression that the effects of this may have been fully discounted in the advance forced by speculative holding on the part of Western and Southern shippers, and operations by receivers and dealers here have been cautious ever since the market was forced to 27c.

The decrease in receipts up to this time has been less than was indicated by the general tone of recent Western and Southern advices. As a rule, we think there is a tendency to expect too soon a change of receipts arising from disturbances at the producing end of the line. After a long period of favorable weather, such as we had during December and most of January, there is apt to be a pretty large aggregate volume of eggs in course of marketing, all the way from producers to Eastern markets; and these keep receipts liberal, sometimes, for three weeks after production may have been greatly curtailed. Just how much effect the recent severe weather will have upon our future supply is a matter of uncertainty; that it will delay the increase toward flush spring quantities is certain, but that it will reduce the quantity below the actual consumptive requirements of the country on the present scale is not so sure.

It is to be remembered, however, that storage eggs are now so greatly reduced in all sections that practically all of the demand will, after this week, be thrown upon the fresh goods, and it would not be surprising if, at some time between February 18 and the close of the month, the markets should experience more or less shortage. At the close of last week the surplus of eggs in receivers' hands here was generally estimated somewhere between 25,000 and 30,000 cases, and our present weekly trade output is probably somewhere from 62,000 to 65,000 cases. This is likely to be enlarged at any moment by demands from the East.

A slight change has been made in the rules of the New York Mercantile Exchange during the past week. In effect, it is that the call on 'Change is hereafter to be made by grade only; that is, bids and offerings will hereafter be called for under the terms, fresh gathered, extras, firsts,

seconds, etc., instead of specifying various sections of the country. Bids for firsts can therefore be accepted and filled with goods grading as firsts, no matter from what section of the country they may come, even from Texas. This does not prevent special bids for, or offerings of, stock from particular states, but the Quotation Committee has now followed the evident intention of the change of rule by making its quotations by grade only and eliminating all reference to section.

It looks very much as if some of our Chicago friends tried to be funny when they "fixed" the official quotation for prime firsts at 30c at a time when reliable dealers in that city were reporting free offers to sell good sized lines at less than 27c, with a large accumulation on track and a weak market. It can not be denied that some of our local jobbing trade got caught a little by this move, but even so, it had nothing to commend it.

In regard to the paper egg-cases referred to last week, we understand that the freight tariff will be a shade more on them than on the wood cases, but that the difference in weight will just offset this difference in freight.—N. Y. Produce Review.

Stringency.

After all, the present so-called financial stringency is largely confined to those interests engaged in the prosecution and promotion of new enterprises calling for vast amounts of money. The average business man is not aware of stringency. So far as our information goes, there is no delay in the payments of bills on this account. The volume of money is one-half larger than ten years ago, but business is more than one-half larger than then. True, more money is needed and Congressional legislation this winter will probably untighten the screws under which banks have been held down and some relief will follow. Of course, it may be said that there is no business cloud on the horizon which indicates any kind of depression. That is true, but people are asking each other how long will the good times last, and there really is too much talking about the good times. It may not be as hurtful to the legitimate interests of the country as it may appear because great enterprises calling for millions upon millions of capital can not get the money to push these enterprises. We may possibly be pushing too fast.

Don't let the present prosperity get away with you. There is a possibility that the bottom will be reached some day, and if not well secured it will fall out.

A man always has reason on his side, but a woman has reasons.

BUTTER We are offering 22½c delivered here for this week's shipment good roll butter.

EGGS—Scarce and good demand; every shipper got 25c delivered here, no deductions for all eggs sent past six days; paying same today, Feb. 18.
Can we not handle your eggs?

STROUP & CARMER, GRAND RAPIDS, MICH.

CALIFORNIA LEMONS

Car just in. Quality fine. Prices \$3.25 to \$3.75 according to size and grade.

C. L. Reed & Co. Both Phones Grand Rapids, Mich.

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

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.

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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

ESTABLISHED
1883

WYKES & CO.

THOS. E. WYKES
CLAUDE P. WYKES

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS, MICH.



Michigan Knights of the Grip.
President, H. C. Klockslem, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, W. D. Watkins, Kal-
amazoo; 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.

Fool Things Frequently Undertaken by Drunken Men.

A great temperance reform might be ushered in if some one could compile an account of the comical things men do when they are drunk and tell them all the embarrassing details when they are sobered up. I read of a business man of New York who used to drink to excess, and at restaurants and bars talk recklessly and foolishly about his business and domestic affairs. A friendly associate awaited a favorable opportunity and secreted a stenographer behind a screen in a cafe where the drunken merchant was giving an alcoholic talk. Every word was taken down, and next day when the business man, thoroughly sober, arrived at his office there on his desk was a long type-written transcription of his drunken monologue of the evening before. As he read the stuff, inane in places, and most of it lacking all reticence about personal affairs, he sent for his associate, and thereupon made a pledge that he never would again drink anything more dangerous than Croton water.

Last week, in New York, two men of respectable appearance and connections, began to celebrate, and in a freakish mood rang the bell of a fashionable house near Central Park and pushing past the maid proceeded to dance festively in the drawing room, to the great terror of the members of the household. The well-dressed intruders kept up their entertainment until the police arrived.

We are the same race that reeled around the planet in antiquity. Anytus, the son of Anthemion, gave a great dinner, and among others invited Alcibiades. It was during that General's vivid youth. He declined the invitation, but proceeded to make merry on his own account, and finally with his joyous companions went to the home of Anytus, and, standing at the door of the banqueting room, made fun of the guests. Then, at the command of Alcibiades, the revelers whom he led gathered half the gold and silver plates and ran with them to his home. The indignant guests urged Anytus to avenge the insult.

"No," he responded, "it is true that Alcibiades has taken half my gold and silver plates, but under the circumstances I feel that he showed great consideration and tenderness. He might have taken them all."

Some of the best things in our language have been said either for or against drink. Artemus Ward's classic remark that he sometimes drank, but never allowed business to

interfere with it, survives in the business motto of a Western distiller, whose label reads: "If drink interferes with your business, give up your business." Bill Nye once said of a man that the fellow was the sort of whom his friends say that he would be brilliant if he would only sober up, but that he never sobered up for fear that he would disappoint his friends. John B. Gough used to tell a story of a temperance lecturer whose most impressive utterance on one occasion was spoiled by a drunken man coming up the aisle. The speaker had been describing the ultimate day when, according to the parable, the sheep are to be divided from the goats. "Who," exclaimed the lecturer, "wants to be a goat?" There was a momentary pause. The drunken man in the aisle looked up and asked: "Who wants to be a sheep?"

In some districts there is the intensest prejudice against strong drink. Two farmers in front of a grocery in a village saw their neighbor Si, who had not taken a drink, come out of a saloon.

"Si is not the man he used to be," said one of the farmers.

"No, and he never was," replied the other.

I once heard of a man who got drunk in one of the English colonies in South Africa and went to sleep in the street. He was so thoroughly jagged that the arresting officers believed him to be dead, and, as there was an epidemic in the region, they lost no time in ordering him to be buried. At the grave he happened to wake up, and, in a combination of fright and indignation, created something of a scene, whereupon he was taken before the court and a solemn British magistrate, according to the law made and provided, fined him £5 for disturbing a funeral.

I heard of a curious trial in Idaho. The courtroom was merely a part of the country hotel lobby, shut off from the main room by a low railing. At the other end was the bar. The proprietor served the drinks, and, when court was in session, acted as judge. He managed his double life with suave unconcern. The people of the town naturally crowded in when he was on the bench, and, after an interval, he would adjourn court for ten minutes and take his turn at dispensing drinks. Then the bar would close and the trial would resume. And the funniest thing about the performance was that no one there considered it at all peculiar.

I have an acquaintance who sometimes drinks more than he is entitled to, and, in the hope of getting him on the right way, I mentioned some of the statistical details of the decrease in the consumption of liquor in the United States.

"Those statistics sadden me," he said.

"Why?"

"Because if America is getting away with less drink, it means that the world's supply is running short." Much ingenuity has always been invoked to circumvent prohibition laws. Kansas and North Dakota both prohibit the sale of drinks, and even trains passing hurriedly through these

commonwealths must refuse to serve beer, wine or whisky. But the knowing traveler anticipates this. He feels that it is trial enough even to have to ride in these States, at least he makes himself believe that it is a hardship if he happens to be an indulger. In that case he simply goes to the Pullman steward before the train enters Kansas or North Dakota and pays for a half dozen whiskies or a few bottles of beer, saying that he will be back later for them. Then all through the prohibition territory he has the privilege of calling for his own supply. The drinks have been previously paid for. They are the property of the traveler and the company runs no risk in serving them.

Once in the city of Spokane there was an agitation in favor of prohibition, and a municipal law was passed closing up the saloons all day Sunday. A celebrated Northwestern character named Dutch Jake, an ingenious man, was ready for the emergency. Like all the other proprietors of bars, he closed the doors in meek obedience to the law, but he had constructed along the outer walls of his establishment a row of slots and spigots. Then there was a row of diminutive fountains over which drinking glasses were inverted. Thus they were kept washed without attention upon Dutch Jake's part. A customer could come, drop a nickel in a slot, take a glass from the fountain, put it under a spigot and get a quarter of a pint of beer.

"The opportunity and its originality brought a great concourse of people to the place. All that Sabbath the thirst of the multitude was alternately quenched and stimulated, for the realization that the freeborn citizens of that community could not get anything to drink in any other part of the city made many men who ordinarily did not care for beer or liquor insist upon having some. The defiance of the system was so complete that the next Sunday every saloon in the city was permitted to reopen its doors. Howard Bolce.

Wild Toboggan Down a Mountain.

I am a dynamite salesman in Colorado and sell to mines throughout that State. Many of these mines are in almost inaccessible places, regarded from a tourist's standpoint, and one in particular, the "Old Hundred" group, is situated on a nearly perpendicular mountain side 2,000 feet high and consists of seven levels at various heights, reached by an aerial tramway in which the weight of the loaded buckets going down carries up the empties.

Although contrary to orders against outsiders riding in these buckets, I had used that means to gain the top-most level so that I might see the superintendent. Coming down all went well until the final "station" was reached and the 700 feet stretch with over 500 feet of a descent was commenced. At the edge of a high projecting cliff was the last tower supporting the cables before their long run down to the mill in the gulch below.

The buckets on this relay travel 1,500 feet a minute in both directions,

and what was my horror on approaching this tower to see the cable jump its saddle and run smoking over the timber cross arm. When the steel support of my bucket, solidly attached to the running cable, struck this heavy beam it cut through it like a saw. Naturally the bucket was overturned, but after passing the tower it regained its original position, although the shock and swaying were frightful.

Had the iron parted or had I not somehow wedged myself tightly in, a fall through space to the rocks hundreds of feet below would have resulted. It was the nearest thing to being a capsized airship that I can imagine.

R. A. M.

In Bad Shape.

"Doctor," moaned the man with the haggard face, "I am in awful shape." "Sit down," soothingly said the physician. "Calm yourself. What seems to be troubling you?"

"I've got water on the brain, a sinking sensation in my stomach, my head swims and I've got a floating kidney."

With his best professional air, the physician sailed in and soaked him.

We never make fun of the grammatical errors of people who pay us compliments.

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.

The National Cream Separator

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

**Hastings Industrial
Company**
General Sales Agents
Chicago, Ill.

INADEQUATE SALARIES.

It is a fact which all fair minded business men willingly admit that, considering the responsibilities imposed upon them, the study they must maintain and the manual labor they are required to perform, postoffice clerks in all first and second class postoffices do not receive adequate salaries. And to make matters worse there is no provision for increase of salary in any case because of special fitness and faithfulness in the performance of their duties.

Under civil service rules these clerks are prohibited from taking any part in any effort to secure legislation which shall better their situation. For the applicant for a position as postoffice clerk it is a case of get in when you can, at whatever salary your class entitles you to, stay there and be faithful, honest and good until you are too old to adopt any other calling and rest content in the knowledge that your salary will not be reduced.

There are few people outside the ranks who have any sort of appreciation of what a postoffice clerk is required to do. He must have more than average intelligence and he must learn the routes of the city he works in if he is not a railway mail clerk, and in the latter instance he must know not only the geography of every state in the Union but he must carry in his mind the railway connections, the time tables and the mail service over each road. The city clerk must keep informed as to all changes of residence, all new addresses, all orders to forward. The postoffice clerk gets no chance to mingle personally with the general public, but he must know more about that public than is required of the average man.

It is this necessary knowledge which forces the average postoffice clerk to study daily, because almost any day a postoffice inspector may drop in unannounced and summon any one of them to undergo examination as to how well he is keeping up to the mark.

These men are almost always required to work on the jump. They must be skilled in deciphering penmanship, quick to untangle misspelled street names and addresses and be able to decide instantly matters which would puzzle the average man for several minutes. To do this they must possess a good general knowledge of principal thoroughfares and buildings in all of the large cities and must have a similar acquaintance with the names of the leading business houses.

And when all these things are taken into consideration it is somewhat of a shock to learn that such knowledge and such skill do not command wages equal to the wages paid to mediocre mechanics. Indeed, the city of Grand Rapids has paid to common laborers during the past winter wages greater than the wages paid to some clerks in first and second class postoffices.

That this is a very poor policy is evidenced by the fact that the postoffice department finds it a very difficult matter to retain clerks of the character they are most in need of. A

smart young man who enters the service very quickly realizes what he is up against and at the very first opportunity he resigns his position to take hold of something else where there is a possibility of advancement.

While the Government should need no urging to do the fair thing in this matter, it is a fact that the good offices of any citizen who has or can obtain influence at Washington will not be put to a poor use if he interests himself toward procuring legislation which shall reclassify and rearrange the regulations controlling the appointment, the advancement and the salaries of postoffice clerks.

DANGER IN VALENTINES.

Pretty much everybody in this country has sent and received valentines. Sometimes they have been those heavy with sweet sentiments after the style of that expressed in the heroic lines: "The rose is red, the violet blue, the pink is sweet and so are you." That is usually the poem selected for a start. Advancing years bring better poetry in more expensive environment. The stationer's art has found attractive expression in some very choice specimens in which quite a bit of money can be expended. Like Easter cards and Christmas cards the valentine is often made a pleasant remembrance. Along with these strictly sentimental examples go the penny dreadful comic valentines, some of which are positively terrible. Very seldom, however, does any one get angry, for it is appreciated and understood that it is all in fun and a part of the compliments of the season. Accordingly people of sound sense laugh at the awful picture and the worse verse and consign them to the waste basket.

It is well enough, however, for the public to be informed and for people to remember that these comic valentines possess the possibility not only of danger but of suits for damages. A case of this sort has been attracting considerable attention in Philadelphia on its way through the courts. Both the plaintiff and the defendant are women and perhaps the fact that they are related by marriage has added meanness and bitterness to the controversy. One sent to the other last February a comic valentine which was calculated to hit the mark, and anyhow it charged somebody with being a scandal monger, a mischief maker, untruthful, a busybody, etc. The recipient was so angered that a charge of criminal libel was brought and finally a grand jury returned a bill of indictment. The defendant's lawyer made learned demurrer, but the court refused to sustain it. The judge held that such charges were libelous and that committing them to the mail was circulating the libel and that the procedure was an offense against the law. Accordingly the sender of that valentine must defend herself in court before a jury. Should the complaint succeed it might be a precedent for starting other suits and at least will serve as a warning to inform the people of what dangers there are lurking in the comic valentine.

Gripsack Brigade.

Paul Hake, traveling salesman for the Voigt Milling Co., has been assigned local work and has already entered upon his duties as city sales manager. Mr. Hake is well and favorably known to the trade. His outside interests have been transferred to Geo. Lechner, until recently chief clerk in the store of Norman O'Dell. He is a bright and promising young business man and will doubtless win out in his new undertaking.

Among the old guard of the traveling fraternity in this State there is perhaps none who is better known than George H. Foote, who has represented Standart Bros., Ltd., of Detroit, in Southern Michigan so long that mind of man knows not to the contrary. For the past four years he has been a stockholder in the corporation which he has so long and ably represented. He is a native of Detroit and an officer of the Fort Street Presbyterian church, and is beautifully situated in a cozy home in the North Woodward avenue district.

Grand Rapids Council, No. 131, U. C. T., will hold its annual banquet at the Pantlind Hotel on Saturday evening, March 2. It has been voted to extend an invitation to the ladies. A treat is in store for those who are present and those not there will regret it the remainder of their lives. The tickets, which will be \$1 each, will be for sale by the members of the committee, which is composed of W. B. Holden, C. P. Reynolds, H. L. Gregory, S. T. Simmons and W. S. Burns. Further announcements regarding the arrangements will be made from time to time.

"Did it ever occur to you," remarked a Detroit traveling man recently, "the amount of money which is distributed by commercial travelers in this country in the course of a year? Yes, of course, they get a salary as high as the ordinary skilled worker or professional employee; but in addition to that they average \$4.50 a day expenses or \$27 to \$30 a week. There are 500,000 traveling men in America. That means \$15,000,000 a week or \$780,000,000 in addition to salary a year. If you could get all that spending community organized, it would be able to get almost anything that it wanted."

A new face has been added to the traveling staff of Farrand, Williams & Clark, wholesale druggists, of Detroit, which has not known a change since the formation of the present firm seventeen years ago. The new man is Clyde J. Ayres, who hails from Jackson, and for some years past has been traveling for the A. H. Lyman Co., of Manistee. For a dozen years retail druggists in Western Michigan have known him and saved orders for him. He will have Northwestern Michigan as his territory and will make his headquarters at Traverse City. Mr. Ayres is about 30 years old and has thus far escaped matrimonial entanglements.

The Dudley Butter Co. Located in Saginaw.

Saginaw, Feb. 19—For some time the Merchants and Manufacturers' Association has been negotiating with

E. F. Dudley, formerly of Owosso, with the view of locating at Saginaw a butter renovating plant and creamery. Its work has been crowned with success, it having closed a deal with E. F. Dudley, representing the Dudley Butter Co., organized for the purpose of embarking in this line of business. Saginaw was favorably considered because of its natural geographical advantages, its increasing commercial prestige and the substantial inducements offered for the location of the business.

After the deal with the M. and M. Association had been completed, Mr. Dudley closed a contract with a local builder for the erection of a factory building on North Tilden street, at present occupied by the American Farm Products Co. This vacant lot and also No. 209 were acquired some time ago by Mr. Dudley while he was connected with the American Farm Products Co., now his competitor. Mr. Dudley has notified the Farm Products Co. to vacate the premises at an early date, since he will require them in connection with the new building to be erected.

The attention of President Roosevelt has been called to the conspiracy existing between R. G. Dun & Co. and the Bradstreet Co. for the purpose of controlling competition, destroying the credit of those who refuse to patronize the agencies and denying agency service to persons, firms and corporations that take issue with the agencies over the abandonment of the sheet feature. Such a conspiracy is a clear violation of the Sherman anti-trust law and it is not unlikely that the managing partner of R. G. Dun & Co. and Harry Dunn, President of the Bradstreet Co., may be indicted some of these days by a grand jury of the United States court on a charge of conspiracy in restraint of trade. They have been carrying matters with a high hand for some time and have thus far prevented exposure and prosecution by the liberal use of the very effective club which they have held over the commercial interests of the country by reason of their positions. In their arrogance they sneeringly ask, as Boss Tweed once did, "What are you going to do about it?" The United States courts will later on record the answer.

A woman may not be able to recall just when her husband proposed, but she can always remember what dress she had on at the time.

The Eternal Question

Where are you stopping?
'Tis a decided point in
your favor if your answer is

Hotel Livingston

Grand Rapids



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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Phrases for Pharmacies.

If you want delicate, refined and lasting odors buy your perfumes here. We keep all the well-known brands of talcum powders.

Our corn cure will remove the trouble without pain or discomfort.

This is a quick-action store—goods always moving—consequently no old stock.

Which will you have—a headache or one of our headache powders? Why, the headache powder, of course. About our perfumes. Quality? You can't go higher. Prices? It isn't wise to go lower.

Our headache powders cost ten cents and bring ten dollars' worth of relief.

Goes right to the root of the matter—our hair tonic.

Do you want something to touch that tickle? Our cough syrup goes right to the spot.

No lemonade as good as mother made? Just try ours.

Chocolate and egg—rich and nutritious—10 cents.

We dispense a full line of mineral waters at our fountain.

We have the biggest, busiest, best line of toilet goods in the city.

It must please you before we let it leave our store.

Perfumes that please particular people.

We gratify and satisfy.

What you buy we stand by.

If you are as particular about the quality of the drugs you use as we are you will find many good reasons for trading here.—B. Forbes in Spatula.

Is Red Rubber a Cause of Appendicitis?

A Liverpool surgeon, Dr. F. A. Pond, is convinced that he has found in certain uses to which red rubber is put one of the principal causes of appendicular disease. He has published a pamphlet entitled, "Is Red Antimonial Rubber the Cause of Appendicitis?" In this Dr. Pond remarks upon the frequency with which rings of red rubber are used for sealing bottles and jars holding articles, especially "soft" drinks, intended to be taken into the stomach. He makes it seem exceedingly probable that particles of the rubber are often worn off and swallowed. Having reached the gastro-intestinal canal, these detached particles of rubber

exert an injurious action, not by reason of their being foreign bodies, but in consequence of their containing a large amount of sulphur compound of antimony, which, he argues, is susceptible of being dissolved out by the digestive juices. It is by depressing the vital powers and causing muscular relaxation of the bowels, he thinks, that antimony favors the occurrence of appendicular trouble.

Peruna a Beverage, Not a Medicine.

A jury in the Supreme Court at Syracuse, in the case of the State Excise Department, against a local druggist for selling Peruna without a liquor license, brought in a verdict to the effect that Peruna is an alcoholic beverage as charged, and not a medicine, and that the druggist should therefore pay a fine of \$500 for selling it without a license. The presiding justice prepared a series of six questions for the jurors before they retired to deliberate on the verdict. They were asked to determine whether Peruna was a proper remedy for the cure of Bright's disease, or acute or chronic catarrh, or disease of the mucous membrane, and whether the quantity of alcohol contained therein was necessary to hold the drugs in the preparation in solution or whether the drugs contained in one bottle of alcohol diluted with water were sufficient in amount in tablespoonful doses, three or four times a day, to produce any appreciable remedial effect. The six questions were answered in the negative. The defendant company was granted a thirty days' stay of execution, and will appeal to the Appellate Court.

Lungs Need Baths to Keep Them Clean.

According to the recent dictum of an eminent physician, "our lungs, quite as well as our bodies, need baths." Especially do they need a bath after we have sat for three or four hours in the impure and stale air of a theater or church. Then, if we could see them, our lungs would look as unsightly as the face of a coal heaver looks after a hard day's work. "They need a bath, but not a water one. Air, pure air, is the cleanser of the lungs, and to bathe them the head should be thrown back, and through the nostrils pure, fresh air should be inhaled till the lungs are distended to their utmost limit. About twenty-five of the deepest possible 'lungfuls' of pure air should be slowly inhaled and exhaled. Then the pure air rushes like a torrent through all the dusty crannies and hidden, grimy corners of the lungs, and it carries out with it every impurity. After a long sitting in a theater's stale air try a lung bath. You will be amazed to find how it will cheer and strengthen you."

To Remove Egg Stains from Silver.

Egg stains are easily and quickly removed from silver by rubbing them with common salt. The salt may be conveniently applied by means of a very slightly moistened cloth.

Soap Under Pure Food and Drug Law.

The soap manufacturers are trying to find out where they stand under the National law, and the first question that presents itself is whether soap is a food or a drug. Soaps not only cleanse the skin from impurities, but in a certain degree the higher grades of toilet soap act as a skin food.

If the regulations of the new law are decided to apply to soap, none but clean animal fats and vegetable oils can be used, and that will increase the cost of production. The section in relation to food says that any article is regarded as adulterated if it consists in bulk or in part of a filthy, decomposed or putrid animal or vegetable substance.

If they use resin, chalk, talc or other substances which might be deemed adulterants, the fact would have to be stated on the label, and it is said that some makers will have to alter their formula if they come within the scope of the new law.

Colorado Becomes Producer.

Colorado was a producer yesterday. To-morrow it will be a builder. The mineral resources of the state up to the present time have been developed on an expert basis. Gold, silver, lead, and zinc are exchanged for important necessities and luxuries. The next step will be the utilization of mineral products that can not be exported, but furnish the material for local manufacturing. Pennsylvania, for example, produces no gold, yet its mineral output exceeds that of Colorado ten to one. Much the same advantage that Pennsylvania has in the possession of coal Colorado also has. The next quarter of a century in Colorado will be a building epoch. The demand for structural materials should develop a large production. It is entering upon a period of industrial expansion with a co-ordinate development of mining and manufacturing. When the time comes Colorado with good grace can yield first place in gold production to either Alaska or Nevada.

Malt-Diastase Company in Trouble.

A petition asking that the Malt-Diastase Co., of Brooklyn, be declared bankrupt has been filed by counsel for the American Malting Co., on the ground that the Malt-Diastase Co. has sought to defraud them by transferring cash and real estate to some of its creditors with intent to prefer them. The amount of the American Malting Co.'s claim is \$10,521.07, but it is said that the defendant concern owes much more, one creditor claiming \$80,000 as due him. The company was formed some years ago to manufacture a line of pharmaceutical specialties containing malt-diastase, but failed to get their preparations profitably introduced.

How To Treat Black Eyes.

Black eyes are often a source of much concern to the doctor and his patients. It is frequently necessary to heal them quickly and to disguise them while undergoing the process. Temporarily, discolorations of the

skin may be disguised by the application of grease-paint or collodion, colored by means of carmine. As a lotion the following is recommended: Ammonium chloride, 1 part; alcohol, 1 part; water, 10 parts. Dilute acetic acid may be substituted for half the water, and the alcohol may be substituted by tincture of arnica, with advantage in some cases. Another good lotion is, potassium nitrate, 1 part; ammonium chloride, 2 parts; aromatic vinegar, 16 parts; aqua ad, 240 parts.

The Drug Market.

Opium—Is fairly steady at unchanged price.

Morphine—Is unchanged.

Quinine—Is in a firm position.

Citric Acid—Has advanced 3c per pound and is tending higher on account of the increased cost of crude material.

Cocoa Butter—Is very strong and advancing.

Glycerine—Is very firm and has advanced.

Oil Lemon—Has advanced and is tending higher.

Gum Camphor—Is in a very firm position. The usual spring demand may cause another increase in the price.

To Clean Silver Plated Ware.

Rub together 1 part of alum, 2 of levigated chalk and 2 of potassium bitartrate and keep in a well-stopped bottle. When required for use wet sufficient of the powder and with soft linen rag rub the article, being careful not to use much pressure, as otherwise the thin layer of plating may be cut through. Rinse in hot suds, and afterward in clear water, and dry in sawdust. When badly blackened with silver sulphide, if small, the article may be dipped for an instant in hydrochloric acid and immediately rinsed in running water.

During the present epidemic of freak legislation here is one from Wisconsin: "No actress or other female person shall appear on the stage of any theater or any circus or traveling show in tights unless properly covered by skirts which shall extend at least four inches below the knees."

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

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Liquor Arsen et		Rubia Tincturum	12@ 14	Vanilla	9 00
Hydrarg Iod ..	25	Saccharum La's.	22@ 25	Zinci Sulph	7@ 8
Liq Potass Arsnit	10@ 12	Salacin	4 50@ 4 75		
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@ 50	Oils	
Magnesia, Sulph bbl	1 15	Sapo, W	13 1/2@ 16	Whale, winter	bbl, gal.
Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	2 90@ 3 00	Sapo, G	10@ 12	Lard, No. 1	70@ 80
Morphia, S P & W 2	45@ 50	Seidlitz Mixture	20@ 22	Lard, No. 2	60@ 65
Morphia, S N Y 2	45@ 50	Sinapis	@ 18	Linseed, pure	42@ 45
Morphia, M	2 45@ 2 50	Sinapis, opt	@ 30	Linseed, boiled	43@ 45
Moschus Canton.	@ 40	Snuff, Maccaboy,		Neat's-foot, w str	65@ 70
Myristica, No. 1	25@ 30	Snuff,		Spts. Turpentine	Market
Nux Vomica po is	@ 18	DeVoës	@ 51	Paints	bbl. L.
Ox Sepia	25@ 38	Snuff, S'h DeVo's	@ 51	Red Venetian	1 1/2 2 @ 3
Pepsin Saac, H &		Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2 2 @ 3
P D Co	@ 1 00	Soda, Boras, po.	9@ 11	Ocre, yel Ber	1 1/2 2 @ 3
Picis Liq N N 1/4		Soda, et Pot's Tart	25@ 28	Putty, comm'r'l	2 1/2 2 3/4 @ 3
gal doz	2 00	Soda, Carb	1 1/2 @ 2	Putty, strictly	2 1/2 2 3/4 @ 3
Picis Liq qts	@ 1 00	Soda, Bl-Carb	3@ 4	Vermillion, Prime	
Picis Liq. pints.	@ 60	Soda, Ash	3 1/2 @ 4	American	13@ 15
Pil Hydrarg po 80	@ 50	Soda, Sulphas	@ 2 60	Vermillion, Eng.	75@ 80
Piper Nigra po 22	@ 18	Spts. Cologne	@ 2 60	Green, Paris	24 @ 30
Piper Alba po 35	@ 30	Spts. Ether Co.	50@ 55	Green, Penninsular	13@ 16
Pix Burgum	@ 8	Spts. Myrcia Dom	@ 2 00	Lead, red	7 1/4 @ 7 1/2
Plumbi Acet	12@ 15	Spts. Vinl Rect bbl	@	Lead, white	7 1/4 @ 7 1/2
Pulvis Ip'e et Opil 1	30@ 1 50	Spts. V'l Rect 1/2 b	@	Whiting, white S'n	@ 95
Pyræthrum, bxs H		Spts. V'l R't 10 gal	@	Whiting Gilders'	@ 95
P D Co.	@ 75	Spts. V'l R't 5 gal	@	White, Paris Am'r	@ 25
Pyræthrum, pv	20@ 25	Strychnia, Cryst'l	1 05@ 1 25	Whit'g Paris Eng	@ 1 40
Quassia	8@ 10	Sulphur Subl	2 1/2 @ 4	cliff	@ 1 40
Quina, S P & W 24	@ 34	Sulphur, Roll	2 1/2 @ 3 1/2	Universal Prep'd 1	1 00@ 1 20
Quina, S Ger	@ 34	Tamarinds	8@ 10	Varnishes	
Quina, N. Y.	24 @ 34	Cerebenth Venice	28@ 30	No. 1 Turp Coachl	10@ 1 20
		Theobromae	65@ 70	Extra Turp	1 60@ 1 20

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

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AC	Seeds	Shoe Blacking
AD	Snuff	Soap
AE	Soda	Soups
AF	Spices	Starch
AG	Syrups	Tea
AH	Tobacco	Twine
AI	Vinegar	Mustard
AJ	Soused, 1 1/2 lb.	Soused, 2 lb.
AK	Tomato, 1 lb.	Tomato, 2 lb.
AL	Tomato, 2 lb.	Mushrooms
AM	Hotels	Buttons

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box	Cove, 1 lb.
Frazer's	Cove, 2 lb.
1 lb. wood boxes, 4 dz.	Cove, 1 lb. Oval
1 lb. tin boxes, 3 doz.	Plums
3 1/2 lb. tin boxes, 2 doz.	Peas
10 lb. pails, per doz.	Early June
15 lb. pails, per doz.	Early June Sifted
25 lb. pails, per doz.	Pie
BAKED BEANS	Yellow
1 lb. can, per doz.	Pineapple
2 lb. can, per doz.	Grated
3 lb. can, per doz.	Sliced
BATH BRICK	Pumpkin
American	Fair
English	Good
BLUING	Gallon
Arctic	Raspberries
6 oz. ovals 3 doz. box	Standard
16 oz. round 2 doz. box	Russian Caviar
Sawyer's Pepper Box	1/4 lb. cans
No. 3, 3 doz. wood	1 lb. cans
boxes	Salmon
No. 5, 3 doz. wood	Col'a River, talls
boxes	Col'a River, flats
BROOMS	Red Alaska
No. 1 Carpet	Pink Alaska
No. 2 Carpet	Sardines
No. 3 Carpet	Domestic
No. 4 Carpet	Domestic, Must'd
Parlor Carpet	California
Common Whisk	French
Fancy Whisk	French, 1/2 s
Warehouse	Shrimps
BRUSHES	Standard
Scrub	Fair
Solid Back, 8 in.	Good
Solid Back, 11 in.	Fancy
Pointed Ends	Strawberries
Stove	Fancy
No. 2	Tomatoes
No. 1	Fair
No. 3	Good
No. 4	Fancy
No. 5	Gallons
SHOE	CARBON OILS
No. 7	Barrels
No. 8	Perfection
No. 9	Water White
No. 10	D. S. Gasoline
No. 11	Gas Machine
No. 12	Dodord's Nap'a
No. 13	Cylinder
W. R. & Co.'s, 15c size, 1	Engine
W. R. & Co.'s, 25c size, 2	Black, winter
CANDLES	CEREALS
Electric Light, 8s.	Breakfast Foods
Electric Light, 16s.	Bordeaux Flakes, 36 lb.
Paraffine, 6s.	Cream of Wheat, 36 lb.
Paraffine, 12s.	Egg-O-See, 36 pkgs.
Wicking	Excella Flakes, 36 lb.
CANNED GOODS	Excella, large pkgs.
Apples	Force, 36 lb.
3 lb. Standards	Grape Nuts, 2 doz.
Gallon	Malta Ceres, 24 lb.
Blackberries	Malta Vita, 36 lb.
2 lb. Standards	Mapl-Flake, 36 lb.
Standards gallons	Pillsbury's Vitos, 3 dz.
Beans	Ralston, 36 lb.
Baked	Sunlight Flakes, 36 lb.
Baked Kidney	Sunlight Flakes, 20 lbs
String	Vigor, 36 pkgs.
Wax	Volgt Cream Flakes
Blueberries	Zest, 20 lb.
Standard	Zest, 36 small pkgs.
Gallon	Crescent Flakes
Brook Trout	One case
2 lb. cans, speed	Five cases
Clams	One-half case free with
Little Neck, 1 lb.	5 1/2 cases.
Little Neck, 2 lb.	One-fourth case free with
Burnham's 1/2 pt.	2 1/2 cases.
Burnham's pts.	Freight allowed
Burnham's qts.	Roiled C's
Cherries	Roiled Avenna, bbl.
Red Standards	Steel Cut, 100 lb sacks
White	Monarch, bbl
Fair	Monarch, 90 lb sacks
Good	Quaker, 20-5
Fancy	Quaker, 20-5
French Peas	Cracked Wheat
Sur Extra Fine	Columbia
Extra Fine	Columbia, 25 1/2 pts.
Pine	Snider's quarts
Moyen	Snider's pints
Gooseberries	Snider's 1/2 pints
Standard	CHEESE
Hominy	Acme
Lobster	Carson City
Star, 1/2 lb.	Elite
Star, 1 lb.	Butter
Picnic Tails	
Mackerel	
Mustard, 1 lb.	
Mustard, 2 lb.	
Soused, 1 1/2 lb.	
Soused, 2 lb.	
Tomato, 1 lb.	
Tomato, 2 lb.	
Mushrooms	
Hotels	
Buttons	

3	4	5
Gem	Coffee Cake, pl. or iced	Raisins
Ideal	Cocoanut Taffy	London Layers, 3 cr
Jersey	Cocoanut Bar	London Layers, 4 cr
Peerless	Cocoanut Drops	Cluster, 5 crown
Riverside	Cocoanut Honey Cake	Loose Muscatels, 2 cr
Springdale	Cocoanut Hon. Fingers	Loose Muscatels, 3 cr
Warner's	Cocoanut Macaroons	Loose Muscatels, 4 cr
Brick	Dixie Cookie	L. M. Seeded, 1 lb. 10 1/2 @ 11
Leiden	Frosted Cream	L. M. Seeded, 1/2 lb.
Limburger	Fruit Tarts	Sultanas, bulk
Pineapple	Ginger Gems	Sultanas, package @ 9 1/2
Sap Sago	Graham Crackers	FARINACEOUS GOODS
Swiss, domestic	Ginger Snaps, N. B. C.	Beans
Swiss, imported	Ginger Midgets	Dried Lima
CHEWING GUM	Hippodrome	Med. Hd Pk'd
American Flag Spruce	Honey Cake, N. B. C.	Brown Holland
Beeman's Pepsin	Honey Fingers, As. Ice	Farina
Adam	Honey Jumbles	24 lb. packages
Best Pepsin	Household Cookies	Bulk, per 100 lbs.
Black Jack	Household Cookies Iced	Hominy
Largest Gum Made	Iced Honey Crumpets	Flake, 50 lb. sack
Sen Sen	Imperial	Pearl, 200 lb. sack
Sen Sen Breath Perf.	Iced Honey Flakes	Pearl, 100 lb. sack
Sugar Loaf	Island Picnic	Maccaroni and Vermicelli
Yucatan	Jersey Lunch	Domestic, 10 lb. box
Bulk	Kream Klips	Imported, 25 lb. box
Red	Lady Fingers	Pearl Barley
Eagle	Lem Yem	Common
Frank's	Lemon Gems	Chester
Schener's	Lemon Biscuit, Square	Empire
Walter Baker & Co.'s	Lemon Wafer	Peas
Premium Sweet	Lemon Cookie	Green, Wisconsin, bu.
Premium	Mary Ann	Green, Scotch, bu.
Vanilla	Marshmallow Walnuts	Split, lb.
Caracas	Mariner	Sago
Eagle	Molasses Cakes	East India
Walter M. Lowney Co.	Mohican	German, sacks
Premium, 1/4 s	Mixed Picnic	German, broken pkg.
Premium, 1/2 s	Mich. Frosted Honey	Tapoca
Premium, 3/4 s	Newton	Flake, 110 lb. sacks
COCOA	Nic Sugar	Pearl, 130 lb. sacks
Baker's	Nic Nacs	Pearl, 24 lb. pkgs.
Cleveland	Oatmeal Crackers	FLAVORING EXTRACTS
Colonial, 1/4 s	Orange Gems	Foot & Jenks
Colonial, 1/2 s	Penny Cakes, Assorted	Coleman's Van. Lem.
Epps	Pretzels, Hand Md.	2 oz. Panel
Huyler	Pretzelettes, Hand Md.	3 oz. Taper
Lowney, 1/4 s	Pretzelettes, Mac. Md.	No. 4 Rich. Blake
Lowney, 1/2 s	Raisin Cookies	Jennings
Lowney, 3/4 s	Revere, Assorted	Terpeneless Ext. Lemon
Van Houten, 1/4 s	Richwood	No. 2 Panel D. C.
Van Houten, 1/2 s	Rube	No. 4 Panel D. C.
Van Houten, 3/4 s	Scotch Cookies	No. 6 Panel D. C.
Webb	Snow Creams	Taper Panel D. C.
Wilbur, 1/4 s	Sugar Krisp	1 oz. Full Meas. D. C.
Wilbur, 1/2 s	Spiced Gingers	2 oz. Full Meas. D. C.
Wilbur, 3/4 s	Spiced Gingers Iced	4 oz. Full Meas. D. C.
COCOANUT	Sultana Fruit	Jennings
Dunham's 1/2 s & 1/4 s	Sugar Cakes	Mexican Extract Vanilla
Dunham's 1/2 s	Sugar Squares, large or	No. 2 Panel D. C.
Dunham's 3/4 s	small	No. 4 Panel D. C.
Bulk	Superba	No. 6 Panel D. C.
COCOA SHELLS	Sponge Lady Fingers	No. 8 Panel D. C.
20 lb. bags	Sugar Crimp	Taper Panel D. C.
Less quantity	Vanilla Wafers	1 oz. Full Meas. D. C.
Pound packages	Waverly	2 oz. Full Meas. D. C.
COFFEE	Zanzibar	4 oz. Full Meas. D. C.
Rio	In-er Seal Goods	No. 2 Assorted Flavors
Common	Almond Bon Bon	GRAIN BAGS
Fair	Albert Biscuit	Amoskeag, 100 in bale
Choice	Animals	Amoskeag, less than bl 19 1/2
Fancy	Bremmer's But. Wafers	GRAINS AND FLOUR
Santos	Butter Thin Biscuit	Wheat
Common	Cheese Sandwich	No. 1 White
Fair	Cocoanut Dainties	No. 2 Red
Choice	Cocoanut Macaroons	Winter Wheat Flour
Fancy	Cracker Meal	Local Brands
Peaberry	Faust Oyster	Patents
Maracaibo	Fig Newton	Second Patents
Fair	Five O'clock Tea	Straight
Choice	Protana	Second Straight
Fancy	Ginger Snaps, N. B. C.	Clear
Guatemala	Graham Crackers	Graham
Java	Lemon Snap	Buckwheat
African	Oatmeal Crackers	Rye
French African	Pretzelettes, Hd Md.	Subject to usual cash discount
O. G.	Royal Toast	Flour in barrels, 25c per
P. G.	Saltine	barrel additional.
Arabian	Saratoga Flakes	Warden Grocer Co.'s Brand
Mocha	Social Tea	Quaker, paper
Package	Soda, N. B. C.	Quaker, cloth
New York Rasts	Soda, Select	Wykes & Co.
Arbuckle	Sponge Lady Fingers	Eclipse
Dilworth	Sultana Fruit Biscuit	Kansas Hard Wheat Flour
Jersey	Unedea Biscuit	Judson Grocer Co.
Lion	Unedea Jintar Wayfar	Spring Wheat Flour
McLaughlin's XXXX	Unedea Milk Biscuit	Roy Baker's Brand
McLaughlin's XXXX sold	Vanilla Wafers	Golden Horn, family
to retailers only. Mail all	Water Thin	Golden Horn, baker's
orders direct to W. F.	Zwieback	Calumet
McLaughlin & Co., Chicago.	CREAM TARTAR	Wisconsin Rye
Extract	Barrels or drums	Judson Grocer Co.'s Brand
Holland, 1/2 gro boxes	Boxes	Ceresota, 1/4 s
Felix, 1/2 gross	Square cans	Ceresota, 1/2 s
Hummel's foil, 1/2 gro.	Fancy caddies	Ceresota, 3/4 s
Hummel's tin, 1/2 gro.	DRIED FRUITS	Lemon & Wheeler's Brand
CRACKERS	Sundried Apples	Wingold, 1/4 s
National Biscuit Company	Evaporated	Wingold, 1/2 s
Brand	Apricots	Wingold, 3/4 s
Butter	California Prunes	Pillsbury's Brand
N. B. C. Square	100-125 25 lb. boxes.	Best, 1/4 s cloth
Soda	90-100 25 lb. boxes.	Best, 1/2 s cloth
Select Soda	80-90 25 lb. boxes.	Best, 3/4 s cloth
Saratoga Flakes	70-80 25 lb. boxes.	Best, 1/4 s paper
Zephyrette	60-70 25 lb. boxes.	Best, 1/2 s paper
N. B. C. Oyster	50-60 25 lb. boxes.	Best, 3/4 s paper
N. B. C. Square Salted	40-50 25 lb. boxes.	Best, wood
Faust, Shell	30-40 25 lb. boxes.	Warden Grocer Co.'s Brand
Sweet Goods	1/2 c less in 50 lb. cases	Laurel, 1/4 s cloth
Boxes and cans	Citron	Laurel, 1/2 s cloth
Atlantic, Assorted	Coriscan	Laurel, 3/4 s & 1/2 paper
Bagley Gems	Imp'd 1 lb. pkg.	Laurel, 1/4 s
Cartwheels	Imported bulk	Sleepy Eye, 1/4 s cloth
Current Fruit	Peel	Sleepy Eye, 1/2 s cloth
Cracknels	Lemon American	Sleepy Eye, 1/4 s paper
	Orange American	Sleepy Eye, 1/2 s paper

6	7	8	9	10	11
Meal Bolted 2 30 Golden Granulated 2 50 St. Car Feed screened 20 00 No. 1 Corn and Oats 20 00 Corn, cracked 19 00 Corn Meal, coarse 19 00 Winter Wheat Bran 22 00 Winter Wheat Mid'ng 23 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linseed Meal 29 50 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 20 00 Brewers Grains 23 00 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 43 43 Less than carlots 44 Corn Beef, rounds, set 47 1/2 Less than carlots 49 Hay No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 16 Hops 15 Laurel Leaves 15 Senna Leaves 26 JELLY 5 lb. pails, per 1 85 15 lb. pails, per 42 30 lb. pails, per 75 LICORICE Pure 80 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 75 MEAT EXTRAGS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 1/2 Liebig's Chicago, 4 oz. 4 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 8 oz. 90 Stuffed, 10 oz. 1 45 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 2 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna. Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Clear Back 19 00 Short Cut 18 00 Short Cut Clear 18 00 Bean 15 50 Brisket, clear 20 00 Pig 20 00 Clear Family 15 50 Dry Salt Meats S P Bellies 12 1/2 Bellies 11 1/2 Extra Shorts 9 1/2 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 13 1/2 Ham, dried beef sets 15 California Hams 10 Picnic Boiled Hams 14 1/2 Boiled Ham 19 1/2 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 9 Pure Interees 10 1/2 80 lb. tubs, advance 7 1/2 60 lb. tubs, advance 7 1/2 50 lb. tubs, advance 7 1/2 20 lb. pails, advance 1 10 lb. pails, advance 1 5 lb. pails, advance 1 3 lb. pails, advance 1	Sausages Bologna 5 1/2 Liver 9 1/2 Frankfort 4 Pork 4 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/4 bbls., 40 lbs. 1 55 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 16 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 30 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4 s 45 Potted ham, 1/2 s 45 Deviled ham, 1/4 s 45 Deviled ham, 1/2 s 45 Potted tongue, 1/4 s 45 Potted tongue, 1/2 s 45 SCREENINGS Fair Japan @ 4 Choice Japan @ 5 Imported Japan @ 5 1/2 Fair La. hd. @ 6 Choice La. hd. @ 6 1/2 Fancy La. hd. 6 1/2 @ 7 Carolina, ex. fancy b 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Snider's, large, 1 doz. 2 35 Snider's, small, 1 doz. 2 35 SALT Packed 60 lbs. in box. Arm and Hammer 3 15 Dewitt's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 3/4 s 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100 lb. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 5 lb. sacks 3 00 28 10 1/2 lb. sacks 1 50 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 75 Sealed 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. Mess, 40 lbs. Mess, 10 lbs. Mess, 8 lbs. No. 1, 100 lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100 lb. 9 75 50 lb. 5 25 10 lb. 1 12 8 lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars. 43 SOAP American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 50 Jap Rose, 50 bars 3 50 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marcellis, 100 cakes 5 80 Marcellis, 100 cakes 5c 4 00 Marcellis, 100 ck toilet 4 00 Good Cheer Ivory, 6 oz. 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 70 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gr lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scouring Sapolio, 50 cakes 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 56 Nutmegs, 75-10 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Pepper, Singapore, blk. 15 Pepper, Singp. white. 15 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochinchina 18 Ginger, Jamaica 25 Mace 65 Mustard 17 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @ 5 1 lb. packages 4 @ 5 3 lb. packages 4 @ 5 6 lb. packages 4 @ 5 40 and 50 lb. boxes 3 1/2 @ 3 1/2 Common Corn 20 lb. packages 5 40 lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20 lb. cans 1/2 dz. in case 1 80 10 lb. cans 1/2 dz. in case 1 75 5 lb. cans 1/2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 38 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5 lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kilo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 38 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5 lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 33 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1 lb. 22 Plow Boy, 2 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 38 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1 lb balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide t d 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, med'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 6 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 29 Case No. 2 fillers 15 sets 130 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 75 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 18-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 00 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 2 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 30 Single Peerless 3 00 Northern Queen 3 00 Double Duplex 3 25 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 30 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Jumbo Whitefish @ 16 No. 1 Whitefish @ 14 Trout @ 14 Halibut @ 12 Ciscos or Herring @ 10 Bluefish @ 12 Live Lobster @ 35 Boiled Lobster @ 35 Cod @ 12 Haddock @ 9 Pickerel @ 12 1/2 Pike @ 9 Perch, dressed @ 10 Smoked, White @ 12 1/2 Red Snapper @ 10 Col. River Salmon @ 16 Mackerel @ 20 HIDES AND PELTS Hides Green No. 1 10 1/2 Green No. 2 9 1/2 Cured No. 1 12 1/2 Cured No. 2 11 1/2 Calfskins, green, No. 1 13 Calfskins, green, No. 2 11 1/2 Calfskins, cured No. 1 14 Calfskins, cured No. 2 12 1/2 Pelts Old Wool 30 Lambs 75 @ 1 25 Shearings 50 @ 1 00 Tallow No. 1 @ 5 1/2 No. 2 @ 4 1/2 Wool Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Ode Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 7 1/2 Cut Leaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Grand Made Cream 15 Peanut Cream mixed 13 O F Firehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 Sua Bias Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolate 13 Eureka Chocolate 13 Quintette Chocolate 12 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital Cream Opera 12 Ital Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molasses Kisses, 10 lb. box 1 20 Orange Jellies 50 Fancy-in 5 lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Grand Made Crms. 80 @ 90 Cream Buttons 60 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assrt. 2 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 13 00 Pop Corn Dandy Smack, 24s 55 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 2 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulkit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts 13 @ 13 Cal. No. 1 9 Walnuts, soft shelled 16 Walnuts, Grenoble 15 Table nuts, fancy 15 Pecans, Med. 16 Pecans, ex. large 18 Pecans, Jumbos 20 Hickory Nuts per bu. Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 8 1/2 @ 9 1/2 Pecan Halves 75 Walnut Halves 82 Filbert Meats 27 Alcanta Almonds 42 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns, Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo Roasted 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

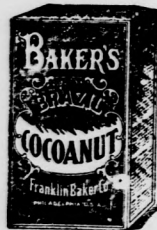
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds6 1/2 @ 7 1/2
Chucks5 @ 6 1/2
Plates4 1/2 @ 8
Livers3 @ 8

Pork

Loins@ 11 1/2
Dressed@ 8 1/2
Boston Butts@ 10
Shoulders@ 9 1/2
Leaf Lard@ 10
Trimnings@ 8 1/2

Mutton

Carcass@ 8
Lambs@ 13
Spring Lambs

Veal

Carcass6 @ 8 1/4

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..1 29

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids:
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/4 to 2 in.9
1 1/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

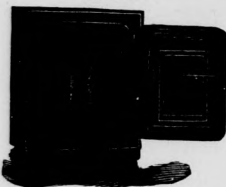
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 30
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 35

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

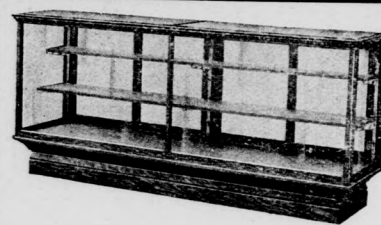
Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



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.

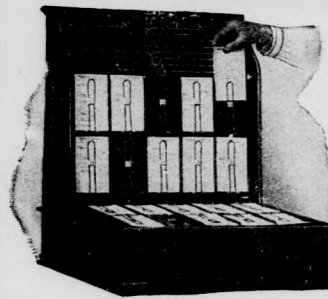
Good to the Very End

S.C.W.
5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.



The
McCaskey
Account
Register

with our COMPLETE records reduces the keeping of accounts to a SCIENTIFIC SIMPLICITY.

It handles ALL TRANSACTIONS with only ONE WRITING and gives you EVERY DETAIL of the transactions. You have a COMPLETE CHECK on your customers as well as a check on YOUR CLERKS.

There can be no CARELESSNESS or FORGETTING to charge goods.

NO DISPUTES with customers.

It complies with ALL REQUIREMENTS of the law.

It furnishes you with COMPLETE PROTECTION.

It handles credit sales AS FAST as you can handle CASH sales.

It is SYSTEM without red tape.

If you are in business to MAKE MONEY—INVESTIGATE. A postal will bring the information.

The McCaskey Register Co.

Alliance, Ohio

Mrs. of the Famous Multiplex Duplicating Sales Pads.

J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan
Agencies in all Principal Cities

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Rent—Good store building, two-story, suitable for general store or meat market, 22x60, with basement. Best location. Address D. Vanluven, Crystal, Mich. 596

The best paying business in the world (requiring no capital) is real estate and its side lines. If you make less than \$3,000 a year, wish to become independent and call time your own, take our Standard Correspondence Course in real estate. It makes you competent to earn a large income. Some of our students are traveling men who co-operate with us and make good incomes on the side. Write for free book, endorsements, etc. American School of Real Estate, Dept. T., Des Moines, Ia. 595

"Ten Million Dollars" for the asking. Investors write J. D. Blue, Jr., Cedar Rapids, Ia. 594

A fine suburban business corner, just over the city line, where taxes are low—surrounded by a well built up and fast growing residence district, both in and outside the city line. Rare chance for a man with a little money to establish himself where he could enjoy city patronage at village expenses. \$1,000 takes it. Address Owner, care Tradesman. 592

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman. 591

For Sale—Established job printing office. Center of business district, Indianapolis, Indiana. Am owner. Other business and must sell. Will sacrifice. J. O. Packard, Cadillac, Mich. 590

To Exchange—280 acres Michigan stock farm, 200 cleared, balance pasture and hardwood timber. Fine houses and barns. Good soil, level. Fruit. Price \$14,000. Want general merchandise or hardware. Evans & Holt, Fremont, Mich. 589

Since the holidays agents make big money selling our Combination Card Case, Cards, etc. Catalogue free. Economy Co., 585 Lake, Chicago, Ill. 588

For Sale—One 2-horse huckster wagon in good repair. Will hold up two tons. Doors on it, so it can be enclosed and locked. Kirkpatrick & Ruehrmund, Cardington, Ohio. 603

For Sale—A good clean stock of groceries and notions. Well established business. Located in the most rapidly growing section of Grand Rapids. New store building. Good reasons for selling. Address No. 599, care Michigan Tradesman. 599

For Sale—Clothing stock, clean, up-to-date in county seat town Central Michigan. Old-established business. One other clothing store. Good reasons for selling. No trades considered. Address No. 598, care Tradesman. 598

For Sale—\$3,000 stock of bazaar goods in good Southern Michigan town. A bargain for a ready buyer. Address No. 597, care Michigan Tradesman. 597

For Sale—Stock hardware. Only one in live town. Wade Bros., Traverse City, Mich. 602

For Sale—Entire stock millinery and all fixtures for \$1,000, downtown location, rent \$100 monthly, including heat; lease for five years. This is a bargain and should be taken quickly. Apply J. E. Post, 20-21 North Division, Grand Rapids, Mich. 604

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

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

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—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 factories, 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

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

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 2226, Boston, Mass. 573

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 or Trade—We are willing to give you a bargain of \$3,000; house could not be built for less than \$7,000; good barn, three lots; one of the best residence locations in Grand Rapids; will take \$5,500. Would consider outside income property or drug stock to the amount of \$1,500. Yes, will give long time on \$1,500. Must change climate. Address Climate, care Michigan Tradesman. 482

For Sale or Exchange—Stock of woolen tailoring goods and trimmings. Address No. 577, 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

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—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

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—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—To exchange well-established manufacturing business, including patent, for clean stock of merchandise or desirable real estate. H. J. Cortright, Marshall, Mich. 530

Butcher's Boston Polish is the best finish made for floors and interior woodwork. Not brittle; will not scratch or deface like shellac or varnish. Send for free booklet. For sale by dealers in paints, hardware and house furnishings. The Butcher Polish Co., 356 Atlantic Ave., Boston, Mass. 505

For Sale—Twelve room hotel and saloon in growing town of about 500. The only saloon in town; established six years; reason for selling, other business. Buyer must have \$3,500 cash, no agents. Address F. L. Myers, Montgomery, Ill. 502

For Sale—Old-established candy store, ice cream parlor and news-stand. Up-to-date in town near Grand Rapids. Reason for selling, other business. Address "Good," care Michigan Tradesman. 506

For Sale—\$10,000 to \$12,000 stock dry goods, notions, carpets, etc., largely staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman. 528

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—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 \$3,200. 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. 33x

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, 1261 Adams Express Building, Chicago, Ill. 577

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

SITUATIONS WANTED

Wanted—Position as traveling salesman. Can furnish A1 references. Address "Traveler," care Tradesman. 601

HELP WANTED.

Wanted—A soda dispenser, capable of assisting in a drug store. Steady employment. Write F. W. Richter, Niles, Mich. 600

Wanted—A good, bright grocery clerk for general store. Must be of good habits and well recommended. Address Clerk, care Michigan Tradesman. 587

Help Wanted—We are supplying the entire Northwest with general store clerks, book-keepers, stenographers, etc. We have several good positions now open. Send for booklet and further particulars. S. A. Morawetz & Co., 910 Security Bank Bldg., Minneapolis, Minn. 593

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 years' experience. Edw. L. Marcoux, 103 Ottawa St., Muskegon, Mich. 581

Want Ads. continued on next page.

Recent Business Changes in the Buckeye State.

Cincinnati—H. J. Krieger is succeeded in the meat business by F. J. Ritter.

Cleveland—M. E. Wilkenson, who conducts a restaurant, has uttered a chattel mortgage for \$280.

Ironton—W. H. Lynd is succeeded in the grocery business by Jas. C. Lynd.

Moons—Patton & Haines will continue the general merchandise business formerly conducted by M. Patton.

Wellstown—The hardware business formerly conducted by H. P. McGlee will be continued by Camick & Rice.

Youngstown—Silas A. Mentzer is succeeded in the drug business by Geo. M. Stahl.

Youngstown—Samuel Gold, dealer in boots and shoes, has filed a voluntary petition in bankruptcy.

Youngstown—The Youngstown Paper & Twine Co. is succeeded by the Ohio & Penn. Paper Co.

Columbus—J. B. Glick succeeds G. W. West in the boot and shoe business.

Canton—Chas. Miller succeeds S. Yungen in the grocery business.

Columbus—The Bowland, Morehouse & Martens Co., which deals in dry goods, has changed its name to the Morehouse & Martens Co.

Columbus—C. E. Kern succeeds Kern & Haller in the tailoring business.

Massillon—The furniture business formerly conducted by W. D. Benedict will be continued by the Benedict Co.

New Holland—Forrest & Atkins, tailors, are succeeded by Forrest & Bryant.

West Salem—Ferguson & King succeed the West Salem Hardware & Furniture Co. in business.

Andover—A. W. Gibbs will continue the clothing business formerly conducted by A. W. Gibbs & Co.

Columbus—A. Anspach & Co. are the successors to Ward & Ward in the dry goods business.

Gibsonville—Cupp & Son succeed the Cupp-Notestone Co. in the general merchandise business.

Manchester—W. G. Grierson is succeeded in the meat business by F. P. Tulley.

Oberlin—Squire & Son succeed Squire Bros., dealers in boots and shoes.

Wooster—The grocery business formerly conducted by King & Sherrick will now be continued by J. B. Sherrick.

Youngstown—The Stambaugh-Thompson Co. succeeds the Morris Hardware Co.

Alliance—The Tanner Grocery Co. is succeeded in business by Rolli & Schary.

Fredericktown—Application has been made for a receiver for Simons & Harris, hardware dealers.

Mt. Vernon—T. H. Trimble & Son are the successors of Allen & Trimble & Son, grocers.

Mt. Vernon—E. E. Kirk & Co. succeed E. E. Kirk in the millinery business.

Mt. Vernon—Frank George will

succeed George Bros. in the confectionery business.

Shelby—The drug business of Phillips & Walters will be continued by W. H. Phillips.

Sunbury—B. L. Brown will continue the general merchandise business formerly conducted by B. L. Brown & Co.

Ada—W. T. Marty is succeeded in the cigar business by J. J. Arnold.

Akron—The clothing business formerly conducted by J. Koch & Co. has been merged into a stock company under the style of the J. Koch Co.

Arcanum—W. H. Fritz succeeds C. Wittenmeyer in the harness business.

Recent Trade Changes in the Hoosier State.

Indianapolis—Wm. Wright succeeds Stitt & Lee in the grocery and meat business.

Knox—Seagraves & Wilhelm, general storekeepers, have dissolved, Mr. Seagraves retiring from the firm.

Knox—Geo. Trevor is moving his stock of dry goods to Hamlet.

Markle—Fox & Colbert succeed R. E. Fox in the hardware business.

Tipton—F. S. Vawter will succeed Vawter & Speckbaugh in the drug business.

Warsaw—Selson Webber succeeds the Webber Hardware Co. in the hardware business.

Pine Village—W. O. Smith is succeeded in the hardware business by Wm. O. Thomason.

Somerset—Ira Crumrine has withdrawn from the firm of Ogan & Crumrine, dealers in general merchandise.

Ashley—H. N. Amerman succeeds H. S. Osfall in the general merchandise business.

Broad Ripple—C. H. Pearce & Co., dealers in general merchandise, have changed their name to the Broad Ripple Cash Grocer Co.

Elnora—T. R. Cherry & Son succeed H. L. Hyatt in the general merchandise business.

Rochester—The cigar manufacturing business formerly conducted by A. J. Carr & Co. will be continued by C. V. Leonard.

Stendale—C. D. Henke will continue the business formerly conducted by Maxey & Henke, dealers in general merchandise.

Fort Wayne—The meat business formerly conducted by Schwalm Bros., will be continued by Edw. Schwalm.

Knox—F. A. Hoffman & Co. will continue the handle manufacturing business formerly conducted by F. A. Hoffman.

Marion—J. W. Kelley is succeeded in the furniture business by the Jno. Kelley Co.

Claypool—John Frantz is succeeded in the hardware business by Frantz Bros.

Hammond—The business formerly conducted under the name of the Standard Manufacturing Co. will be continued under the style of the Specialty Muslin Underwear Co.

Petersburg—Ruchriegel Bros. succeed Jno. L. Braden & Co. in the harness business.

Portland—W. B. Miller will con-

tinue the buggy business formerly conducted by Miller Bros.

Whitewater—Thos. S. Pyle, general merchant, is succeeded by the Pyle Mercantile Co.

Marion—O. S. Jones succeeds Jones & McCoy in the tinning business.

Keystone—E. F. & H. Alexander are moving their general stock to Montpelier.

Mooresville—O. G. Warren will continue the dry goods business formerly conducted by Shuffleborger & Warren.

Red Key—E. W. Anders succeeds Eden & Co., general merchants.

Rockport—Hy Hock will continue the grocery business formerly conducted by W. H. Brother.

Manufacturing Matters.

White Pigeon—A new corporation has been formed to manufacture burial cases under the style of the White Pigeon Casket Co. This company has an authorized capital stock of \$50,000, of which amount \$7,000 has been paid in in cash and \$43,000 in property.

Detroit—The American Manufacturing & Mercantile Co. has been organized to manufacture cement building material, with an authorized capital stock of \$50,000, of which amount \$28,000 has been subscribed, \$300 being paid in in cash and \$25,000 in property.

Detroit—The Herpicide Co., which manufactures drugs, has merged its business into a stock company under the same style with an authorized capital stock of \$50,000, of which amount \$50,000 has been subscribed, \$9,792.80 being paid in in cash and \$40,206.20 in property.

Saginaw—The Berst Manufacturing Co., engaged in the production of toothpicks and other wooden specialties and consuming about 5,000,000 feet of maple and birch lumber annually, will operate toothpick camps on Bois Blanc island the remainder of the winter. The logs are brought by rail to Saginaw.

Nolan—The turpentine plant, which has been producing turpentine and by-products from pine stumps, is being dismantled and will be replaced by a much larger plant, the enterprise having been demonstrated an unqualified success and a remunerative proposition. The machinery is already arriving on the ground.

Ewen—E. J. Humphrey has been scouring Ontonagon county for men for his logging camps. He has finished one job for the Nester Estate, of Baraga, completing a contract which called for the cutting of 700,000 feet. He has begun work on another contract for the same concern, which requires the cutting of 1,500,000 feet of logs on the middle branch of the Ontonagon river.

St. Ignace—It is estimated that 11,000,000 feet of timber will be cut in the Carp River district of Mackinac county this winter. Somewhat more than half of this will be logged by the Central Paper Co., of Muskegon, including 1,000,000 feet of birch to be sawed at Nogi, and the remainder is being cut for M. D. Olds, a lumberman of Cheboygan. There is con-

siderable pine but three-fourths of the cut will be hemlock.

Bay City—The Michigan Pipe Company is operated this year for the first winter in its history. This plant was originally built more than thirty years ago for the manufacture of wooden pipe from pine logs. A year ago the plant was destroyed but it was rebuilt on a more extensive scale and business came along so fast that it became necessary to install a hot-water pond and operate all winter to keep abreast of orders. The company has several million feet of pine logs now in its boom and is adding to the stock.

Michigamme—The Oliver Iron Mining Co., which is conducting logging operations a few miles west of Michigamme, is shipping the heavier timber being cut to the mill at the Channing mine, where it will be sawed into lumber. Some very fair pine and hardwood is being taken out. All of this will go to the mill and the lagging and other small stuff to be used in the mines will be shipped direct. There are several carloads on a siding at Channing waiting for the track leading to the mill to be opened. The mill will be started in the spring.

A Niles correspondent writes as follows: Laurens P. Davis, who has been employed by the Niles Steel Tank Co. for several years as traveling representative, has resigned his position and has taken a similar situation with the Mishawaka Wheel and Pulley Works, otherwise known as the Dodge Manufacturing Co.

The self-satisfied seldom are satisfactory.

BUSINESS CHANCES.

Clothing and furnishing stock of \$1,500, located in manufacturing city of 12,000. Only four other stores. Can give purchaser five year lease. Cheap rent. Will sell lease and fixtures alone or any portion of stock can be bought at 60c. Leher, 49 N. Saginaw St., Pontiac, Mich. 610

For Sale—A good paying feed, flour and farm implement business. Also handle poultry, grain and beans. For further particulars address No. 606, care Michigan Tradesman. 606

Wanted—Immediately, a butcher, one who would be willing to make himself useful about a general store. A young man preferred. Apply to Nessen Bros., Glen Arbor, Mich. 607

Converting stocks into cash, our hobby. Our system will close out your business satisfactorily or no pay. All references. G. E. Breckenridge Auction Co., Edinburg, Ill. 608

Timber estimated anywhere in South and Mexico. Investors interests closely guarded. Hardwoods a specialty. Farm, truck and timber lands. Expert on soils and crops in South and Cuba. Formerly Bay City, Mich. J. A. Clark, Box 733, Houston, Texas. 605

For Sale—Minnesota improved farms, \$30 per acre and up. Wisconsin and Minnesota timber lands for sale and exchange towards prairie land or general merchandise. A. H. Schroeder, Manakato, Minn. 609

For Sale—Located on a railroad, a three-story frame building, 50x100 with 100 horse power boiler, engine, large dry kiln, 1 1/4 acres of ground, well located to secure cheap labor. Address Breon Lumber Co., Williamsport, Pa. 611

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

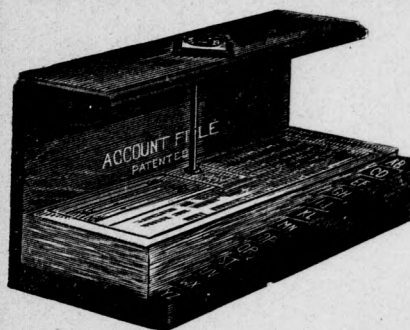
Wanted—To learn of a good sized prosperous village that is in need of an up-to-date electric lighting plant. Address Electric, care Michigan Tradesman. 554



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.

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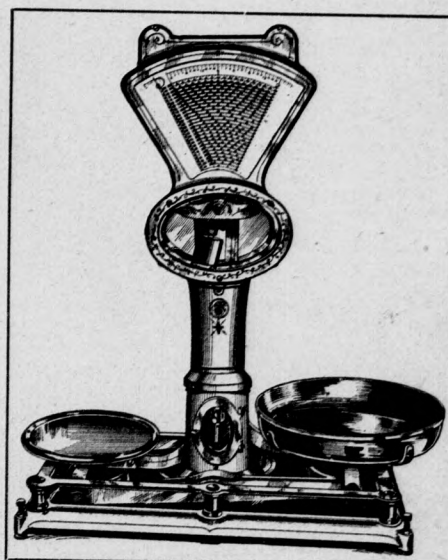
New hair-line weight and value indicator.

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Cut out this advertisement and send it to us with your name and address.

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when carrying their goods in stock and you will always be sure of drawing the best class of trade and keeping them.

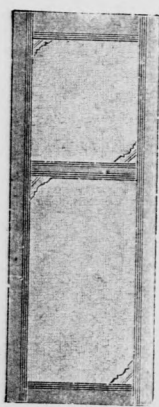
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24 sets Fancy Teas	\$0 36	\$8 64
3 dozen Pie Plates	41	1 23
12 dozen Breakfast Plates	58	6 96
3 dozen Coupe Soups	58	1 74
6 dozen Fruit Saucers	27	1 62
1 dozen Bowls, 30s	72	72
2 dozen Oyster Bowls	72	1 44
1 dozen 7-inch Bakers	1 08	1 08
1 dozen 8-inch Bakers	1 62	1 62
2 dozen 7-inch Scallops	1 08	2 16
2 dozen 8-inch Scallops	1 62	3 24
1/2 dozen 8-inch Platters	90	45
1 dozen 10-inch Platters	1 62	1 62
1 dozen Covered Chambers	4 32	4 32
1/2 dozen Ewers and Basins, roll edge	9 72	4 86
1 dozen Jugs, 30s (creamers)	1 08	1 08

Total for Full Packages \$42.78

Total for Half Packages \$21.39

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The finest and most representative line which it has ever been our fortune to show. Every style and grade are represented and the color combinations are unusually happy and attractive. We offer some very strong inducements in this line that you cannot fail to appreciate.

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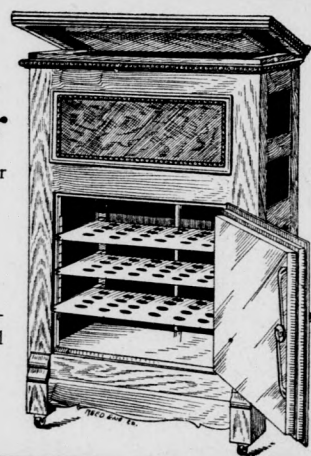
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