

MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 27, 1907

Number 1223

The Ladder of St. Augustine

Saint Augustine! well hast thou said,
That of our vices we can frame
A ladder, if we will but tread
Beneath our feet each deed of shame!

All common things, each day's events,
That with the hour begin and end,
Our pleasures and our discontents,
Are rounds by which we may ascend.

The low desire, the base design,
That makes another's virtues less;
The revel of the ruddy wine,
And all occasions of excess;

The longing for ignoble things;
The strife for triumph more than truth;
The hardening of the heart that brings
Irreverence for the dreams of youth;

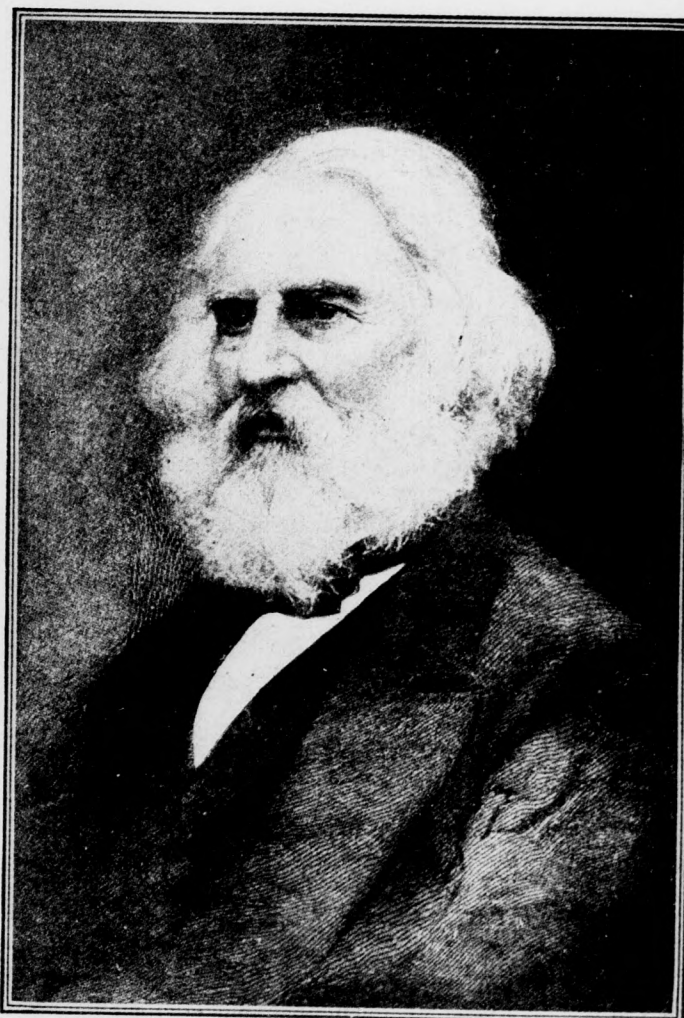
All thoughts of ill; all evil deeds,
That have their root in thoughts of ill;
Whatever hinders or impedes
The action of the nobler will—

All these must first be trampled down
Beneath our feet, if we would gain
In the bright fields of fair renown
The right of eminent domain.

We have not wings, we cannot soar;
But we have feet to scale and climb
By slow degrees, by more and more,
The cloudy summits of our time.

The mighty pyramids of stone
That wedge-like cleave the desert airs
When nearer seen and better known
Are but gigantic flights of stairs.

The distant mountains that uprear
Their solid bastions to the skies
Are crossed by pathways that appear
As we to higher levels rise.



HENRY WADSWORTH LONGFELLOW
Born Feb. 27, 1807, one hundred years ago to-day.

The heights by great men reached and kept
Were not attained by sudden flight,
But they, while their companions slept,
Were toiling upward in the night.

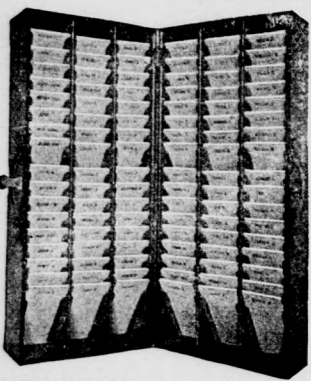
Standing on what too long we bore
With shoulders bent and downcast eyes,
We may discern, unseen before,
A path to higher destinies,

Nor deem the irrevocable Past,
As wholly wasted, wholly vain,
If, rising on its wrecks, at last
To something nobler we attain.

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



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

A. H. Morrill & Co.
105 Ottawa-St., Grand Rapids, Mich.
Bell Phone 587 Citizens Phone 5087

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

can sell it. You can

MAKE MONEY ON IT

That's the point
Write for prices and terms

Roasted Daily

Judson Grocer Co.
Grand Rapids, Mich.

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company
Grand Rapids, Mich.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 27, 1907

Number 1223

**GRAND RAPIDS
FIRE INSURANCE AGENCY**
THE MCBAIN AGENCY
Grand Rapids, Mich. The Leading Agency

SST\$ES\$N\$O\$G\$R\$A\$P\$H\$Y

There are dollars in stenography.
Our course will prepare you to earn them.

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

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

ENEMIES TO THE CITY.

A gang of hirelings have established themselves in an office in the Michigan Trust building and are circulating around among local business men soliciting subscriptions and advertising for a year book alleged to be gotten up under the auspices of the Michigan Federation of Labor. The argument these solicitors are using is about as follows:

Trades unions are in ill repute largely through the misconduct of their own members. Instead of living up to their by-laws, union men as a class devote their meetings almost exclusively to discussing grafting tactics and to devising ways by which they can secure "scale" and blackmail from manufacturers who furnish the raw materials used by their employers. Instead of putting good men at the front they fill the officers' chairs with fakirs and grafters—men whose morals are debauched and whose practices are pernicious—men who use their positions to extort blackmail and graft at every opportunity. We realize that the membership of the unions has fallen off 40 per cent. during the past three years, and that at the present ratio of decadence there will not be a union man in Michigan six years hence. To prevent this result and to bring about a reform in trades unionism which will enable us to dump the snides and cheats in the abyss of oblivion and place our membership on an honest and reputable basis, we are asking the business men of Michigan to contribute to a fund to act as a purger.

Of course, such statements are only a subterfuge to secure a hearing and obtain the interest and sympathy of the auditor. The solicitors are probably not sincere in their pretensions, but have found that such admissions are the only pretext by which they can secure attention.

Any man who contributes a dollar to such a cause is an avowed enemy to Grand Rapids and her best interests, because by so doing he places a stumbling block in the pathway of the Board of Trade in its effort to secure new manufacturing enterprises. No far-seeing manufacturer will remove to a town where union men predominate and union methods prevail, because experience has demonstrated, time and time again, that as union membership and influence increase industrial conditions decay. Viewed from any standpoint except that of political expediency any one who furnishes the sinews of war to renew the propaganda of disturbance and riot peculiar to union domination stamps himself as an enemy to the city's progress.

The entailment of union domination and the extermination of pernicious unions affecting the well be-

ing of the furniture trade of this market have been accomplished only by long-continued concert of action on the part of Grand Rapids manufacturers and business men and the expenditure of thousands of dollars voluntarily contributed by local champions of the open shop and industrial peace.

If you are an enemy of your home city and desire to see it remain at a standstill or degenerate, by all means receive these cohorts of unrest with open arms and insist that your name appear conspicuously in the year book as a friend of union labor. On the other hand, if you are a loyal citizen of Grand Rapids and desire to throw the weight of your influence with law and order, civic progress and moral uprightness, kick these emissaries of evil into the gutter.

THE ALTRUISTIC SPIRIT.

Anyone who doubts the force and influence of that occult quality known as altruism may find food for thought right here and now in the city of Grand Rapids. Even the most skeptical of persons are willing to admit that now and then there are genuinely patriotic citizens who, because of their environment and a little personal gain, perhaps, have a certain degree of loyalty to their home town, but whenever these persons hear of an act performed solely for the pleasure it gives to others and for the satisfaction there is to those who perform such acts, in witnessing the pleasure thus bestowed, they sneer and have something silly to say about altruism.

Quite a number of years ago a citizen of Grand Rapids from its very birth, almost, until his death, gave to the city that most beautiful property known as John Ball Park. Mr. Ball was a man of learning, both from the books and world-wide travel. He was utterly without avarice and his circle of intimate friends was not, as such things go ordinarily, extensive. A man of studious habits and of a quiet, unassuming nature, his love for all living things was boundless. His splendid gift to the city, toward the building of which he had already contributed so much, was a kindly, spontaneous demonstration of his altruistic temperament. It was the best way he knew to achieve great happiness for himself.

A few years ago another generous park gift, the Antoine Campau Park, was bestowed upon our city as a memorial to a fine old French pioneer of Grand Rapids by a broad minded descendant whose pride in our city and liberal love for all mankind prompted him to make the gift. Shortly thereafter and from the same source came the ornate and most complete library building—by far the finest structure of the kind in Michi-

gan—and its equipment, the Ryerson Public Library. Such bestowals are not the result of shrewd and crafty consideration with no object other than the purely material in view. They are distinct, unequivocal examples of doing things for others for the pleasure there is in the doing.

A trifle over a year ago Madame Garfield, Mr. and Mrs. Charles W. Garfield and Mrs. N. A. Fletcher, all of this city, gave to Grand Rapids what is forever to be known as The Playground, with its Garfield Lodge, a place for the children and perpetually free to them as the initial and well-equipped feature of a welfare development in this city, which is already spreading and is as sure to continue its growth as that the sunshine warms the earth.

Just now we are entitled to rejoice and give thanks over the splendid recent gift by the Coit estate of Coit Park, and the equally generous and beautiful donation by Mr. and Mrs. Dudley Waters of the Mary Waters Playground, so located that it makes available for recreation purposes the city's old settling basin property. No more forceful argument can be made as to the steady and irrepressible growth of the true spirit of altruism, among those who are so fortunate as to be able to enlist in such public welfare service and who are proud and loyal citizens of Grand Rapids, than that which has already been made by the donors referred to.

The pity of it all is that once in a great while, and yet much too often, there arises a capacious critic who digs sneakily and hatefully down into the depths of his little soul in search of some murky, miserable theory which, in his own mind, goes to prove that it is all bosh to prate about altruism.

In the opinion of the Tradesman it is about time that business men took steps to prevent irresponsible attorneys from making themselves trustees of trust mortgages. This practice has been altogether too common in the past and, as a result, much dissatisfaction has arisen. A lawyer without responsibility and whose career is besmirched by reprehensible practices and unprofessional conduct has no right to act as trustee in a case of this kind, and the sooner such practices are stopped and business men refuse to permit such misuse of authority and opportunity, the better it will be for all concerned.

The recording angel doubtless has to keep a special set of books in which to record secrets women do not keep.

Dead men tell no tales, but the anecdotes their friends tell about them more than make up for it.

EIGHTY CENT GAS.**When Will the Psychological Moment Arrive?**

The Milwaukee Gas Light Co., which is a constituent company of the American Light and Traction, has long maintained as the price for gas to the ordinary consumers, 80 cents when used for fuel and \$1 for lighting, separate meters being used to measure the consumption for the different purposes. The company has recently done away with the distinction, making the price 80 cents net to all alike, with still further concessions to large consumers. This reduction was made after a period of agitation for municipal ownership by the socialistic element and threats of legislative action. In the course of this agitation Col. E. G. Pratt, then manager of the company, made the interesting remark that "no corporation which did not keep its profits within reasonable bounds could survive." He also declared that corporations must be reasonable and pledged that "the moment the Gas Company found it could reduce prices and still maintain a fair profit, that time would mark the voluntary reduction of the price to Milwaukee people."

The psychological moment seems to have arrived for Milwaukee. The price has come down. But should not Col. Pratt's reasoning as to what should be the policy of the corporation apply to Grand Rapids? There is no agitation here either for a new gas company nor for municipal ownership, nor is there any strong socialistic element making strange demands. But is not the local company in such a happy situation as to make a reduction in price possible? It is true the company did cut its price from \$1 net to 90 cents about five years ago, but is not another cut pretty nearly due?

What the company's earnings were for 1906 can not be ascertained at this time, but the figures are at hand for 1905. The statement for 1905 is to the following effect:

Cost of plant	\$2,854,926 84
Bonds	1,225,000 00
Bills and accts. payable and other liabilities ..	504,107 73
Capital stock	1,000,000 00
Earnings.	
Gross from sale of gas ..	\$ 559,537 00
Miscellaneous	170,238 63
	\$ 729,775 63
Disbursements.	
Labor	\$ 172,231 36
Taxes	28,153 11
Supplies	236,045 01
Miscellaneous, including maintenance and extensions	75,541 80
	\$ 511,971 28
Net earnings	\$ 217,804 36
Bond and other interest.	85,700 52

Surplus

This surplus represents 13.2 per cent. on the company's capital stock, but by rights to this surplus should be added a good share of the \$75,541.80 charged to "miscellaneous expenses, including maintenance and extensions." If this be done the sur-

plus would be approximately \$200,000 for the year or 20 per cent. on the capital. Is 20 per cent. or even 13.2 per cent. beyond the "reasonable profit" which a public service corporation should look for?

The company charges the ordinary consumer 90 cents, as has been stated. If any reduction in price were made its effect would be seen in the "gross earnings from the sale of gas." These earnings in 1905, as the statement shows, were \$559,537. Were the price to be reduced to 85 cents, the gross earnings would be approximately \$528,445, or \$31,092 less, and if cut to 80 cents, the Milwaukee level, the earnings would be about \$497,360, or \$62,177 less. The effect on the surplus would be to reduce it to \$101,011 or 10.1 per cent. on the stock issue for 85 cents gas and to \$69,926 or nearly 7 per cent. for 80 cent gas, and the company would still have its \$75,541.80 to put into "miscellaneous expenses including maintenance and extensions."

When the figures for 1906 shall be available it is likely that a substantial increase will be shown in the earnings from the sale of gas. If this increase is no more than 5 per cent. the difference in gross earnings would be about \$28,000, with very little difference comparatively in the labor and material items. It would very likely swell the surplus on 80 cent gas to an 8 per cent. basis at least.

In this connection it is interesting to compare the company to-day with what it was in 1895, twelve years ago, when it passed into the McMillan control. The purchase price of the property, including visible assets, franchises, good will and legal expenses, was \$1,225,000 or the amount of the bond issue. The cost of the plant as it stands now, or rather as it stood in 1905, ten years later, was \$2,854,926.84, against which current liabilities were outstanding to the amount of \$504,107.73. Deducting these liabilities the net cost is about \$2,350,000, or an increase of about \$1,125,000 in ten years, an average increase of about \$112,500 a year. No additional capital has been put into the enterprise. The increased investment has all come from the surplus put back into the plant in improvements and extensions.

In 1895 the company's net earnings above bond interest charges were \$55,834.20; in 1905 they were \$132,103.84, an increase of about 250 per cent. The book-keeping in 1895 may have placed maintenance and extensions in the disbursements column, as was done in 1905, but it is not likely the amount reached any such figure as \$75,541.80.

The Grand Rapids company ought to reduce the price to 80 cents, and its statement shows that it can very well afford to do so and still leave a comfortable margin for profits. The experience the company has had in making reductions in the past has been that the loss of revenue is but temporary, that the increased consumption sure to follow very soon makes up the deficiency.

New Industries Will Give Employment To Hundreds.

Port Huron, Feb. 26—Unless all signs fail 1907 will be a hustling year in this city and one of the best in its history. The spring will open with the new automobile plant in operation and employing probably a couple of hundred men, many of them good machinists and earning good wages.

The Fead Knitting Mills is a new institution which is already under way and employing seventy-five persons.

The Huron Packing Co. proposes making extensive additions and if the courts would only release their grasp the machinery would be running inside of ten days. A score of applications have been received by the chamber of commerce the past year for the use of this property.

The South Park factories are simply loaded down with orders and the managers look forward to a record breaking year.

The Grand Trunk shops will be employed to the limit. The new ship-building industry will also give employment to 150 men as soon as the spring opens.

A local confectionery industry promises to enlarge its business in the near future and go after the wholesale trade. This city used to be the candy center of Eastern Michigan.

One of the largest box making companies in Wisconsin is corresponding with the Chamber of Commerce toward securing a location in this city for the manufacture of pack-

ing boxes. This would be a branch of the parent concern and would employ 150 men. Port Huron's advantages for securing lumber and fuel by water have attracted this company.

Through the efforts of this organization all of the railroads and marine transportation companies entering this city will give additional space in their tourist publications this year in advertising and proclaiming the beauties of this city as a summer resort.

Good Times Ahead for Midland.

Midland, Feb. 26—Rumor has it that the Dow Chemical Co. is about to merge with the United Alkali Co. of Great Britain and Germany. After the annual meeting of the company, which was held at Cleveland last week, A. W. Smith and A. N. Converse, of Cleveland, two of the largest stockholders in the Dow Co., were here and stated that another industry of importance would come to this place soon to manufacture a new product. There is considerable speculation as to what the product will be.

New Mill Nears Completion.

Empire, Feb. 26—The new mill of the Empire Lumber Co. is nearing completion. It is thoroughly up-to-date. The company has sufficient timber holdings in the immediate vicinity and nearby to keep the mill in constant activity for about fifteen years, and has options on enough more timber to insure a still longer life. The company owns 12,000 acres of valuable farm lands adjacent to this place.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

NEWSBOY TO MERCHANT.

How Jimmy Connors Went Up the Ladder.

Jimmie Connors was a scientific newsboy. That is why he now is a trusted department manager in a downtown hardware firm, and if he ever reaches a higher rung on the ladder of success than the one he is on now he will owe it to the same energy and foresight that enabled him to reduce his first job, that of selling newspapers, to an exact system. Jimmie was born while the silver spoon was on its annual vacation, and his early education was pounded into him by that rough old teacher to whom the poets refer as the best in the pedagogical profession. When he still was in the primary class he was given a bunch of afternoon extras for a textbook, and Jimmie, with an appetite that was bordered on all sides by a first class vacuum, found that the only way to eliminate this large and unnecessary border was to dispose of his textbooks to whatever passerby cared to take them off his hands at one cent each.

That was the start, and those who know Jimmie predict a finish that will land him well up among the high and mighty. He early learned the importance of little things, and this learning he applied to his first business venture just as he is applying it to his present work.

Jimmie was a newsboy only a few years before he developed into a merchant. His stock in trade was the same after he became a merchant as it was while he was a newsboy, but there is a great distinction between newsboys and merchants. Anybody can be a newsboy, but it requires brains to be a merchant, and Jimmie was long on brains.

All merchants are students of human nature, and Jimmie, true to his calling, made it a point to know the men and women with whom he dealt. He didn't bother about knowing their names, because that was not as necessary as a thorough knowledge of their natures and tastes. He early learned what the majority of present day newsboys have not yet found out, and that is, that the average man or woman does not like to look for his or her paper on the door-step in the morning only to find that it has blown over into the next yard, or, what is equally bad, that it was thrown carelessly on the floor of the vestibule, where everybody coming into or leaving the house or flat could walk over it.

He looked upon this practice, so common among newsboys, as a defect in the business, and soon determined to alleviate it. This he did by always making sure that every paper was securely folded and wrapped with a rubber band and then carefully pressed behind the door knob, where it could not fall out or be blown away.

At first Jimmie worked in the downtown district, but he soon picked out a better location in an outlying part of the city, where he worked up a sort of delivering and selling business. That is, he had a number of customers to whose homes he reg-

ularly delivered the morning and afternoon papers and then, to fill in the day, he had a stand at an important transfer corner where he sold papers to those who bought them from day to day rather than subscribed for any one paper regularly. Delivering, however, he looked upon as a side line, as it was in selling that he made most of his profits.

Nobody ever sold newspapers like Jimmie did. It was not his plan to merely hand out the paper and grab the money, as the average newsboy does. He studied his business and his customers. Located, as he was, at a transfer corner, he made it a point to learn in what particular department of the paper each of his customers was interested. One of the men who bought of him every morning was a broker and Jimmie saw that he invariably turned to the financial page the first thing. When he became sure that this man was interested in stocks and bonds he turned his paper to that page and handed it to him, neatly folded, as he hurried to the street car.

At first the broker thought it was merely an accident that his paper was turned to his favorite page, and while he was unconsciously thankful for being thus relieved of the necessity of wrestling with his paper in the wind or jabbing his fellow passengers in the crowded street car as he turned the pages, he did not associate the convenience with Jimmie. Gradually, though, he noticed that every morning his paper was turned and folded the same way, and then he remarked to one of his friends whom he met on the car that this certainly was an accommodating newsboy.

But the friend was not surprised. He also was a customer of Jimmie, and he had found out that the newsboy had learned in some way that his interest lay in sports. Every morning he had found his paper turned and folded to the sporting page, and he, like the broker, at first had supposed it was merely an accident and not business acumen on Jimmie's part. The broker thought it was the funniest thing he ever had heard of, and that day he told all his Board of Trade friends about it. Having a good income of his own, and appreciating the extra attention that was given him by the newsboy, the broker soon formed the habit of slipping Jimmie a quarter as he hurried on to his office. And the beauty of it was that this quarter came to him as a reward of merit and not as a tip.

Jimmie knew that he was giving the broker something he wanted and for which he was willing to pay. He did not take the trouble to turn and fold papers for nothing. He knew he had a good scheme and he soon found out that he could double and treble his income by that little extra attention to his business.

With the women he was the same way. He learned where each of his women customers traded and he figured, and rightly, that the average woman on her way downtown was interested more in department store advertisements than anything else,

and with this knowledge as a basis he soon learned where each of his customers did most of her trading.

One handsomely dressed woman was surprised one morning, just as the broker had been surprised, to find her paper turned so that the advertisement of her favorite store confronted her when she got on the car. She, too, thought it was an accident, but when the same thing happened several mornings in succession she began to think. Then she told her friends, and then—what was more important to Jimmie—she gave him a dime with the remark that he was a genius. Jimmie didn't bother about the genius part, but he knew that dime would come handy in his business.

Before long Jimmie had worked up such a trade that the circulation managers of the various newspapers began to make enquiries about him, and one man even condescended to visit him. None of them had been able to figure out why so many papers went to that corner, and when they found out there was frantic effort on their part to have his methods applied to other newsboys in other parts of the city. But it was no use.

Jimmie was Jimmie. His individuality was his own and try as they would the circulation managers could not convince the other newsboys that his system was a good one. In their estimation his plan involved too much work and as the income was without a promise of immediateness or certainty, the idea did not appeal to them.

Jimmie could not long remain a newsboy. One of the men to whom he sold a daily paper became interested in him and finally, when the time was ripe, he made Jimmie an offer that could not well be rejected. This man was in the hardware business and he figured that any boy that could sell newspapers as Jimmie sold them was fit for better things. His judgment proved correct and it was not long before the former newsboy was setting a pace in the hardware firm's office that made the other clerks wonder if he was run by electricity. In a few months he was promoted to a foremanship and then to the superintendency of a branch house. Before long he was taken back into the home office as a department manager, and now the head of the firm is beginning to wonder how long it will be before he is crowded out of the business altogether by his hustling and energetic subordinate.

Arthur West.

New Factory Buildings for Pontiac.

Pontiac, Feb. 26—The Rapid Motor Vehicle Co. is now receiving bids and expects this week to award the contract for the erection of three new buildings to add to its plant. A two-story building, 120x150 feet in size, will be equipped as a wood-working department, and after its erecting and furnishing the company will make its own bodies and do all the wood-work it requires on each machine. A testing house 80 feet in length will be erected and a dry kiln 20x40 feet.

Lansing Lands Another Factory.

Lansing, Feb. 26—Although the Michigan Screw works has been doing business less than two months it has been found necessary to run the factory nights in order to keep up with the orders. The demand for the product of the factory exceeds the expectations of the company's managers, and the plant may have to be enlarged before the end of the year. The Commonwealth Power Co. is completing the wiring of its machines at the new dam near Lyons, and by March 1 will be supplying power in this city from the new generators. The power now used in propelling the Lansing street railway is supplied by the Commonwealth Co. from its dam at Ceresco.

The company is making a very low rate on electricity for power in Lansing and vicinity, and expects to secure a contract to light the city of Mason. It is supplying a few Lansing factories with power and intends to enlarge its circle of customers here.

The Lansing Business Men's Association announces that it has landed another fine manufacturing institution for the city, but does not give out for publication the name of the concern nor the character of its business. It is said the factory will employ 200 men and will be one of the best manufacturing located by the Association during the past year or two.

Prefer To Remain Outside City.

Battle Creek, Feb. 26—This city's proposition to extend its limits has received two big jolts. The Grand Trunk Railway Co. now announces in a letter to Mayor Barnes that the road does not wish its \$3,000,000 car shops, already begun, to be included in the city limits as yet, while on the west side of the city the Lyon & Healy pipe organ industry also protests, saying that incorporation within the city limits would check some valuable improvements. It is believed the extension plan will be dropped for the present, at least, which will save Representative James Henry from worrying lest his little Urbantale be admitted as a new section of the city and thereby lose its identity.

Trouble can come from a too free giving of unmerited praise just as well as from unjustified faultfinding; but still, as the general tendency of humanity is yet toward faultfinding, it is too early to put up caution notices at the other end of the road.

WAREHOUSE
AT ROCKFORD.

for sale. Same freight rate as in Grand Rapids. A. I. town, together with a contract for buying produce for an outside party (on percentage basis) that own their own cars. No trouble in shipping. Guaranteed income, business good for \$1,800.00 to \$2,000.00 per year. Has room and could add lumber and cement business, greatly increasing earnings.

DECKER & JEAN

74 Monroe St.

GRAND RAPIDS, MICH.



Movements of Merchants.

Ypsilanti—M. J. Bliss will soon open a shoe store here.

St. Johns—M. A. Kniffin is succeeded in the implement business by Chas. Atkinson.

Clare—D. Crouse has sold his shoe stock to Wm. Lange, who will continue the business.

Escanaba—A. G. Laffkas, of Marquette, will succeed Chas. Frenns in the confectionery business.

Sparta—The capital stock of the Sparta State Bank has been increased from \$15,000 to \$18,000.

East Jordan—The firm of Boosinger Bros. has been re-established by Fred E. and John A. Boosinger after a little over a year's retirement of the latter. They will conduct their general merchandise business as before.

Grand Ledge—Mrs. L. M. Troxel, of Schoolcraft, has purchased the millinery stock of Mrs. M. I. Atwater.

Monroe—The capital stock of the Stoddard-Osgood Telephone Co. has been increased from \$10,000 to \$20,000.

Eastport—H. L. Dawson, of Central Lake, will soon engage in the furniture and undertaking business here.

Manton—J. Whitney Hubbell has purchased a store building here and will soon engage in the mercantile business.

Lansing—D. C. LeBaron and Murray Williams, formerly of St. Johns, will soon embark in the grocery business here.

Otsego—Frank Randall has sold his drug stock to O. J. Reyburg, formerly engaged in the same line of trade at Alto.

Marine City—Thomas Ward has purchased the T. S. & H. G. Lester hardware stock. Mr. Ward will continue the business.

Charlotte—A. R. Peck is succeeded in the firm of Peck & Lewis by James Lewis, who will continue the business at the same stand.

East Jordan—Ashland Bowen and Robt. Barnett have opened a new meat market and grocery store under the style of Bowen & Barnett.

Fowler—Chas. Doering has sold his men's furnishings and shoe business and will engage in the shoe business exclusively in Lowell.

Hartford—Perry & VanFleet, clothiers and shoe dealers, have dissolved partnership. Mr. G. C. Van Fleet retiring from the business.

Chief—The hardware and implement stock of Wm. Arnold & Co. has been sold to the receiver, John French, at 82 cents on the dollar.

Petoskey—J. J. Lamie and E. E. Pierce succeed John T. Starr and will continue the implement and feed business under the style of Lamie & Pierce.

Buckley—D. W. Walker, formerly of Kansas City, announces his intention of establishing a bank here as soon as the fixtures arrive and can be placed.

Constantine—Rex C. Merritt has sold his stock of drugs to Messrs. Walker & Lull, who will continue the business under the style of Walker, Lull & Co.

Ludington—Groening & Washatka announce their intention to add a line of clothing to their present stock of shoes and for this purpose will erect a new building.

Kalamazoo—J. VanHolde has sold his interest in the Ihling-Cone Furniture Co. Mr. VanHolde has not yet decided what business he will engage in in the future.

Kalkaska—Joseph Mayer has purchased the interest of A. Anspach in the general merchandise stock of Anspach & Mayer and will continue the business alone hereafter.

Holland—R. Weurding, formerly of Zeeland, has purchased the north half of the Holland City Mills site and will improve the property and erect a mill on the spot where the Holland City Mills stood.

Fremont—L. D. Puff has leased a store in the DeHaas block and will open the same about April 1 with a stock of hardware. It is his present intention to add a line of furniture thereto later.

Grand Ledge—James Kerr is succeeded in the implement and fuel business by Mason Soper and G. M. Every, who will take possession of same March 1 under the style of Soper & Every.

Lake City—Ardis Bros. & Co. have bought the stock of general merchandise of Alton S. Frey, and will consolidate the same with their already large stock. Mr. Frey will go West for his health.

Jackson—The entire stock of clothing and furnishings of the Loeb All-Wool Clothing Co. has been purchased by the Rochester Clothing Co., of Hillsdale, who will remove the stock to that place.

Petoskey—C. S. Comstock, grocer, has taken Thos. Scroggie as a partner. Mr. Scroggie was formerly engaged in general trade at Bay Shore until his building and stock burned about two months ago.

Battle Creek—The dry goods and millinery business formerly conducted by the Schroder-Curtis Co. will be continued by the Schroder Bros. Co., the capital stock being increased from \$40,000 to \$60,000.

Battle Creek—Chas. A. Young has sold his drug stock to Charles, John and William Dawson, who will conduct the business under the style of Dawson Bros. The new firm also conducts a drug store at Ann Arbor.

Sturgis—A. B. Whale and J. A. Loan, who have conducted a drug business under the style of the Sturgis Pharmacy, have dissolved partnership. Mr. Whale continuing the business. Mr. Loan will return to his former home in Clarkston.

Ionia—S. H. Rinker and W. S. Sly have purchased the stock of groceries and dry goods of S. R. Rice and taken possession of same. Mr. Rinker was formerly engaged in the grocery and dry goods business in Fenwick for eighteen consecutive years.

Gagetown—The banking business formerly conducted under the style of the Bank of J. L. Purdy has been

merged into a stock company under the name of the State Savings Bank of Gagetown. The corporation has an authorized capital stock of \$25,000, all of which has been subscribed.

Detroit—Edward W. Alexander is succeeded in the umbrella business by a corporation under the style of Edward W. Alexander & Co. Mr. Alexander will not be actively engaged in the business, having disposed of the controlling interest, and will give all his attention to New Mexico property.

Manton—Geo. M. Brooks has purchased the general stock of R. C. Ballard and consolidated the same with what remained of his general stock after his recent fire. He will conduct the business for the present at the Ballard stand, but intends to erect a brick building the coming season.

Manufacturing Matters.

Ann Arbor—The Ann Arbor Organ Co. has increased its capital stock from \$100,000 to \$150,000.

Cadillac—The Petoskey Rug Manufacturing Co. will remove from Petoskey to this city during the coming month.

Lansing—The Michigan Wood Work Co. has been incorporated to manufacture lumber products, with an authorized capital stock of \$5,000, of which amount \$2,000 has been subscribed and \$500 paid in in cash.

Niles—The National Cable & Manufacturing Co. has been incorporated to manufacture wire goods, with an authorized capital stock of \$40,000, of which amount \$30,000 has been subscribed and \$20,000 paid in in cash.

Detroit—The Acme Wire Fence Co. has been incorporated for the purpose of conducting a manufacturing business, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—The Andrew Dutton Co. has been incorporated to deal in upholstery supplies. The company has an authorized capital stock of \$20,000, of which amount \$20,000 has been subscribed and \$5,000 paid in in cash.

Northville—A corporation has been formed under the style of the Michigan Slipper Co. to manufacture slippers, with an authorized capital stock of \$2,000 common and \$1,000 preferred, of which amount \$2,000 has been subscribed and \$2,000 paid in in property.

Detroit—A corporation has been formed under the style of the Merchants' Jewelry & Novelty Co., with an authorized capital stock of \$25,000, of which amount \$15,500 has been subscribed, \$5,500 being paid in in cash and \$10,000 in property.

Battle Creek—A corporation has been formed under the style of the Candy Crabb Confection Co. to manufacture confectionery, with an authorized capital stock of \$15,000, of which amount \$15,000 has been subscribed, \$2,000 being paid in in cash and \$13,000 in property.

Battle Creek—Landon A. Dudley has merged his boot and shoe business into a stock company under the style of the L. A. Dudley Co., with an authorized capital stock of \$25,000, of which amount \$13,800 has been

subscribed, \$148.15 being paid in in cash and \$13,651.85 in property.

Detroit—A corporation has been formed under the style of the Wittmaack Machine Co. for the purpose of conducting a manufacturing business, with an authorized capital stock of \$20,000, of which amount \$4,250 has been subscribed and \$4,250 paid in in cash.

Traverse City—A corporation has been formed under the style of the Scott Veterinary Remedy Co. to manufacture poultry food. The company has an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed, \$4,000 being paid in in cash and \$4,000 in property.

Detroit—A corporation has been formed under the style of the Pressed Steel Sanitary Manufacturing Co., to conduct its business with an authorized capital stock of \$200,000 common and \$200,000 preferred, of which amount \$329,500 has been subscribed, \$100,300 being paid in in cash and \$200,000 in property.

Detroit—The furniture manufacturing business formerly conducted by the Enterprise Couch Manufacturing Co. will be continued under the style of the Enterprise Couch & Furniture Manufacturing Co., with an authorized capital stock of \$40,000, of which amount \$20,020 has been subscribed, \$2,020 being paid in in cash and \$8,000 in property.

Abandons the Bonus System.

Goshen, Feb. 26—The Goshen Commercial Exchange has decided to issue no more bonuses for factories. For years cash bonuses have been raised here to help induce manufacturers to locate in this place. The plan now adopted by the Exchange is to buy a tract of land and plat it for necessary factory purposes.

The cash bonus system has been badly abused and some of the manufacturers who have been given assistance have not carried out their agreements.

It has become so difficult a matter to raise any more bonuses by subscription that the Exchange decided on a new plan.

Has Doubled Its Capital Stock.

Saginaw, Feb. 26—At the annual meeting of the Saginaw Mirror Co. reports showed business conditions most satisfactory and the authorized capital was increased from \$10,000 to \$20,000. The company was organized a little over two years ago and when it commenced operations six men were employed. At the close of the first year the size of the factory was more than doubled. It now employs more than twenty men and promises to develop into an extremely important industry.

Mr. Barclay, of the Western Union Telegraph Co., says all trains should be limited to twenty-five miles an hour. Here is his philosophy of railroad accidents: "The real trouble back of it all is that the public—is speed-mad. They insist on going fast, and then faster, and one company after another yields, until the average speed of them all is far beyond the safety point."



The Produce Market.

Apples—The demand holds up fairly well and the tone of the market remains 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 remains about the same as a week ago. The receipts of fresh butter are still very light and storage stocks are decreasing rapidly. The consumptive demand is very good and the outlook is for unchanged prices until the make increases, which it probably will not do for thirty days. Under grades of butter are also very scarce and are held at relatively high prices. 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.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—Fresh command 20@22c for case count and 24c for candled. Storage stock is fairly steady at 25c. The market is in about the same situation as last week. The receipts are about normal for the season and the consumptive demand is very good. Ice-house eggs are almost out of the market, and the present price of eggs is likely to continue as long as cold weather holds, after which there should be increased receipts and lower prices.

Cheese—The market is firm and unchanged. The consumptive demand is active and stocks are decreasing rapidly. There are no present indications of any change in the market. The price, however, is likely to show slight further advances as carrying charges go on. Under grades are scarce and firm.

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—13c per lb. for hot house.

Onions—Local holders are strong at \$1 per bu. f. o. b. for red and yellow Danvers. Spanish are finding an outlet in a small way at \$1.75 per 40 lb. crate.

Oranges—There are no new features of importance to report in connection with this branch of the market. The demand is rather quiet and there is little activity apparent. Flor-

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

Parsley—40c per doz. bunches.

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

Potatoes—The market is without new features of interest and quotations are unchanged from the previous week. A fair amount of business is being done and the congested conditions which prevailed throughout the severe cold weather are gradually being improved.

Radishes—30c per doz. bunches.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$4 per bbl. for kiln dried Jerseys.

The Grain Market.

Wheat prices have gained about 1c per bushel the past week, a natural reaction from the decline of 4@5c during the month. There have been freezing and thawing during the past week, and while we do not think any damage has resulted thus far, it must be remembered that the plant is now entirely free from any covering of snow, and we are approaching the critical time for the growing winter wheat crop, and we would not be surprised to see more active markets during the next month or six weeks. Receipts of wheat have been quite liberal and trade for both export and domestic shipments has shown considerable improvement at the decline.

Corn prices are stronger, futures showing an advance of about 1/2c per bushel and cash corn about 1c, with trade quite snappy and more inclination to buy as feeders realize that corn is the cheapest feed to be had at present, selling some \$10 per ton below oats and \$3@4 per ton below bran and middlings.

Oats are still in the gain, having advanced about 1c per bushel, and trade is very good for spot as well as futures. The visible is now about 11,000,000 bushels, compared with 26,000,000 bushels for the same period last year. We hear many predictions of 50c oats, but from a feeding point of view they are worth the money when compared with corn values.

L. Fred Peabody.

Meager Wages in Japan.

Up with the sun is the Japanese farmer. Rather, he is up before day-break and at work in his sterile fields, whose productivity had been exhausted except under high fertilization. He returns to his little shanty at nightfall. To the view of the foreigner, he never rests, and for this never ending labor he raises a crop of rice or corn that does not support his family for the year. His clothing consists of a loin cloth in summer and a coarse cotton suit in the winter. He simply is an example of all the laborers and artisans of Japan. All work hard to live and all receive a compensation commensurate with that of the farmer. This is an average scale of daily returns: Laborer, 10 cents; mason, 15 cents; artisan, 10 to 20 cents; clerk, 40 to 50 cents.

The Grocery Market.

Sugar—Consecutive authorities estimate that the refined market is at least 15 points too high, as the margin between raw and refined is 1.19 cents, a point seldom reached. The demand for refined sugar is greater than the supply, owing to the small meltings and the bad shipping weather.

Tea—Prices are unchanged and on a very low basis. The only firm line is Ceylon Indias, which seem to be scarce and show a heavy advance within the last few weeks. The Federal Committee on Standards under the pure tea law met last week and adopted standards for the coming year, which do not substantially differ from the present ones.

Coffee—The syndicate which is manipulating the market for the Brazilian government is a large purchaser of the finer grades of coffee, and has pushed these grades up to a price above last year's parity. Inasmuch as it is these grades which have been used to deliver on the exchange, these methods, if they continue, will result in a forced advance of options. It is reported that the syndicate's representatives in the United States stand ready to take all the coffees tendered them on account of March options. The outstanding obligations on these are very heavy. Mild coffees continue steady and are in fair demand. Java coffee is firm and active. Mocha grades are steady.

Syrups and Molasses—Compound syrup is unchanged and in fair demand. Sugar syrup is moving moderately at unchanged prices. Molasses is experiencing merely the usual midwinter demand, at ruling prices.

Canned Goods—Brokers report an increase in the demand for corn, although buyers confine their attention for the most part to small lots. On the other hand, sellers seem to be making no strong effort to secure business. Country buyers are still in the market for future beans and peas, but find few sellers, most of the packers having booked about all the orders they care to take until they know how the pack will turn out. Lack of demand does not move holders of the small available supplies of such goods as peaches, apricots and pears to offer to shade prices and, in fact, the tone of the market for all canned fruits remains firm. Spot salmon of all kinds remains firm, with business confined within jobbing limits. Interest in domestic sardines is small, but with very light stocks in packers' hands the market is firm with an upward tendency. Oysters are still very scarce and firm. The market is practically bare of lobster and shrimp.

Dried Fruits—The spot market for currants is without animation, but with limited supplies here and on the way, nearby, a firm feeling obtains among holders and there seems to be less disposition to shade the quotation for uncleaned in barrels. Cleaned currants are moving steadily into consumption on small orders at the quoted prices. The demand for spot prunes is moderate on the jobbing order, with sellers generally inclined to insist upon full quoted prices. Apricots and peaches re-

main quiet, only occasional sales of small lots being reported. Stocks in all positions are light and are held firmly up to quotations in anticipation of the spring demand. Dates and figs are quiet and unchanged. According to all reports California raisins on the spot are gradually working into a strong position, approximating to that which prevails on the Coast. Although on the surface the market appears to be quiet the steady demands of consumption are eating up the seed supply of Coast seeded goods. Commission houses are said to have little to sell and jobbers, who a while ago showed anxiety to reduce their holdings by shading current quotations, have become conservative and apparently are no longer willing to accept orders for anything less than the quoted prices. There are at present no large buyers in the market, but there is a steady and increasing demand for small lots needed for immediate use. The firmness of the market for seedless varieties of California raisins is explained by the undoubted scarcity of these on the spot here as well as on the Coast. Statements of the stock of imported Valencia and Sultana raisins on hand at the beginning of the month show them to have been small, and they have been further reduced during the interval.

Provisions—Pure and compound lard are both firm and unchanged in price, but the speculative market has advanced within the last few days and this is likely to be followed by a general advance in the jobbing price. Barrel pork is firm and unchanged. Canned meats are unchanged and dull. Dried beef has advanced 1c per pound owing to curing less stock and general reduction of stocks.

Fish—Cod, hake and haddock are still maintained on a high basis, with the demand fair. Foreign sardines are steady to firm and in light demand. Domestic sardines are unchanged, but the packers' combine has given it out that the full line will advance within the next two or three weeks. New prices on lobster have opened during the week, being 15c above 1906 on half-pounds and 35c above on 1-pound flats. The demand has nevertheless been active. Salmon is quiet and steady. Irish mackerel shows a little easier tendency, but Norway is still firm. The demand is satisfactory.

The word "snob" is an old one, and probably originated along with its antithesis, "nob," among the cobblers in the early 19th century. Then the English university men used it to describe all those who were not members of the university. Then Thackeray defined him thus: "He who meanly admires mean things is a snob." Now comes Prof. Russell, of Williams College, and after stating the eleventh commandment to be, "Thou shalt not be a snob," defined the term, "A snob is a man who prostrates himself before those who have position and wealth, and considers himself superior to those who do not bask in the sunshine of influence." Let him or her who will see the significance and personal application of it.



Kimona Cloth Display Described in Minute Detail.

What are little girls made of?

Candy and spice
And everything nice!

What are little boys made of?

Snakes and snails
And puppy dogs' tails!

* * *

The above doggerel ran through my head yesterday as I, in common with hundreds of other animal lovers, took in the sight, in Ben West's Canal street drug window, of eight dear little St. Bernard "puppy dogs"—and they weren't to be mentioned in the same breath with "snakes and snails," either! They didn't know what they were in that sawdusty window for, but the pausing public read the sign, perforce, that they were exhibiting themselves as living advertisements for dog biscuits and other eatables, also medicines, for dogdom. I venture the guess that twice as much of the medicines, etc., is sold as would be without the baby St. B's. The entire two-thirds of a dozen were asleep when I looked at them, and as they stirred uneasily they laid their little round heads over on each other or put their feet in each others' faces in a way to bring laughter to those of the humans on the other side of the glass.

As I have had occasion to observe before, an animal window always puts the firm name in people's mouths where it wouldn't, perhaps, get without this animate element; and where the goods displayed in connection have, as in this case, an intimate relation to those animals, such merchandise is going to be greatly augmented as to sales and prominence in the public eye.

Hardware and dry goods or general stores carrying collars and blankets for the outside of doggy could with profit take pattern of the drug stores in their catering to the inside of his anatomy.

* * *

From canines and canine necessities to kimona cloths is a far cry, but in this instance 'twill have to be made.

I saw a fine way of arrangement of these the other day, not in this burg, however:

Rich brown velour covered the entire floor and was draped in soft folds at the rear of the window. Towards the right in the background there was a large circle about six feet in diameter covered smoothly with kimona cloth mostly sprinkled over with fans. From the center of this extended long drapes of other figured kimona cloth, this one showing flying birds and big chrysanthemums. A drape of plain cream delaine joined these at the ends, each point of fastening accentuated by a circle composed of tiny opened fans, their

edges touching each other so as to form a saucer shape. At either corner of the window, at the front, was a cylinder covered with flowered kimona cloth in a conventional design, and a couple of widths of the same goods were extended each side from the top of the cylinders to the floor. Three elaborate Japanese lamps in massive bronze, on bamboo tabourettes, were distributed at equal distances, and these were electric lighted at night, no other illuminant being in evidence, shedding a soft radiance that made the window much more effective than a flood of light would have been.

The section of the store front immediately adjoining the above-described space was fitted up as a Japanese lady's lazy-room. A bamboo couch was placed diagonally across the floor, the head at the right in the background. On this reclined, in a dolce far niente posture, a pretty lady dummy, clad in a beautiful red-figured kimona, her little gold-embroidered boudoir slippers just peeping from the hem of her lounging robe. Over the couch was thrown, carelessly, a rich Oriental velvet rug and under her pretty head and shoulders were three elaborate sofa pillows made of gold-embroidered satin (white, blue and buff). An open book in her hand told of Far Japan. A couple of bamboo stands contained, one a teaset, the other small Japanese paper books, such as one runs across in our own Grand Rapids book stores on rare occasions. An immense gay umbrella was over all. The walls and floor of this cozy nook were draped and covered with bright stuffs caravanned, railed and slipped from the Far East. Steam from a little alcohol teakettle lent a touch of realism to the scene and made one thirsty for a sip of the "cup that cheers, but not, etc."

This part of the window display was nil to get up, only calling for a little thought, plus taste in disposition.

Chattel Mortgage Sale.

By virtue of a chattel mortgage, executed by McCausey & Sprague, of the city of Grand Rapids, to Heber A. Knott, as trustee, of the city of Grand Rapids, dated at Grand Rapids the 22nd day of December, A. D. 1907, and filed in the office of the clerk of the city of Grand Rapids, on the 22nd day of December, in the year aforesaid, and upon which default has been made, I have taken and shall sell the property therein mentioned and described, to-wit: All their stock of men's and ladies' clothing, furnishing goods, millinery and notions, of every name and nature, together with fixtures, shelving, counters, show-cases, chairs, stools, racks and all book accounts, at public auction, at the store room known as 163-165 S. Division street, in the city of Grand Rapids, on Friday, the 8th day of March, A. D. 1907, at 2 o'clock in the afternoon of said day.

Dated at Grand Rapids, Mich., February 23, 1907.

Heber A. Knott, Trustee.

Peter Doran, Atty. for Trustee.

New U. C. T. Council Inaugurated.

Traverse City, Feb. 23—Traverse City Council No. 361, United Commercial Travelers, was instituted in this city last night, starting with twenty-six charter members, there being sixteen initiations, six transfers and four paid applications. The work was most excellently done by Petoskey Council and took place in the Odd Fellows hall. The following officers were also installed:

Senior Counselor—Archie F. Cameron.

Junior Counselor—W. E. Smith.

Past Counselor—Fred C. Richter.

Secretary and Treasurer—Ray Thacker.

Conductor—L. W. Codman.

Page—James Flaggart.

Sentinel—C. O. Whiteback.

Executive Committee—A. L. Joyce, A. W. Jahraus, H. Griffith and A. L. Boughey.

Counselor Surgeon—Dr. G. Arthur Holliday.

About 11:30 over fifty representatives adjourned to Park Place, where one of the very best banquets ever served in the city was enjoyed.

After the spread the gathering was called to order by A. F. Cameron, who acted as toastmaster, and welcomed all, introducing Grand Counselor M. G. Howard, of Detroit, as the first speaker. He told of his pleasure in being at gatherings of this kind and that since his election to his present office his one desire was to install another lodge in this vicinity. He briefly mentioned the organization of the first lodge, about nineteen years ago, and the principles of the order which were already old when Mary walked under the palms of Palestine.

Prof. Horst's orchestra rendered a selection at this point and other musical numbers were enjoyed during the evening.

Mrs. K. E. Horst pleasingly sang, "Everybody is in Slumberland But You and Me."

Grand Secretary James Cook, of Jackson, told of his pleasure in being present and of his thirty years' experience on the road. He told of the high morals of the order, comparing the class of traveling men with those of ten years ago. The principles upon which the order is founded, he said, were unity, charity and temperance, which are symbolic of everything good. He cautioned the local Council about letting jealousies creep in and interfere and that each one should work for the general good of the order instead.

Past Supreme Counselor Chas. W. Rice, now traveling representative, then told of an occurrence which happened to him four years ago in New York about a person seeking benefits and how he told the straight principles

of the U. C. T. organization with the result that the man joined his Council and never regretted it. The various benefits were explained fully and that the members should not feel they were paying their assessments and dues because they had to, but because they were benefiting someone else who was more unfortunate than they.

The speaker then made suggestions to the local Council to visit the hotels Sundays and look after any traveling men who may be ill, whether members or not. He closed with a very appropriate poem.

Orchestra music was enjoyed, after which John M. Shields, of Petoskey, gave advice to the local Council and appealed to the members to co-operate with the Secretary in every way; also to work for new members.

F. E. Scott, of Petoskey, was then called upon and said that if each one tries to shirk his own duty the result is to hurt the order, therefore each one must take his part in the work. He considered the local Council here a twin brother and would co-operate with them in every way, welcoming them to their home when in Petoskey.

Ray Thacker urged each one to take hold and push the work here and by all pulling together and letting the majority rule they could make a success.

Counselor H. B. Auger, of Detroit, told of the pleasure it was for him to be present and commended what Mr. Scott had said.

The program closed with music by the orchestra when it was near 2 o'clock.

The regular meetings of the local Council will be held the fourth Friday of each month. The hall has not been secured as yet.

The out-of-town guests were James Cook, of Jackson, M. G. Howard, of Detroit, H. Griffith, S. B. Owen, A. F. Cameron, C. E. Whiteback, F. A. Smith, E. S. Kortenhof, D. A. Walsh, W. B. Scattergood, J. O. Flaggart, M. Winnie, Jr., J. M. Shields, J. W. Armstrong, C. S. Brooks, F. H. Bennett, R. L. Baker, C. E. Williams, A. H. Wise, George B. Craw, F. H. Scott, T. M. Travis, all of Petoskey Council, some of whom joined the local Council; R. A. Hord, of Lexington, Ky., H. A. Bartlett, of Flint, Past Grand Chancellor of Michigan; E. R. Carpenter, F. B. Hanifin and Fred C. Richter, of Grand Rapids Council.

Peerless Cement Co. Rushes Repairs.

Union City, Feb. 26—Mild weather and prospects of an early spring have led the Peerless Portland Cement Co., of this city, to double the force of workmen engaged in making the annual repairs, so that the factory may resume operations soon after March 1.

OUR MOTTO—"First-Class Work—Prompt Service—Reasonable Charges"

Grand Rapids Typewriting & Addressing Co.

Citizens Phone, 5897-2R

Bell Phone, Main 97

We typewrite speeches, legal papers, specifications, etc.

We address envelopes, postals, wrappers, etc.

We furnish imitation typewritten letters, fill in the headings, address the envelopes, sign, fold, insert, seal, stamp and mail.

Write, call on or phone A. E. Howell, Mgr., 23 So. Division St.

Suggests a Department for Railway Victims.

Grand Rapids, Feb. 26—I do not know whether the class of merchants who read the Tradesman are vitally interested in railroad transportation or not. It would seem that they would be, because most of them, even the smallest, have troubles with the delays in receiving goods after they are shipped by the wholesalers on account of the negligence of railroad companies, and a great many of them are produce, hay and wood shippers. As you are well aware, the railroad companies always have money for newspaper space in the way of influencing public opinion, and there is scarcely a day that Hill or Harriman or some other railroad gambler does not have an interview in the public press showing why the poor public are to blame for all the fault they find with the railroad companies. The public wake up once in a while and for a few weeks are earnest in their endeavors to push legislation and make railroad companies what they are chartered to be—public carriers. Then the matter blows over and each individual shipper, when the exasperating, thieving railroad methods are used against him every day, simply has to grin and bear it. We have been wondering whether it would do your paper any good and be of any benefit to its readers for you to have a page for your patrons to air their grievances against the railroad companies, and by so doing educate and keep alive the agitation against the railroad companies, and possibly wake up merchants who otherwise would swallow their troubles without doing anything to overcome them. As a newspaper man you will know whether such a move on the part of the Tradesman would be to the advantage of all concerned.

C. C. Follmer.

The Tradesman has always been willing to give place to complaints of this or any other character affecting merchants and business men. While complaints are in order, however, it strikes the Tradesman that now is the time for action and that the enactment of the Railway Commission bill, which will shortly be introduced in the Legislature by Senator Fyfe in the Senate and Representative Watt in the House, will go a long ways toward solving many of the serious problems which now confront the shipper. This bill has been prepared with great care by the Grand Rapids Board of Trade and the Michigan Manufacturers' Association and has been passed upon by shippers of long and varied experience. It has been modified in several important particulars at the request of railway attorneys. A final hearing on this measure will be held in Lansing next Monday afternoon, after which it will be simultaneously introduced in both houses and pressed for immediate passage. It is understood that the Governor is favorable to the measure and will undoubtedly give it the seal of his approval. While this measure will not bring about the millennium in railway matters, its proper enforcement will certainly do

much to mitigate the abuses which now exist in connection with traffic matters.

Offers To Co-operate in Industrial Building.

Grand Rapids, Feb. 23—Your article in regard to the new bridge and the opportunity for improvement at the west end of Pearl street bridge struck a responsive cord with me, and I should very much like to find some one with some money to join us in improving that corner.

There is room for a building, 100x150 feet, as many stories as desirable. This would include building over the canal, which is perfectly feasible.

I have often thought of this site for an industrial building, as there could be water power used in connection, and by dividing up into small

rooms and making the power plant both water and steam, distributing the power and lighting from our own electrical plant, it could be made very cheap.

I would not agree with you on the necessity of raising Front street, for if there was room enough at the Island for the water to get away we would have no excessive rise of water.

You will probably remember that a few years ago the Island was six or seven feet lower than it is now, and there was an open channel on the east that took care of a good deal of water. Now the channel is reduced to less than 400 feet and, of course, it has to rise there and back up, so that in our late floods the water below the dam was nearly as high as

it was from above and backed up the water still higher above that point.

Before this filling was done we never had to exceed fifteen feet, and that only once owing to a jam, and in the flood of 1904 we had about twenty feet and in 1905 about the same.

If you run across anyone who wants a good investment, I think I can demonstrate to him that such a building as you suggest would be a paying enterprise. J. W. Spooner.

Things do not prove themselves sacred by segregating themselves from secular concerns.

In due time Miss Haley will introduce the two platoon system into the public schools.



Keeping the Cold on the Outside

is the chief object of a blanket. Whether it fulfills its purpose depends altogether on how it is made and of what it is made. If the blanket is made of scraps and "dead" yarns—no matter how thick it is—you are likely to feel cold under it. Our

DEPENDON TRADE MARK BLANKETS

cotton or wool, are made of fine fleecy cotton or wool yarns—no shoddy in ours, so you will have no trouble in keeping warm if you sleep under a pair of them. And besides, they will stand more washing and kicking than any other kind, because they are made well.

THE DEPENDON TRADE MARK TICKET

on our blankets bears the picture of Thomas Jefferson, and if you buy that kind of blankets, you may be sure of getting your money's worth.

Space for your name here

YOU CAN
DEPEND ON
"DEPENDON"

Sign Firm Name and Address Here

The Dependon Store

In a thriving city of the Northwest there was recently opened a store carrying full lines of DEPENDON MERCHANDISE.

The owners wanted to impress upon the people of their community the fact that whatever was sold in their store was thoroughly dependable, so naturally they selected as a name THE DEPENDON STORE.

And when it comes to the point, is there any better argument that you could have for your store than that everything you sold was thoroughly dependable?

If you specialize on DEPENDON MERCHANDISE you can make that statement about your goods, and make good on it.

The retail ad. in the margin is a sample of the ready-to-use selling helps that we furnish free of charge to merchants who sell DEPENDON MERCHANDISE.

THE DEPENDON BOOK tells in detail how we help you. If you would like a copy send a postal request for DEPENDON BOOK No. 2 to

JOHN V. FARWELL
COMPANY

Chicago, the Great Central Market



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
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Sample copies, 5 cents each.
Extra copies of current issues, 5 cents;
of issues a month or more old, 10 cents;
of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, February 27, 1907

ENGINEERING PROPOSITION.

"Blood is thicker than water" they say, but the blood that contributes toward the evolution of a military disposition seems to be sporadic in its inspiration.

It is a widely appreciated fact that while, almost without exception, officers in the standing army of any nation under the sun will quarrel and scold among themselves, they instantly become a solid, unbreakable unit when any interest or individual assails the opinion, the ability or the characteristics of any officer or any factor in the composition of the army. Exactly the same estimate applies to the officers of the navy maintained by any government in existence.

Again, the people of all the various nations have been somewhat frequently brought to a realization of the fact that some navy or other was unitedly and bitterly arrayed against some army, both supported by the same government. Then, in turn, these same organizations have been seen harmonious and determined in their resentment and protests when one or the other of them has been attacked by organizations or individuals outside their ranks.

After all, army officers and naval officers are quite thoroughly human and in the peculiarities above set forth the soldiers and sailors constituting the regular establishments maintained by the United States are no exception to the rule.

The time-honored thorn in the side of the Engineer Corps of the United States—and the same is true of the Army of the United States—is the persistent practice of our General Government of employing civilian engineers in very responsible positions, requiring exceptional ability, for service upon nearly all the great engineering problems taken up by our Government. And, invariably, whenever an occasion arises for the creation of a National Commission of Engineers for service upon any great National engineering enterprise, simultaneously the Army and the Navy become a solid phalanx in a campaign having for its purpose the placing of the technical control of the project in the hands of the United States Engineer Corps and superior to whatever of civilian skill in

that line may be appointed to the Commission.

This campaign is conducted with consummate political erudition and skill. All the great engineering projects have been marked by such campaigns: the improvement of our rivers and harbors, the building and rebuilding of the Eades jetties, the great harbors on the ocean coasts, the Soo canal, the deep waterways problems, the tremendous irrigation enterprises and just now is particularly in the lime light the Panama canal construction. The history is too long, too varied, too palpable to be unbelievable.

Naturally the situation has two sides and so the civilian engineers are never found resting meekly and without protest. There have been in the past and there are still many civilian engineers of very great ability in their profession, men who command from and are paid by the General Government very high salaries for consultation service. There are others of high ability who are employed by the Government at very liberal salaries for superintending field and construction work. And these men, as a rule, are no novices in securing political aid. Thus it happens that the conflicts indicated are, from the purely political standpoint, somewhat interesting to all whose bents are political.

But for the average citizen who is too busy with his own affairs to take more than a local and temporary interest in such matters these politics-engineering phases are annoying, irritating and most unsatisfactory. Moreover, they are very expensive.

While our flood prevention problem is superlatively a great one for Grand Rapids, it is not, probably, of very large proportions in the eyes of engineering experts, whether they be civilian or of the Army. Word comes from Washington that Col. Adams, in charge of River and Harbor Improvements in this district, with headquarters in this city, has been requested to nominate officers of the United States Engineer Corps who are to constitute the Commission authorized to take up our flood prevention matter; that Col. Adams made the nominations asked for and forwarded them to Washington and, of course, his own name was not on the list. At this there came a protest from Washington against leaving Col. Adams (his own suggestion) off from the Commission, and the probabilities are that the gentleman will find his modesty overruled.

And so, whoever may be appointed to the Commission, the Tradesman welcomes them and trusts that, so far as the discipline and regulations of the War Department will permit, the work in hand will be performed speedily and without friction.

The American Shipbuilder comes forward with a plan to put all the jail-birds to work on treadmills and thereby supply electricity wherewith to operate municipal ferryboats, gas plants, ice plants, trolleys, railroads, etc., under which conditions the released hobo would feel that he earned his luxurious ride on the bumpers of some freight train.

THE BABY ACT.

It is being claimed with a good deal of strenuousness by the great railway interests of the country that they are being persecuted; that the people, in a frenzy of hatred and vindictiveness, are ignorantly, cruelly and recklessly plotting toward the annihilation of our country's prosperity and making martyrs of the very people who are chiefly responsible for the prosperity thus to be destroyed.

This claim constitutes the most magnificent example of the impudence and self-assurance of the railway magnates ever offered to the American people, coming as it does as a specious, whining plea after several decades of most graceless and unscrupulous dealing with the public.

The railroads have simply reached the inevitable "turn in the lane." All over the land legislatures are enacting state laws providing for a 2 cent flat rate fare; providing for prompt and actual observance of the laws relative to separate grade crossings and other safety appliances; providing, in brief, for fair and upright dealing with the public.

This is going on in spite of the multitudinous legal and political and cash resources of the railways. One of the most forceful among recent illustrations as to the power of the public in its efforts to relieve itself from the grip of the railway corporations was afforded by the fight over Senator La Follette's railroad sixteen hour bill. This bill, which was passed by the House last Saturday, provides that no employe of any railroad shall be required to work during any twenty-four hours more than sixteen consecutive hours. Instantly upon the introduction of the bill, which, of course, had been anticipated, there developed strong and well organized opposition to it, with Senator Hepburn as commandant of the opposition.

It was a bitter fight throughout, resulting in the introduction by Senator Hepburn of a substitute for the Wisconsin Senator's measure. The railway lobbies were in battle array in both Houses of Congress, and it was even hinted that if the La Follette bill passed the President would veto it. In the face of this threat and its possible realization, however, the bill, very slightly amended, passed the House.

Why? Because the Congressmen have their ears to the ground and prefer the approval of their constituents all over the land to the conventional lures held out by the railway interests. The members of both Houses of our National Congress, as well as the members of the various state legislatures, have been brought to a realization that there is a broad, generous spirit of fairness in the attitude of the people toward the railways, but that, goaded beyond limit by years and years of abuse and chicanery, they are now very thoroughly awake and are determined to get from the railways that to which they are entitled in all decency and fairness.

There is a 2 cent flat railway measure now up at Lansing which the members of the Legislature know is a fair one, fair to both sides of the

contention, and the petitions now going to that city, signed by employes of railways, will be instantly taken by those legislators for just what they are worth as the result of coercion. So that when the proper time arrives Michigan will be placed in the 2 cent flat railway rate ranks along with the other states.

THE REAL INSULT.

Four Philadelphia papers, in their reports of the speech of Major General Frederick D. Grant at a dinner last Saturday evening, given by the George G. Mead Post, G. A. R., in the Quaker City, credited the General with saying that he was "shocked," that he "saw with sorrow," that he was made "positively unhappy" and that he "was sorry" that a "President of the United States has to talk and argue with the indicted Mayor of a Western city as to whether or not the United States will carry out the provisions of a treaty with another country." Of course, the tenor and text of these alleged remarks were transmitted to and published in the New York daily papers.

Last Sunday's New York Times published a letter from General Grant saying that he had been misquoted, that "the heading of the article is untrue and without foundation," and so on, and so on.

It may be somewhat startling to have a general officer of the United States Army seem harshly to criticize any act of the Commander-in-Chief of that army, but to those outside the ranks and discipline of that organization, who have read the testimony given in court as to the dishonesty and unscrupulous grafting abilities of the labor union Mayor of San Francisco, General Grant's reference, if he made it, is a perfectly natural one.

That is, it is a perfectly natural expression for any self-respecting citizen to make who resents dishonesty in office and stands a living protest against the violence, mob law and property and peace-destroying practices of the labor organization which holds up the disreputable fiddler Mayor of San Francisco as a shining representative.

General Grant was prompt and unqualified in his denial of the accuracy of the report in question and Mr. Taft, Secretary of War, has said that it was simply impossible that any officer of the army could have committed such an error and that he would not even call General Grant to account, because such an act on his part would be, by implication at least, an insult. So far as the Army is concerned the incident is closed.

Speaking of insults, there is another insult to be considered. It was, truly, a dire disgrace to the entire Nation to require the President of the United States to confer with a man who is under indictment for secretly operating gambling hells and brothels in the city of which he is Mayor and for the material gain of himself and a few other equally dishonest spirits. That this Mayor is not already convicted, sentenced and doing time constitutes a series of insults to common decency, let alone American manhood.

NO ORDER WITHOUT FORCE.

Not a few foreigners who come to the United States complain that it is not a free country, because there are government and laws preventing each individual from working his will and doing as it may please him. Even a specially intelligent and well-educated man like the Russian novelist, Gorki, is astonished because the ordinary moral tone of the people prevented his female companion from being received in American society.

People who are impatient of the restraints of law and government dream of conditions under which they may live without any restraint, and they seek in some blind and reckless way to realize it, but every attempt, no matter in what direction it is made, brings them against some resistless force which has set upon everything in the universe the seal of order. Order is Heaven's first law, and there is always behind this law a resistless power to enforce it.

In every tribe and assemblage of human beings there is and has always been a government of force. In the very beginning of human society, starting with the family, there was something valuable to be protected, because its value was recognized by some individual who desired to take it. A man's property, such as articles of necessity procured in hunting wild beasts, or gathered by his labor from the spontaneous products of the soil, were objects coveted by individuals who were unlucky in the chase or who refused to labor. Then there were a man's women, his wife and daughters. They, too, were desired by other men, who might even seek to take them by force.

It is easy to see that it would become the policy for the industrious and thrifty members of the community to defend themselves and their belongings from the robber class, and so combinations were formed for mutual defense. From the necessities of the case from the beginning of human beings upon the earth, there has been some sort of order with force to secure it. Even among gregarious beasts, whether in the wild or domesticated state, there is such a combining for protection against outside foes. When there is trouble between members of the flock or herd it is fought out until the stronger wins, so that some sort of law for the general protection is established by force, since there is no law that possesses any worth or value unless it has behind it a power to enforce it.

Of course, there are wild dreamers who think they can change all this and place every individual in a community or in a state or in the world in a condition of absolute equality and complete freedom from all subjection, or if any sort of order or regulation were found necessary it would not trench upon anybody's entire freedom, and whatever rules might be adopted would have the consent of every adult individual without regard to any other conditions.

Since any such proposition would be an attempt to reverse the evolution of society from its highest organization back to its simplest rudiments, it is plain that the problem, even as it would appear to the wildest dreamers of absolute human equality, would be one of extreme difficulty. To any logical student of the processes of development it would appear to be impossible. Until all human beings shall be brought to the same condition of physical, intellectual and moral equality, no system in which all restraints could be withdrawn could be contemplated, but just as long as physical, intellectual and moral differences are found in human beings there must be forcible protection for those who have against the assaults of those who have not, but need to have. The robbers, the idle and all the vicious classes would have to be looked after and repressed, just as the disabled, the imbecile, the aged, the children and the helpless classes would have to be provided for.

There is a common notion that if all the wealth in a community, in a nation or in the world were equally divided among the total population, and this division were repeated at such frequent intervals that all persons as to material property were kept on a single plane of equality, there would be no more predatory crime, no more disposition to steal from others and no more desire to accumulate riches, and therefore laws and restraint as to property would no longer be needed. The promoters of this notion are commonly those who have nothing but what they get by hook or crook from others, and they welcome with eagerness the idea that they would always be able to live without the slightest exertion.

But the stern fact that would constantly intrude itself in such a community would be the overpowering necessity that some should work in order to secure the simplest articles of daily consumption, and the idea that those who were naturally industrious would be willing to engage in daily toil so that the criminal and vicious classes might be provided with all they need is contrary to human nature as we know it now. But this would be the plain result of the maintenance of a constant equal distribution of all material wealth.

That such a state of affairs could be maintained without the exercise of force is not to be considered. It would only be condemning the industrious to work for the support of the idle and self-indulgent classes, and not only would this create a new system of slavery, but as is the case with all slave systems, it would require a strong and despotic government. No right-minded person believes that mankind as now conditioned can live together in this world without order, law, government and the means of enforcing them, and until the human race shall be spiritually regenerated we must continue our organized systems of general and individual protection.

The poorest way in the world to get a light heart is to throw your loads on others.

You go forward to no prize without leaving behind many things that seem desirable.

A MERE SUGGESTION.

Like Banquo's ghost the human slaughter of the railroads is a subject which will not down at the bidding. The massacre of the innocents in spite of protest and of warning still goes briskly and vigorously on, and the daily press is kept busy keeping tab on the daily catastrophe that hurls its trusting public to destruction. To-day the train leaves the rails and the piled up cars mark with their ashes the place of the accident. Yesterday a bridge gave way and a trainload of pent-up humanity was drowned instead of roasted. Here a country crossing is pointed out, notorious for the deadly accidents that should never have happened, and there in the bustling town is the death corner, still unprotected, and still gathering in its daily harvest of death.

We are told with an assurance which should produce belief beyond all doubt that everything is done that can be done to secure the safety of the traveler, and yet the traveler knows, as the public knows, how great is his risk. For a time it was thought that investigation was the guaranty of safety; but the investigation only established the fact that, aside from the innocent scapegoat, the real culprit was immune. Charges with overwhelming proof have traced the guilt to the door of the railroad official, but the death rate, by no means diminished, continues, like Tennyson's brook, to "go on forever."

Of course the old query, many times asked, "What is to be done about it?" remains unanswered, and in the midst of the appalling conditions the cartoonist relieves the dreadful monotony by the sarcasm of his pencil. The latest of these is confident that he has hit a remedy, the remedy for the railroad death plague, and there in front of the locomotive boiler with his feet resting upon the cow-catcher is the President of the railroad. The joke is a grim one; but the American humor is equal to it and puts down the paper with, "Methinks there is much reason in his sayings."

The idea, once started, however, leads easily up to another, strengthened by what will be the admitted fact that, could the conditions be managed, the hope of the mourning public would at last be realized: displace the present official by a friend or relative of one of the murdered

passengers. Of course judgment must be used in the selection in order that the interests of the railroad be not subverted by private suffering or revenge, and with so large a number to select from—the last number of the slain reported is an annual 50,000—there is no doubt but that the right director will be found. With a mourning country to select from every neighborhood will gladly furnish the much needed official.

There is a little town, for instance, in the Middle West, where a bright-eyed boy of 8 was run over and instantly killed because the railroad crossing on its principal street, where trains are passing all day, was left unguarded and uncared for. Without doubt that little boy's father, were he a director, would see to it that that crossing was at once put in charge of at least a flagman who would do his duty.

There is a railroad center in Northwestern Pennsylvania where a number of main lines meet and where trains are constantly passing. One day when the transferring was at its height a gray-haired woman, bewildered by the pushing crowd, attempted to cross a track in front of a passing engine just in time to be caught by the wheels. There was a shriek of pain, and when the train had passed the limp form was carried away. A moment after the dying woman's shoe was tossed upon the platform of the station, her foot still in it, a sight so pitiful as to draw tears from the horror-stricken beholders, every one of whom is ready to affirm that no better railroad director can be found for putting an end to such awful business than one of the bereaved children of the woman who wore that shoe.

It is an often repeated maxim that there is little use in locking the stable door after the horse is stolen, but that applies only where the stable has a single horse. In this case there remains, on the first of March 41,667 of the 50,000 persons which the railroads kill every year, and not only these doomed travelers but their friends insist that they be not sacrificed. They believe that human life is worth more—much more—than the roads' net earnings, and they insist with a persistency that grapples only with Death that everything shall be done that can be to lessen the fearful death rate that is going on from year to year.

WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

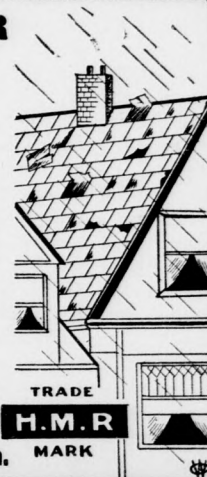
The roof is the first place the elements attack a building—sun, rain and wind bring rust, rot and decay to wood and metal roofs.

H. M. R. Roofing—the Granite Coated Kind—resists all these destroying agents.

The dealer who sells it is building up a big business for the future. Every roll sold sells many others.

Proof and prices will get you in line. Write today.

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.





Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 23—Twenty-eight days in all and six of them Sundays and holidays leave very little time for business this month, and some way the whole period seems to be a sort of getting-ready time, and when it is over the regular grind will begin in good earnest.

Coffee in a jobbing way had a pretty good week, and some very satisfactory lots have changed hands; still, there is no "boom." The supply continues most liberal, as the quantity in store and afloat amounts to 3,924,894 bags. At the close Rio No. 7 is worth 7c in an invoice way. Mild grades are doing fairly well and quotations are strongly sustained. Good Cucuta is worth 8½c. East Indias show no change, and yet the year will probably show better results than last.

Sugar moves in simply a mid-winter manner. The few orders coming consist of withdrawals under previous contract, while new business is nil. Interior dealers seem well stocked for the moment, but a spell of more moderate weather will improve matters all around. In passing it may be said that maple products will probably be sought as never before. Orders come by wire and even from foreign countries there is call. The pure food law will certainly be a boon to this industry, as maple will have to be the "clear quill."

Teas are selling pretty well and dealers profess satisfaction with the outlook. The call for certain low grade Indias, Ceylons and Congous continues quite active.

There is scarcely anything doing in rice. Sales are usually of moderate quantities, and until we have "tokens of spring" the staple will show few signs of activity. Quotations have shown practically no change for a number of weeks.

Spices are well held, owing more to light supplies just now than to the importance of demand. Buyers will find few, if any, "bargain" lots. No changes have been made in quotations.

Molasses has been in good movement—for February—and supplies are not at all overabundant. Prices show little, if any, change and are firmly sustained.

Dried fruits are steady and brokers are having a fairly good run of trade. Prices show no weakness.

Canned goods will now begin to assume greater dignity, as the meeting at Buffalo has started the 1907 campaign, and from now on "tinned goods" will occupy a larger part of the stage than they have done for some time. Great confidence is felt in the future, and packers believe they are "coming to their own." Within a short time prices will be well established and promise to be on a basis showing better profits than have prevailed in many past years. Spot tomatoes and peas are firm. Corn is

dull and California fruits are especially well sustained at full quotations.

Butter is firm for almost every grade, owing to continued active demand and comparatively limited supplies. Extra creamery is held at 33½@34c; seconds to firsts, 26@32c; held stock, 26@31½c; imitation creamery, 24@27c; Western factory, 19@21½c; renovated, 21@24½c.

Cheese remains in good demand with the market firm and a prospect of further advance. Full cream N. Y. State, 14¾c.

Eggs are advancing. The extremely cold weather we are having has cut off the supplies very materially and quotations show an advance on all grades. Finest selected Western, 27½c; firsts, 27c; seconds, 26@26½c.

Everyday Comedies in the Grocery Store.

A West Side grocer tells of a little comedy in everyday life which has given him no little amusement. Among his customers are two women who are rich, but of a very ignorant type. It seems that the one object in the life of either is to outdo the other in appearing richer. Mr. Herman, the grocer, witnessed some of their maneuvers, apparently unmoved, but an encounter with them the other day proved too much for even his equanimity.

Mrs. Isaacs entered the grocery store first; a minute later Mrs. Levy followed.

"Good morning, Mr. Herman," said Mrs. Isaacs. "I vant von can of caviar."

"Oh, Mr. Herman," burst in Mrs. Levy, "before I forget it, I vant you to send to me three cans of caviar."

"What kind will you have, Mrs. Levy?" asked Mr. Herman, as he made a memorandum of the order.

"The largest," she replied impressively, and then sweetly to Mrs. Isaacs, "You will excuse me for speaking in—yes?"

After Mrs. Isaacs completed giving her order she left the store and Mrs. Levy said calmly: "I changed mine mind, Mr. Herman; you must not send to me the three cans of caviar."

"Very well," said the imperturbable Mr. Herman, with a twinkle in his eye. Then, diverting the conversation, he enquired, good-naturedly: "Did you have pleasant holidays?"

"Oh, yes, ve did. My husband give me a peau-ti-ful fur-r coat and a all gr-and zilk dress on Christmas, and on New Year's ve vent to the theater."

After Mr. Herman appeared properly impressed with the affluent circumstances of the Levys, he asked, as he measured a quart of onions for her: "Did you make any New Year's resolutions this year?"

"No," she replied, pompously. "Mr. Levy and me always eats our New Year's dinner downtown."

When a man is getting fat out of the fall of others he is sure to be a warm advocate of their right to be free to fall.

Heaven intrusts no great cargo to the vessel that spreads its sails to every wind that blows.

FIRST IMPRESSIONS.

They Not Infrequently Go a Great Ways.

Should every young man try to follow all the advice given him by the selling experts he would wind up in a padded cell. One man says, "Always save time by finding out just what your customer can pay for." The next man, equally successful as a salesman, says, "Never ask your customer what price he wants to pay."

The man who tried to follow both brands of advice would get tangled up, we opine, and find himself separated from his job.

There are those who have an acquired faculty of knowing instinctively when a man can pay five dollars for a cravat and when he is playing a fifty-cent limit. These men know as much of their own mental processes at such times as the little bird knows of the muscular action involved in flying.

Ask such a man how he does it and he will answer, "I just size 'em up."

But any good salesman can, if he will, give good points on the art of salesmanship. What makes ideas apparently conflict, we think, is that every man states some things as a general rule which ought not to be general at all in the sense of being applied to every case. Probably the good salesmen all apply about the same principles, but no two men will look at a subject from the same standpoint, hence will never be found to agree in every respect.

On principles really general and founded on broad truths, all successful men will be likely to agree. The highest class salesman, we are told, never appears to work hard to make a sale. Usually he is not a great talker. The first class salesman is cool and easy in manner because he has studied his art and knows just how to proceed to make a sale. The great talker may be a good salesman, but he chooses the hardest road. The salesman who wants to pass everybody must have, consciously or unconsciously, a definite method of procedure.

A leading men's furnishing goods man said: "It is difficult sometimes to locate your customer. You can't always tell what price he wants to pay and I don't approve of asking him that question outright. If you do he will probably look at you and say, 'Well, I don't know,' as if he was challenging you to size him up. The question, What do you want to pay? or, About what price were you thinking of paying? puts your customer in an awkward position. Not a few men have a certain pride—false pride, perhaps, but nevertheless a real feeling—that they don't want to give it away if they want a cheap article. Other men don't like to be placed at a disadvantage by naming a price. From whatever source the feeling may arise, with or without reason, such questions usually fall awkwardly and are better avoided.

"For my part, I see no objection to showing a man a moderate-priced article, if it is good, without making the price too prominent a factor in the transaction, and from this point

working him up by degrees to something better and more expensive. Sometimes if you show a man too expensive a scarf he will drop the whole transaction right there and you will lose a sale. If it is more expensive than he can afford, but he buys it in order to be 'game' and not show that he wants something cheaper, he will be likely to go somewhere else for the rest of his goods."

For general principles we can safely add that the bearing of a salesman has much to do with the first impression he makes, and first impressions go a long way toward determining whether a sale is made at all or not. The salesman who is graceful and easy in manner, knows his goods and where to find them and is "Johnny on the spot" the instant the customer wants him, is the sort of fellow who gets the largest slice of the salary pie.

A customer sometimes comes in with a purpose written all over his face and bearing. It is safe to assume that this man knows what he wants. The next man may know in a general way that he wants a shirt, but may want to look around a little without buying until he finds the right thing. Here is where the art of the really superior salesman is best manifested. He must meet this undecided man in an unobtrusive way, with just the right degree of warmth, with neither a show of indifference nor of too much eagerness; he must, in short, meet the customer as one gentleman meets another, with confidence and courtesy, but without a too obvious purpose to sell something. In this way the feeling of constraint with which an undecided man sometimes enters a store is dissipated and he feels free to examine goods he sees without the sensation that a fellow being on the other side of the counter is on the qui vive expecting him to buy something. In a case such as this it is fruitless to try to find out what the customer wants until he knows himself.—Apparel Gazette.

Couldn't Fool Him Twice.

The heavy clouds were massing in the West, the lightning was flashing and the thunder was rumbling ominously.

The fond mother gathered her young hopeful to her, and tried logically to calm his fears.

"There's no danger, dear. God sends the thunder storm to clear the air, water the flowers and make things cool. You mustn't be frightened. It won't harm you and everything will be better when it's over."

The little chap listened intently, and when his mother finished he looked at her quizzically.

"No, no, mamma," he murmured, "you talk exactly the way you did last week when you took me to the dentist to have that tooth pulled."—Harper's Weekly.

The Honest Barber.

"How much do you charge for shaving?"

"That depends entirely on how many times I draw blood. Sticking-plaster is now selling at about 30 cents a foot."

EGG-O-SEE

The Cereal Success of the Century

Great Inaugural PROFIT-SHARING Plan for 1907

\$200,000

To be Divided Among

Retail Grocers

From **March 1** to **April 30, 1907**, we will allow the Retail Grocer with

10 Cases of EGG-O-SEE 1 Case FREE

5½ Cases of EGG-O-SEE ½ Case FREE

and on such purchases we will allow freight when shipped from jobber's stock, or will prepay freight when made in the form of drop shipments from factory.

Instead of packing premiums, coupons, resorting to mail order methods or subsidizing salesmen, this company prefer to give the extra profit to the retail grocer and general merchant, to whom we believe it rightfully belongs.

**EGG-O-SEE is guaranteed to meet all the requirements of
National and State Pure Food Laws**

During 1906 we shared with RETAIL GROCERS over \$100,000 of our profits. More EGG-O-SEE was sold during this period than all other flaked foods combined.

You should take advantage of this GREAT OFFER to increase your profits and also eliminate many slow selling and undesirable brands. This is the season when cereals have their largest sales.

The capacity of our large factories will be greatly over-sold, and to insure prompt shipment you should order at once. Send your order to us or to your jobber.

EGG-O-SEE CEREAL COMPANY
CHICAGO, U. S. A.

BOGUS BANK CHECKS.**Warning Uttered by an Old Credit Man.**

Every credit man runs up against the real thing occasionally. The real thing may prove to be a common ordinary dead beat, or it may be a professional credit seeker, known, as a creditomaniac, or it may be a former good risk gone to the bad. But the greatest source of worryment to the credit man connected with the larger houses is the bank check which is brought to his desk for his O. K. Checks and drafts of all kinds are presented daily. They sometimes are used as cash in making purchases at the store, or they are used in the payments of credit accounts. These checks frequently are for a larger amount than the purchase or the bill. This necessitates the payment of the difference in cash.

It was on a Saturday afternoon that a prosperous looking, gray haired gentleman accompanied by two girls, one of about 17 years of age, the other about 15, came to my desk. He presented a check on which the printed matter was neatly engraved. It was drawn on a bank in a town in Indiana and bore the printed name of a firm engaged in the manufacture of mining machinery. The amount it called for was \$150. The gentleman requested my O. K. on it, and being a stranger to me, I asked him whether he had any means of identifying himself. He replied that, although he knew no one in the employ of the house, he had several letters which would identify him as the party named in the check beyond question of doubt.

He produced these letters, addressed to the same name as the one written in the check and to whose order this was made payable. One of these letters in particular he directed my attention to. This proved to be the very one from the company whose name appeared on the check. It was as neatly engraved as the check and indicated the standing of the firm to be of that kind whose checks usually are honored by the bank. He asked me to read this letter and I did so.

"Mr. G. A. Clarkson, Blank Hotel, Chicago, Ill.—Dear Sir: We inclose your check for \$150 as per your request. The orders you sent from Chicago were received O. K. and Mr. Bowles is surprised that you were able to secure them in face of the extraordinary competition you must have been compelled to contend with. Mr. Bowles says your daughters must have proved a mascot and suggests that you engage their services as permanent traveling companions.

"Hoping that you and the Misses Clarkson are in perfect health and that the latter are enjoying their trip to their full capacity, and awaiting the pleasure of seeing you next week, as you state in your letter, we remain truly yours, etc."

This typewritten letter was signed with a rubber stamp bearing the name of the firm engraved at the top of the letter head, and under the impression of the rubber stamp was

signed a name which I since have forgotten.

After reading this letter I looked again at the check which had been lying on my desk, and found that it bore the signature of N. O. Bowles, Secretary and Treasurer.

Other envelopes which the gentleman produced were addressed to G. A. Clarkson, in care of the same hotel, and two or three of these, written in a delicate female hand, he said were from his wife, who had been compelled to remain at home on account of illness.

"I am the President of this company and came here to Chicago on some business matters, as you will no doubt have learned from the letter which you read. My daughters wish to purchase something in the millinery line, claiming that they can do better with you than at home. I received this check this morning and wish to have it cashed. I can have this done at one of my customer's, but thought as time is rather short to train time you might perhaps accommodate me."

At this point the younger of the two girls interrupted him with the remark, "I wish you would hurry, papa. The saleslady said that the other lady might return at any moment for that hat. And I do so want it. Then we have so many things to buy, I am afraid we won't be able to do so by train time."

"It will take only a few seconds longer, then you will get your bonnet and other things. This gentleman wants to know that my check is all right."

"Oh, doesn't he know that it is all right? If he lived in —" (naming the city in Indiana) "he would know it was all right, wouldn't he, Miriam?" And her eyes glistened and smiled as she said this apparently to her sister, but loud enough for me to hear. In fact, as I look back on the incident I can see how the entire conversation was carried on in tones which now make it more than certain that it was carried on for my special benefit.

While the young girl had been talking I had handed the check to my assistant with instructions, given in a low and to my visitors inaudible tone, to look the firm up in the commercial agency books. He returned in a few moments with the quotation which showed the firm as rated with a capital of \$300,000, and in excellent credit.

This rating, together with the letters of identification surrounding the affair, indicated to me that the check and the person presenting it were all right.

"Do you wish to make a purchase or get the cash?" I asked.

"I want to make a purchase in the millinery department, but not for the entire amount," was Mr. Clarkson's reply. "So if you will give me the cash for it I will be much obliged to you."

I was on the point of telling him that he could pay it into the department, and that they would accept it with my O. K. on it, and pay him the balance in cash, but this course would have necessitated sending a messenger with him to identify him

Established 1872

Jennings Manufacturing Co.

owners of the

Jennings Flavoring Extract Co.

19 and 21 South Ottawa St.

Grand Rapids, Mich.

Manufacturers of the celebrated

**Terpeneless Extract Lemon
Terpeneless Extract Orange****Absolutely Pure and Colorless Flavors for Food or Drink**

The Jennings Terpeneless Extract of Lemon and process were sustained by the Supreme Court of Michigan in 1903. The National Pure Food Law (Act June 30, 1906) clearly defines the standard for Terpeneless Extract of Lemon, also Orange, "F. I. D. No. 19," thereby making the product lawful under the Federal Law.

To our Friends and Patrons:

February, 1907.

Subject:—MANUFACTURERS' GUARANTY

"The Food and Drug Act June 30, 1906."

Referring to the above, we have filed with the Secretary of Agriculture a general guaranty. Upon receipt of its official acknowledgment and acceptance we will advise the public of our "Serial Number," and same will appear in due time upon our packages, "Guaranteed under the Food and Drug Act," June 30, 1906, Number —."

We thank you for past, and commend ourselves to your future patronage.

Yours very respectfully,

JENNINGS MANUFACTURING CO.,

C. W. JENNINGS, President.

EVERYBODY should have money
in a good bank, because it is
the quickest asset with earning
power. Blue savings books issued by

The
Old National Bank

No. 1 Canal Street

Pay the depositor 3%, credited semi-
annually. Your savings may be with-
drawn at any time.

THE NATIONAL
CITY BANK
GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

there, and it was a busy day for every one of my assistants, so for my own convenience I "O. K.'d" the check to be cashed. He received the money, and left the credit office with the two girls, all of them, especially the latter, with faces beaming with happiness and smiles.

The check came back with the statement that the firm had been out of existence for over a year, and that Mr. G. A. Clarkson, its President, had been dead for more than six months.

Mr. Bowles, its Secretary and Treasurer, had gone to Europe almost immediately after the firm went out of existence. Every one of eight different department store credit men had cashed a check exactly like mine, and each one of them had read the same letter that was shown to me. They also had listened to the same chit-chat between the two girls and the gray haired man with which my confidence had been won. The book of the commercial agency really had been to blame, because it had failed to take the name of the firm out after this had gone out of existence. We were all anxious to assist the millinery department in making a sale of a bonnet, which, as far as I was able to ascertain, was never bought.

It was just one week after this that I got caught on another check trick, and, although for this I was not to blame, it hurt me more than if it had occurred through my carelessness.

On the Saturday following the one on which I got caught with the Clarkson check, and much sooner after that incident than should have been necessary to make me more than usually careful, a young man presented a check signed by "Cole Bros.," a well known house. The amount of the check was \$1. I glanced at the young man, and as his face was familiar, and the amount so small, I paid little attention to the check, but handed him a pen to indorse it, and wrote my usual "O. K." on it. I then handed the check to the young man and he left my desk, going in the direction of the cashier's cage. I went on with my work, the whole proceeding having taken but a few seconds, just as much, really, as a small transaction of this kind would warrant at a busy time.

A few days afterwards a check made payable to the same name as the one referred to, and signed "Cole Bros.," bearing the date of the previous Saturday, but for the sum of \$240, was returned by the bank, with the statement that "Cole Bros." had no account with them. The check bore my regular "O. K." in red ink, and I stopped to think hard as to when I had cashed that check. The "O. K." was certainly in my handwriting. I felt sure of this, as by the use of certain flourishes and dashes I had made this difficult of imitation. I was not a drinking man, but I could not remember cashing a \$240 check.

It finally came to me, and when it did I could see the young man calmly walking down the stairs with his "O. K.'d" check in his pocket, instead of cashing it at the cashier's desk. Then

I could plainly see him walking out of the building. In my imagination I could further picture him engaged with his pen and ink practicing the imitating of my signature until he had each line of it at his finger's tip, or, more strictly speaking, at his pen's point. And he must have been an excellent penman, for the reason that when he finally dipped his pen into the red ink and wrote on the back of a check calling for \$240, he did it so well that my cashier, who sees the original signature many times every day, cashed it without question.

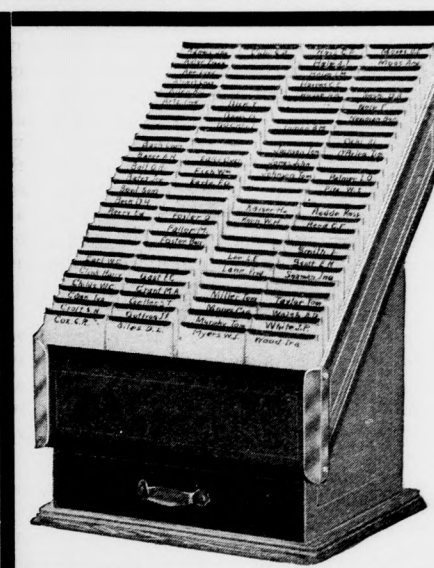
Immediately after this I changed my style of writing my initials on the back of checks. I also took the precaution of going to the cashier every time, be the check large or small.

The young man, by the way, never has been caught. He probably needed the money to get out of town with. I still have my eyes open for him. R. Th. Emgros.

Don't Talk Calamity.

Merchants should avoid talking in a tone of disappointment and discouragement within hearing of their customers. It tends to give their goods a bluish cast or a moldy aspect. Leave all the tales of woe to the scavenger or to the grave diggers. That is more in their line of employment. The grave digger serves the deceased unforgotten. The scavenger deals with the dead and the decayed. But the merchant is supposed to serve the living, moving, trading public, and no good can be derived from the forced and unnecessary rehearsal of his tales of woe. Of course, when the merchant's business is visited by fire or other destructive elements, or his family is visited by sickness or death, levity would be as much out of place as comedy at a funeral. But, generally speaking, the merchant should wear a smile, if not too painful to his physiognomy, and should appear pleased, good humored and cheerful. His customer will be inspired accordingly. His goods will appear to be brighter, better and more attractive, and the price will not be questioned nearly so quickly under the beneficent influence of cheer and the air of prosperity as under the influence of gloom and suggestions of pending calamity. It is therefore very important that the business man should cultivate a disposition of cheerful good humor in the presence of his customers as well as when he is alone or with his family. The habit of such actions can be best acquired by being and feeling so, and, in the end, it will pay in cash and in rich returns in a kind and cheerful heart, resulting in real happiness—Hardware Reporter.

Mayor Johnson, of Cleveland, does not look with favor upon the tremendous gift of Mr. Rockefeller announced the other day, maintaining it was only a bid for the perpetuation of special privileges and that it looked to the future of corporations rather than to that of the people. But the people will benefit whatever the motive and so increase their ability to cope with any questions of corporations that may arise.



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.

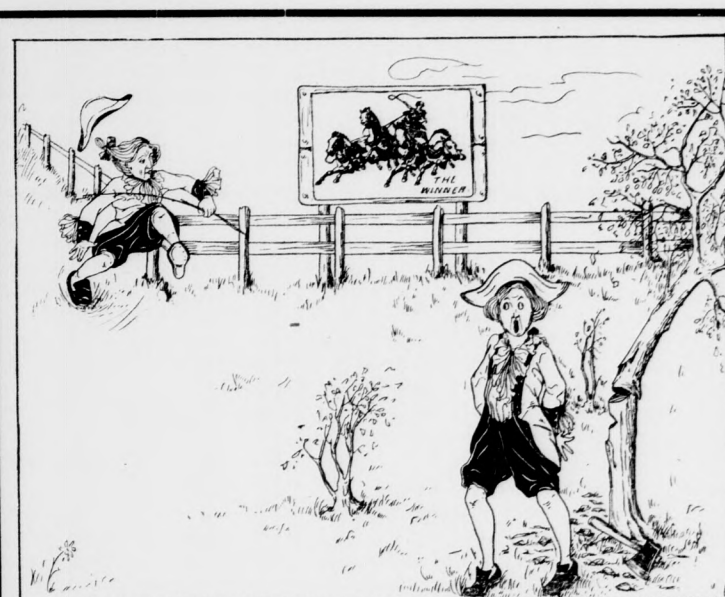
It gives your accounts the best of PROTECTION IN CASE OF FIRE.

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 SALESBOOK CO.

No. 25 Jackson St.

Fremont, Ohio



Where's the Dealer Who Cannot Truthfully Confess to the Trade Pulling Power of the Ben-Hur Cigar

There's not a question but what the BEN-HUR does pull trade and holds that trade, and satisfies that trade.

Search the foundations of any retail business and you will find that it has prospered in direct ratio as it has stocked the goods which have pleased its patrons most.

It's a business history day for you, Mr. Cigar Man, when the BEN-HURS come under your roof.

GUSTAV A. MOEBS & CO., Makers

Detroit, Michigan, U. S. A.



Weekly Market Review of the Principal Staples.

Dress Goods—In the jobbing end of the business there is still much left to be determined, although it is now well-nigh completed. To be sure, the jobbers are not all through as yet, but the business lags somewhat, for all of that. The duplicating end of the trade is coming along very satisfactorily, the leading staples enjoying a large and continuous sale. Voiles have had a large selling freely, in dark colors particularly. Sellers note a call for these to some extent for suiting purposes. Panamas are also in strong demand, and have perhaps sold more freely than any other fabric during the recent past. In both of these latter the call has been for plain dark colors. Some demand for serges is also apparent, although not in large quantities. It is interesting to note that some buyers who put off going into fancy worsteds earlier on in the season will now be obliged to forego handling some of the lines which have given them excellent satisfaction in former years.

Plaids—Some very handsome ones may be seen in woolen effects. These have been very popular for both spring and fall. The subdued richness of the combinations makes very attractive designs. Further showings for fall of broadcloths were made last week, and will continue to be made. Some lines of imported goods are late in being shown on account of the large volume of business which is had on hand for spring. Broadcloths will, without doubt, have another large season, which would seem to indicate that they are almost indispensable. For the fall trade woolen fabrics having combinations of bottle green, red and dark brown, and in many cases golden brown, are very effective, and sell freely. These combinations sell very freely for the early spring trade in suitings. Taken all around, the outlook is very satisfactory indeed, and sellers have in many respects but one trouble, and that is the question of deliveries.

Hosiery—There has been a fairly good volume of business transacted by hosiery sellers during the past week, nearly all of which may be said to be of a duplicate nature. Some buyers from the Far West, along the Coast and the Southwest are in the market and are doing quite a volume of business. These buyers are usually late in the market and have been looked for for a week or more. The business done was not of a marked character, as regards any one line, but rather covered the general field, men's, ladies' and children's hose coming in for their share. Further difficulties and scarcities have been anticipated, and in this respect sellers have not been disappointed. Men's fancy half hose at \$1 and thereabouts are now added to the list of lines already scarce. The recent advance of 2½ per cent., which took effect the

latter part of last week, has been no hindrance, buyers being willing to pay for desirable merchandise. Although interest in men's embroidered half hose is on the decline, certain lines with small figures as embellishments have been fairly well taken by the local trade. Loud effects have been shunned. These late buyers are learning what they did not before believe or else purposely ignored, that goods are really scarce and that many lines are exceedingly hard to get. All classes of fine gauze goods are well-nigh out of the question, and in many instances, where late buyers have been taken care of, they will be obliged to content themselves with smaller apportionments.

Underwear—Developments do not come very fast in this market at the present time. To be sure, something is being done all along the line, but it is not of sufficiently large proportions to be dignified as good business. In point of fact, as has frequently been stated, there is little possibility of such being the case with a great many lines, and the scarcity is growing more pronounced with every sale that is made. A few buyers from the West and Southwest have been operating during the past week, the wants of whom have been discounted for some time. These buyers are usually late in their appearance in the market and are to be expected as a rule about the present time. The demand from this quarter of the country and throughout the West in general has been very satisfactory so far this season. Ladies' ribbed goods of the carded yarn variety have had as good a call as any line during the week and one house reports some very good orders. This particular line is now well-nigh sold up. Doubtless there are many others not so well fixed. Rumor has it that certain lines of these goods in the six-pound weights are not as well placed as might be desired. Goods of this character in these weights and odd sizes also have lagged considerably, odd sizes in particular having been very slow. The reason given for the slowness of the six-pound goods is that they are not desirable merchandise, the changes made in the trimmings having been so pronounced as to cut off their possibilities. This, to be sure, is not true to such an extent in all cases, but really does exist to a marked degree.

Domestics—The situation in these goods grows more and more acute each day. There are few lines of any description that are not under order well down through the year and some up to January of next year. Recent openings of napped goods and the success they had in going into consumption indicate the general tone of the demand, which at the present time remains unabated. One large line, opened but a short time ago, has already withdrawn. In view of the fact that the prices were substantially higher than last year, this may be considered a good performance. As the output will be not a little smaller than formerly, there is every reason to believe that the future will see some very fancy prices in force. Little or no objection has been made heretofore in this connection, unless

Edson, Moore & Co.
Wholesale Dry Goods Detroit, Mich.

SOLE AGENTS

Sleepy Hollow Blankets

Made on special looms. An entirely new finish. Each pair papered separately. Finest wool-blanket finish.

Sample pairs of these blankets will be ready for delivery in about two or three weeks, and will be forwarded only on request.

EDSON, MOORE & CO.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



See Our
Spring Line
Before
Placing Your Order

by occasional buyers, who expressed the opinion that many lines would not be as successful this year. However, that these were entirely wrong has since been demonstrated. Large quantities of colored goods are continually on the move and form a substantial part of the business of this market. A certain large house, whose business consists mostly of these lines, has such a large business that it is difficult to determine which line needs first attention as regards deliveries. The position of gingham is so well known as not to need comment. Quilts and such fabrics are all in a very satisfactory position. In such lines it is only a matter of attending to deliveries.

Sheetings—Southern mills making these goods complain of the very poor quality of cotton that is obtainable, resulting in the throwing of more waste than ever before. Other difficulties, such as a scarcity of coal in some sections, not to say labor, help delay deliveries not a little. The poor quality of cotton is held by some to indicate a failure of this crop next year. However, this year has troubles enough of its own to take care of without borrowing any of next year's.

The Man Milliner Aims His Views.

Written for the Tradesman.

"The most of womankind are proverbially particular in the selection of articles of necessity and adornment in the way of personal apparel, but it remains for them to show more vagaries to the square inch, in the choosing of the millinery part of it, than in that of any other merchandise of their charming makeup," said a "he milliner" recently.

"A woman," he continued, leisurely putting one knee over the other and meditatively tapping the desk with his pencil, "a woman will show all kinds of good sense in every detail of her costume, from her pretty swan-like neck to the end of her daintily-shod patrician little foot, and yet when it comes to a matter of headgear she seems suddenly and totally bereft of the merest shadow of a shade of common sense.

"We have a few alleged 'creations' on now, in the shape of revivals of bygone styles, dating from twenty years or so back. They are, to a unit, simply hideous. We have to carry them in stock, of course, or we wouldn't be 'in it' a minute with the rest of millinerydom, but, as for their suiting the average face, a woman might as well wear a market basket and expect to look nice in it. They make a pretty young woman positively ugly and, as for a plain one—well, if she's existing in the state of single blessedness, she might as well forswear all chances of matrimony; she's thrown the last one away when she dons such head fixin's!

"But, for all some of the girls are so foolish as to fritter away their opportunity to look pretty—and at the same time ensnare a husband—I will state that, in a way, though in a lesser degree, it goes without saying, some of my own sex are just as careless of their appearance as to hats. How often do we see a young fellow with a long peaked face all inroaded

with up-and-down wrinkles plowed deeply by Old Father Time, and what does he wear on his head? Why, a very tall Derby, with a narrow brim. That hat will be worn with the utmost precision. No jauntiness for him, s'il vous plait. It looks as if it had been put on with a square. He is happy. He thinks he looks as fine as a fiddle—if he doesn't. The rigidity of the brim accentuates all the hard unlovely lines of his face. There is absolutely nothing in the derby to tone these down. It is as uncompromising as Duty. A soft hat with a breadth of brim would not take away any character in such a face but would not make so prominent the aforementioned inroads.

"The hat is the frame for the face. It must always be in harmony with the person himself, his dress, the shape, texture, tint and other peculiarities of the face, the gift of Mother Nature; and, moreover, the hat must ever be appropriate to the occasion upon which it is to be worn.

"These general rules will apply to both men and women."

And the man milliner shut up his roll top desk, put on his hat and walked with me up to the corner, where we separated, he to meet a salesman with his trunks at the Morton, I to write down his observations before they lost themselves in the maze of my gray matter.

Jennie Alcott.

The Director Who Once Owned a Goat.

It was the last court of appeal Mahoney, the motorman, was on the carpet. He had broken a wagon, damaged a car, and in doing so had plunged the street railroad company into a half-dozen damage suits. He was summoned to appear before the board to present his excuses, but in traction circles Mahoney's discharge was considered certain.

One of the board was a young man. He is a stockholder in the company. For a week or more he had received reports about Mahoney. He was counted upon to vote against him. In fact it looked bad at best for the motorman, an employee who was growing old in the service.

Mahoney appeared. He presented his case and left the room. Then the board took up the matter of discipline. The majority wanted him fired outright, but the young stockholder would have none of this. Mahoney should be disciplined, but fired—never.

The stockholder fought so vigorously that his companions soon realized there was something behind his efforts.

"Do you know this man?" asked one.

"Yes, that is why I am fighting for him. Gentlemen, if I tell you the story back of this affair you will all vote with me. There is sentiment in it, and just because of your friendship for me you will save this fellow."

"Well, tell it. We can judge for ourselves."

"Gentlemen," began the stockholder, "some years ago when I was of that age when I loved melodrama I had a goat. He was a good goat, but a bad judge of what was food. About

a block from my house lived a man who used to make lye. This goat discovered the fact one day, and we did not have any pure food laws to tell him not to eat the stuff. His goatship ate a pound or more of the lye, and then came home to give up the ghost.

"There were copious tears in our neighborhood. My little brother and I called in our playmates and we did the last rites for 'Billy.' Then came the problem of disposing of his remains. Father suggested that the the ashman would haul him away. He gave us 50 cents to pay the ashman. A half dollar was a pretty big thing in those days. My brother and I figured out that the ashman would haul the goat to his grave for 20 cents.

That would leave us 30 cents, we could travel on half fare on the street cars, ride downtown with 20 cents in our pockets and see 'The Narrow Escape' at the 10-cent bargain matinee.

"The ashman wanted 25 cents for funeral directing. Hence we had to figure out a new scheme. This scheme was to put Billy in a gunny sack, lug him to the cable line, load him on the grip, take him out in the prairie, and there give him a good goat's burial. So we loaded the goat on the grip.

"Then childish fears took hold of us. Would the police arrest us? This required some consultation. We put our heads together and formulated a better plan. We had the goat loaded all right, and the next time the train stopped we would leave him to the care of the gripman. When he stopped we scurried away, 45 cents in our pockets, and a gripman with a goat. Whatever became of 'Billy' I do not know, but I do know this fellow just in here was the gripman. Fire him? Never."

Now the traction men familiar with

Mahoney's smash-up are wondering how he still remains on the traction pay roll.

Accuracy.

A bicycle policeman of the same nationality appeared against a man he had arrested for fast riding.

"How fast was he going?" asked the judge.

"Pretty fast," answered the policeman.

"As fast as a man can run?"

"Yis, your honor, he was going as fast as two min can run."

Think twice before you speak; and if you think three times the chances are you will not think it necessary to speak at all.

Crown Piano

GROWING IN POPULARITY

The spreading fame of the Crown name is just what is sure to follow when skill and care and honesty are built into every instrument. Every day new friends are made for the "Crown" by its merits. This does not surprise its maker, but multiplies its friends, whose appreciation grows by the actual test in the home. Get the name in mind, the piano in your home, and its benefits in your life. It requires no skill to select it—the skill has been put into its making.

The Quality Goes In Before the Name Goes On

Write for our new catalogue

George P. Bent

Manufacturer

211½ Wabash Ave., Chicago

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

Wrappers

Just

Arrived

Price

\$9.00

Per Dozen



A big assortment of wrappers for

Spring business and they are up-to-date in style and quality of material

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

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 January 19.

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.

FIRST DAY'S WORK.

Experience Which Every Clerk Has To Undergo.

It was Monday morning when I started to work, and it was in the office of a wholesale grocery house. As a consequence my experiences were to me, in my raw condition, bewildering, to put it mildly. I had never been on the inside of a big, busy office before in my life. I had never had a finger in the pie of business. My business experience had been found in the quiet, sleepy office of the flour mill back home. I had kept the books, acted as weighmaster, made collections and generally been manager of the clerical end of the business. This had kept me fairly well occupied on an average of three hours each day. The rest of the time I had devoted to a careful perusal of the books contained in the public library or to tending the flock of chickens that we kept in the yard back of the mill. So I was not in any way accustomed to modern business methods.

The letter from my late employer had secured me my position. Without this I am sure it would have been weeks or months before I would have had the "nerve" to apply for a position in a manner that would have elicited favorable response. The office awed me. I was not entirely new to the city, but I was new to big offices. The air of importance and power which pervaded the place was overwhelming to me. Here was the greatest business machine of its kind in the country; here was I, a lone lad of 19, going against it in an attempt to make my fortune. On one side was capital aggregating more millions than I had single dollars, combined with the best brains and the greatest amount of experience that money could buy. On the other side was a single raw boy with little capital, little experience and less confidence.

"What chance have I? What business have I here?"

These were the questions that I asked myself on my visit of application for a place in the office, for, you see, the office had instantly impressed me with its spirit of hostility—hostility to everybody who did not belong within its own select, charmed circle.

I could find but one answer for my questions. It was: None. Men came, looked at me with no change of expression on their faces, hurried past, or rushed by without a look, quite as if I had been a post or other piece of helpless furniture. The confidential clerk who took my letter opened it with a twist, although it was addressed personally to his employer, asking me at the same time what business I had to suppose that it was absolutely necessary for me to see the head of the house. He read the letter and disappeared. I sat and waited, lost and forlorn. Half an hour later he appeared, asked me to step to a desk, and handed me an application blank. I did my best to fill this out according to directions, but I made a hopeless botch of it, and the confidential clerk plainly showed what he thought of it by sneering as he

looked it over. He disappeared and came back in another age. I was directed to follow him, and he led the way to one corner of the room, where a score of clerks were working desperately before long, high desks. It was the invoice department, and that was where I began my first day's work.

The head of the department was named Dearborn. He was, as a matter of fact, an undersized man who wore thick glasses, but to me at that time he was the personification of power. He was to me a captain of industry—a great man. I had no way of knowing that he was merely a subhead, and that there were half a hundred of his kind in that one office; that he was merely a salaried employe of a higher grade than myself, and that his position might be taken away from him with as much ease as mine. To me he was **The Firm**. I looked to him as a power beyond whose decision there was no appeal, and I was ready to jump whenever he spoke, looked, or in any way showed that he took any notice of me. I never was accused of any uncomfortable degree of timidity, but the office and everybody in it had me "bluffed." That was the first effect that my start had upon me.

"You've had experience in extending, have you?" said Mr. Dearborn. He spoke sharply and with great decision. I had no opportunity to answer before he went on: "Here, Scott, this is a new man. You take charge of him. Make room for him beside you, where you can watch him. Break him in on the city extending to begin with. Need somebody there right away."

Scott was the head clerk. He was larger than Dearborn and older, his hair being plentifully shot with gray, and he was of a more quiet disposition than the other. But the same air of efficiency, the same air of permitting no delinquencies on the part of himself or those under him, was apparent in his expression, his bearing and his actions. He moved so quickly that I, unaccustomed to hurrying, was left a rod behind as he led the way to his desk. The way led down an aisle between two rows of clerks, who regarded me with great care for about one second, then bent to their work and forgot that I existed. But that second's scrutiny from a score of what were to be my fellow workers did more to disturb me than anything that had occurred to that time. It was apparent from their glances that I was woefully inferior to the average run of clerks in the establishment, and that they wondered how I ever happened to get in.

Scott stopped in the heart of the seething department. Messengers were leaving papers on his desk and going away with others; clerks were shouting questions and answers to each other; everybody was working as if the work must all be done at once.

"Here, Flury," said Scott, touching the busiest man in the lot on the shoulder, to attract his attention, "here's a new man. Give him some city extending and show him how to do it."

Flury drew a handful of papers

from the pile upon which he was working and slid them along the desk to where I was to sit.

"There they are," said he. "Just take and extend 'em and foot 'em and shove 'em back." I hesitated. I was dazed. I have no doubt that I quite looked the fool that Flury decided at once I was.

"Never did any of this work, eh?" he said. "Well, here—" Then he went on and explained the work to me.

It was simple; nothing more or less than the multiplication of one number by another. I had been reckoned a good figurer in school and I bent over the sheet, pencil and pad in hand, with a trifle of confidence in my system. I soon had it knocked out of me, however. There were perhaps a score of items requiring extensions on that first sheet. I had six of them done, carefully refiguring each amount for possible errors, when a boy came up to Scott and shouted: "Bill for Anderson!" Scott in turn took up the cry: "Anderson's bill; who's got it? Anybody got a bill for Anderson?" He was walking down the desk looking over each clerk's shoulder as he spoke, and when he came to me stopped short.

"Oh, here it is. How much have you got done?" And he jerked the paper from my hand before I had time to say a word. "Here, Flury," he continued, paying no attention to me. "Run this through in a hurry. Mr. Anderson is waiting downstairs for it."

The manner in which Flury's pencil flew over that sheet was a revelation to me. He didn't stop to use any figuring paper. He made all the multiplications in his head, setting them doth with a rapidity that was nothing short of wonderful to me. He had the whole thing extended and footed in less time than it would have taken me to make a single extension. When he was done and the invoice had gone downstairs one of the clerks spoke.

"Who had it?" he asked.

"The new man," said another. That was all, but there was an untold amount of implication in the tone of both speakers and my heart sank. At the outset I had proved inefficient, had clogged the wheels of business and had incurred the unfavorable notice of my superior.

I determined to work more rapidly. Multiplication always had been an easy matter to me, but now it was different. The figures looked strange to my eyes; I tried to fix them in my mind, but they flew away without making an impression. I tried to concentrate myself upon the sheet before me, but my thoughts persisted in running back to my unfortunate slowness on the other invoice, its consequences, and in fact on everything but where they should run.

I figured desperately, chewed my pencil, tore up paper and worked myself into a fine sweat, and each time as I put a figure down it looked impossible to me, and, refiguring to check it, I made a new one, always different, and not any more correct than the other one. I was rattled, that was the trouble with me, rattled

so badly that I was useless. Somehow—it seemed an age—I worried through the forenoon, and the lunch hour came. I went out, bolted a cup of coffee and a sandwich and hurried back to my desk to resume my frantic attempts at figuring. As I returned I felt that every eye in the office was upon me and that every person present knew of my mental condition and was laughing or pitying me, according to their disposition. Most of them I felt were laughing. As a matter of fact I was, of course, scarcely noticed; and it was only in our little corner of the office that any one knew anything about me or what I had done, or, rather, had not done.

I had half a dozen invoices extended before Scott found it necessary to take them from me and distribute them among the other clerks in order to get them done in proper time. My completed sheets he checked himself. Just as I expected, there was not one of them that was correct. The footings were well enough, but in each there was some extension that was wrong and which threw the whole amount out. He passed them back to me with my errors marked and the proper figures written in above them.

"You never have done much of this work, have you?" he asked.

I told him I had never done any work of that kind.

"Oh," said he, as if that explained something that had been puzzling him sorely.

That entire first afternoon was one of undiluted misery for me. All about me clerks worked away with a speed and precision that I felt in my soul I never would be able to attain. Most of them dispensed entirely with paper when making extensions, working the sums out in their heads and putting them down on the invoice without any more trouble. Few of them made errors. Flury and Scott, when they figured, worked like machines. I felt like a wheelbarrow in the midst of a lot of passenger locomotives. I bent over my sheets and worked my best, but the confusion around me, my inexperience, and my consciousness of being terribly outclassed combined to make my work mainly remarkable for its errors. Five o'clock came after a year, and I made my preparations for going home in a most discouraged manner. I had been carried off my feet by the first day, and I was quite sure that I would never be able to hold my position.

"Well, how do you like it?" asked Scott, cheerily, as he put on his cuffs. I told him that I liked it well enough, but I was afraid that the position would not like me.

"Why?" he asked, in surprise. I told him I was afraid that I was a rank failure.

"Oh, no, not at all," he said. "You will be all right. You have done as well as the average beginner—a little better, in fact."

Henry W. Jackson.

It will take more than the change in your pocket to work the change in the world.

**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

RIGHT SHOES.

Comfort Comes from Use of Common Sense.

The old gentleman Capulet evidently thought himself a very good-natured joker, when he challenged the ladies to dance, claiming that their refusal to do so was equal to admitting that they had corns. Probably the ladies took the challenge and danced, but with what discomfort who shall say? That the shoemakers of Shakespeare's time were no more conscientious than some of our own we have good proof, and that the ladies of that time suffered the same ills from wearing ill-fitting shoes as we suffer to-day, we have good reason to believe.

Well made, well chosen and well kept footwear makes for both health and beauty. A foot well cared for remains as perfect at 70 as at 17. In fact, a pretty foot, as one of our great poet philosophers has said, is one element of beauty that defies the assaults of age. And somebody else has said that a natty, perfect-fitting shoe is an essential expression of our ladyhood. Any attention we bestow upon our feet will repay us not only in comfort, but also in good looks as long as we live.

All the troubles and maladies of the feet and many that afflict the lower limbs come from badly chosen foot coverings. Not only corns and bunions, but varicose veins and rheumatism are the price we pay for wearing the wrong kind of shoes. And as for high heels, we pay all sorts of prices for these, from tumbling down stairs and breaking our necks, as a woman in New York did not long ago, to the destroying of our naturally graceful gait for life. They throw the body forward, weaken the security of the walk, stiffen the gait, predispose the ankle to turn and when they throw the foot forward into a narrow toe, sow seeds of terrible suffering, and a continuing martyrdom begins. Then do we veritably have feet of clay, no matter what the metal of our head and trunk may be.

No one can really enjoy walking who encases her feet in uncomfortable shoes, and this one of the most healthy and beauty-giving exercises is cut out of her health and beauty making regime. She can not walk with comfort, neither can she stand without extreme exhaustion, because when wearing tight-fitting shoes one can not poise the body firmly and elegantly.

Not every woman can have her own last, but she can discover a make, if she tries, that will give her greater comfort than others. There is a midway ground between the attractive, foolish things and the frumpy things that some people who pride themselves on possessing "common sense" wear. This midway ground is not very easy to find, because those who wear the common sense things are not as careful to have them attractive and dainty as they might be. Unattractive wisdom can not hold its ground against attractive folly in minds inclining to pretty, dainty, beautiful-looking things, be they shoes, shirtwaists or sunbonnets.

One of the penalties a woman suf-

fers from abusing her feet, and one of which she may only indirectly be aware through pain in knee or hip, is a broken arch of the foot. A further penalty of the broken arch is a flat foot. Flat feet are ever-unbeautiful, and ill-shaped shoes make them by breaking the natural arch. And not only this, but the spirit falls with the arch. Degenerate people are flat-footed. It used to be a proof of blue blood and high lineage if one could stand on a marble pavement and let a tiny stream of water flow under the arch of the foot without wetting it. But shoemakers have no more respect for blue blood than for plebeian, and its possessor gets no better treatment than any one else unless she insists upon having it and can pay for it.

The best time for having shoes tried on is without doubt at the end of the day, and over thick stockings, for at that hour the feet are somewhat swollen and what seems comfortable then will be comfortable the next day. The center of the sole on the inside of the shoe should rise above both the heel and the toe, if the arch is to be well preserved. The shoe should be a little longer than the foot for ease and grace of movement, and so should the stocking. Too short stockings are nearly as bad as too short shoes, bad for the feet and bad for the stockings.

After the shoes are purchased they should be carefully cared for. Proper cleaning prolongs their lives and the use of trees preserves them. They keep their shape, creases do not become permanent, and the new appearance is preserved for a long time if the tree is used. Paper can be used instead of trees. And this is a reminder of the ill-shapen, heavily creased little shoes that one may see at night in many a household. Johnny and Mary are scolded for being rough on their shoes, but there is another side to the question. Little shoes need much care, not only to lengthen their lives, but to make them suitable coverings for tender little feet. Children often suffer more than any one could imagine, and form uneasy, wiggly habits just because their feet are uncomfortably clad.

No other part of the body except the waist suffers so much abuse and distortion as the feet. They are susceptible to all sorts of deformities and the subject of all sorts of neglect. Many people do not bathe them sufficiently often, do not change their stockings with sufficient frequency and do not care for them in other ways as they should. The soldier who cares for his feet is the one who holds out on the march, and many foreign armies have doctors who see that the men care for their feet. The dead skin which hardens and produces callous spots needs to be removed twice a day if the feet perspire freely. To rub the feet with alcohol refreshes them wonderfully, and nothing is as good for them as a vigorous alcohol rub after they have been wet or chilled. A rub with cocoa butter is a fine thing for the feet at all times. Get a cake of this and give them a five minute rub at least once a week after the daily bath and you will save yourself many a groan. We should wear rubbers whenever

we need them and take them off as soon as we can. The feet must be kept warm and dry. A famous physician is reported as saying that his income would dwindle to a half if women kept their feet warm. And we may add that a woman's chance of being a comfortable soul and a jolly person to have around would be improved by three halves if she would wear the right kind of shoes, care for them and her feet properly, and try to have everybody else do the same.—Boston Herald.

Failure.

Haskins—The paper says a prisoner in the Jackson Penitentiary has written a volume of poems.

Baskins—Only another case where the jail has failed to reform.

Their Credit Was Good.

In the early days of Stephen Girard's success, two young men, who had just started in the sail-making business, came to him to buy a small quantity of duck on credit, giving the name of a reliable business friend who would endorse their note for the goods. When they had made their purchase Mr. Girard asked if he should summon a dray for them. "No," replied one of them. "We live only a short distance from here and can just as well carry the goods ourselves." "Then," replied Mr. Girard, "you need not ask your friend to endorse your note. I see that you are made of the right stuff."

He that shows a passion tells an enemy where he may hit him.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes,
Candy, Corsets, Brass Goods,
Hardware, Knit Goods, Etc. Etc.

Folding Boxes for Cereal
Foods, Woodenware Specialties,
Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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GRAND RAPIDS, MICH.

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.



The Sign of Quality

A Call in the Night

FIRE! POLICE!

Lift the receiver from the hook and tell the operator.

Exclusive Feature—We Have Others

Let us call and explain.

Main 330 or a postal card. We will do the rest.

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids, Mich.

What Is Wrong with the Small Boy?

In every age of his evolution and development, perhaps, man has been looking back to that generation in which he found his boyhood and comparing the boy of his maturity unfavorably with the boy of his own youth. Only a few years ago this was accepted as one of the fallibilities of old age. It was something conceded to the old man as a comfort and a consolation.

But within a comparatively few years a new significance has attached to this criticism of the present day youth when so frequently on all sides one hears the man who scarcely has reached maturity passing judgment upon the personality and status of the small boy.

"What has come over the youth of the present day?" is a question which may be heard on all sides without the necessity of listening for the topic.

The employer is asking it when the youngster scarcely has put aside his high school knickerbockers and come into the ranks of the world's applicants for place in the world's work. The high school instructor, scarcely turned 30 years, had been asking it long before. Mothers' clubs have considered the subject in solemn discussion. Juvenile courts of justice have sprung up everywhere for a still more serious treatment of the condition.

What is the matter with the American small boy?

Manifestly something is wrong with the average school boy to-day, especially in the great cities. To observe it one needs only to enter street car or pass along a city street where a considerable number of these youths are congregated. While proverbially the fact is accepted that "boys will be boys," the impartial resident in almost any quarter of the modern city looks upon any considerable group of school boys anywhere in a public place as a potential factor for producing anything from annoying disorder to an incipient riot.

In some of the cities—notably in Chicago—the public schools point out as the first cause for the condition the secret Greek letter fraternity in the high schools; educators are frowning upon it as giving a license-liberty which students eligible to such fraternities are not old enough to appreciate and keep within bounds. Certain sociologists are looking to the home environment as an instigating cause. Juvenile courts have been dealing with concrete results of the condition in varied manifestations. Perhaps more concernedly than any of these in his selfishness, the employer that is to be is asking himself in the language of the street, "Where do I get off?"

In this day of the higher education an enormous percentage of young men pass from grammar grades and the high schools to their place in the ranks of the workers. They are inexperienced in the sober activities of a material world. The business man who may look on indulgently, even, at the boisterousness of a group of university men celebrating a football victory in the evening may

be the harshest critic of the same spirit evidencing itself in a group of young men next morning in his place of business.

There is something of the precocious and affected in the city school boy—something suggestive of anything other than the innocence that belongs to his years. Study his actions a little in public and the false note will be felt. Feeling that false note, too, there is nothing reassuring in it. Boldness enters markedly into it. There is lack of anything approaching reverence for anything. There is vanity which clamors for the public eye, no matter at what cost of modesty and breeding. Presuming upon his youth and his numbers in any public place, this modern city youth gives rein to a counterfeit spirit of youthfulness which carries with it the jaded atmosphere of a wizened old age of rakish cunning and conceit. The exhibition is as painful as that other extreme in which the octogenarian at some settlers' reunion, encouraged by his doddering vanity, gets out upon the ball room floor to go through the mazes of the dance.

The British and continental European long has criticised the lack of childishness in the American child. Within a dozen years the American neurologist and psychiatrist have been deploring the forwardness of the city child in America. The city youth in school, walled in by the conventional narrowness of his school fraternity and his own lack of perspective and sense of proportion, has come to be more a sociological problem than he ordinarily is considered.

He makes class troubles in his school. Collectively he is a discordant element on street railways according to his strength of numbers. In any public place where his numbers may prompt him his lack of proportion and judgment makes him a sociological factor to be reckoned with. Always his strength of numbers must be behind him in any of the small outrages which he commits against organized society—manifest outrages which are the same things if done by working youth, but which committed by him are to be overlooked by reason of his school and his narrow school fraternity which may find its life in its irreverence and disregard of "the proprieties."

In the one fact that by virtue of his numbers, only, the school boy may make himself obnoxious, one may read the viciousness of the idea. In the same fact, too, one may read the tendency toward undermining the individualism which later must mean so much to the youth of the world.

There are signs of reaction from the present school boy status. Innocent youthfulness anywhere in the individual will be smiled upon always; the time is coming when the mob spirit of the schools will be dealt with in the measure of its deserts.

The wise youth who attempts to anticipate the inevitable will be taking a long step forward.

John A. Howland.

The Building of Individuality.

Get people's interest aroused in the articles you sell them, not only in the advertising that creates the sale but in conversation with them. It will get them in the habit of regarding their purchases, not as mere things, but as industrial creations full of individual interest and capable of infinite variety of quality. The customer who goes from your store thoroughly interested in some bit of hammer gossip which may be substituted for the usual comments on the weather will take a special interest in the hammer he has purchased and, if it is a good one, will unconsciously associate its quality with the store from which it came.

There are many interesting facts about even the smallest mechanical contrivance and by calling a man's attention briefly to something of this sort the habit is quickly acquired of investing each thing in the store with individual characteristics. Shelf hardware is no longer so much metal at so many cents a pound, but every piece represents a certain amount of mechanical skill and quality which wins the respect of the purchaser even when the article purchased is of the most trivial kind. This will be found another little blow against the catalogue house that is doing business at too long a range and in too wholesale a manner to individualize. A pound of nails no longer suggests merely the price at which they come, but the process of their manufacture and the mechanical difference between the perfect nail and the shop sweepings that include all sorts of imperfections.

As the habit of close observation grows there comes to the eye beauty of detail that never would otherwise have been noticed but that, once observed, is never forgotten or lost sight of. But do not forget that the customer is usually a busy man. Do not take away from him time for these explanations; simply put the time he has to give you to good use.

Using His Friends.

When Thomas A. Edison was living in Menlo Park a visitor from New York said to him one day:

"By the way, your front gate needs repairing. It was all I could do to get it open. You ought to have it trimmed, or greased, or something."

Mr. Edison laughed.

"Oh, no," he said. "Oh, no."

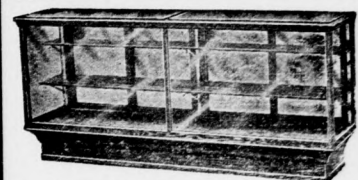
"Why not?" asked the visitor.

"Because," was the reply, "every one who comes through that gate pumps two buckets of water into the tank on the roof."

Saves Oil, Time, Labor, Money

By using a Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M". S. F. Bowser & Co. Ft. Wayne, Ind.



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

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If you wish to increase your business.
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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.

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GRAND RAPIDS, MICHIGAN

Merit! That's It!

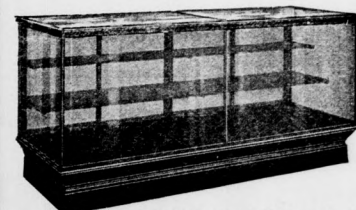
This is the unanimous opinion of all users of our

Harnesses

Prices reasonable. You are invited to call and see the line.

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

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

SPECIALTY SALESMEN.**They Are Usually Paid Well for Hard Work.**

In this mechanical age, when the labor saving device is invading every field of human endeavor, a quality of special salesmanship is coming into demand which twenty years ago had not developed into being.

Twenty years ago the world knew the drummer. Smartly dressed, equipped with the latest slang and the rankest stories, prepared to smoke or drink his customer into a purchase, he appealed noisily to the public at large as one of the elemental things in business.

To-day the old type of salesman, representing a line of goods selling as a proved necessity on the strength of the name of a house, is scarcely more than an "order taker." He calls upon the old customer of the house—or a new one, potentially—and, unless a competing salesman just has left the house after a successful sale of the standard thing needed in the business, he is there to quote a price and list the order.

But the specialty salesman belongs to another distinct school which has come into existence along with the other specialties in occupations. A new product has come upon the market. It may be something radically different from anything the trade ever has thought to anticipate. It may be designed to replace something already on the market, or it may be a novelty which shall have need of making its own field. Not 1 per cent. of the possible consumers of the thing ever heard of the idea. Under these conditions the consumer never has thought of wanting such a thing; in fact he may be opposed in principle to any such innovation. He may be set in that old rut of believing things "are good enough."

Here at once is the demand for the specialist salesman. Manifestly the man of the drummer type—with his business cards, the correspondence of the house and its reputation behind him, and the certainty that the article he is selling has its standard place in the consumer's line of business—gets off at this place. There is no house old enough to have earned a name behind him; the product is unheard of; the consumer never has had come to him the thought of the possible necessity of such a thing.

At once the specialist has in front of him the task of approaching a man, representing a house the customer never has heard of, in the attempt to sell something which the customer may not want or which he knows little about.

Give the ordinary dry goods and grocery salesman such a proposition and he is likely to go to pieces within a week.

For myself, I am a representative of a special school of salesmanship. Five years ago the idea that such a machine as my house is turning out could do the work claimed for it would have been received with derision. One year ago fewer machines were sold in twelve months than were sold in the month of last December. With a capital of \$5,000,000 the manufactory to-day employs 250 salesmen

in the United States, and in a recent ninety day contest for the best showing of salesmanship I was awarded the first of two prizes for work in the great city class and T. W. White received the second prize at San Francisco as head of his class in the smaller cities and towns.

In the collecting of this force of salesmen the company has been canvassing the whole field of salesmanship for its special men. Men who have attained to the fullest possibilities of salesmanship have been sought, but the conditions under which these men have to work—wholly in self-reliance and each man according to the best knowledge of men and things—allow for many to drop out every week.

Taking up the specialty as the product of a special field of industry, the special salesman who feels that he can master the work may feel in general that the comparative lack of competition in the manufacture and the economic value of the product promise him a reward for successful salesmanship. His work in a way may be easy, for the reason that there is small chance of his entering an office just in time to see another successful salesman leaving. But if the specialist salesman all his life has been trained to the routine of calling, handing his customers a bunch of cigars and settling back in a chair for an order, he will need to overcome and lose a good many things which have proved valuable to him.

This specialist salesman in the first place must reconcile himself to the fact that he is an individual, working as an enthusiast to prove to his customer that the customer can afford to listen to him, irrespective of the means by which the salesman secured entrance to the office.

This getting into the office itself may be an art. Trying to sell an article which perhaps never will have been thought of until he speaks the first word for it, one will realize that the salesman needs to see the man in the position of saying the final "yes" or "no" for the establish-

ment. These men, naturally, are the hardest to see.

I never carry a card. I have scarcely a thing about me that could serve to identify me with my house. I meet the man at the railing or at the window in the outer office, refusing always to state what my business is. I often need to see the presidents of railroads, general managers of great counting house businesses—always the heads who can do business.

Here at the doorways of the private offices I meet an iceberg atmosphere that would be freezing to the average man carrying a sample case for some well known house marketing a standard commodity. In these outer offices one always finds a sterner disposition to hold the caller up than is found in the inner offices themselves. Here the special salesman must prove his specialty.

"The President is busy—can't some one else talk with you?"

"Not unless he is the man who can sign checks," is my reply. "I am looking for the man who can do the big business for the company—for the man who can give me an answer for the company. But I would rather see the President—will you tell him that Mr. Whitcomb would like to see him?"

I have the president's name, naturally, although I may never have seen the man. The president or the general manager finds it not an unusual circumstance to have a caller whose name he can not recall. But with this element at the general entrances to the office, the specialist salesman must have his self-possession and his singleness of thought and purpose always before him if he expects to pass the barriers.

Once past the guards to the private office the salesman must have still greater composure and certainty of his position. It is a trying moment when the president or the general manager of a great business looks up in surprise at the "intrusion," takes out his watch, and holds it there in his hand as a show of protest against the taking of his time. But that man who knows his busi-

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

A Mine of Wealth

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

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

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

Hastings Industrial Co.
Chicago, Ill.

"Quaker" Brand**Prime Specialties of Ours**

WORDEN GROCER COMPANY
GRAND RAPIDS

The Very Fullest Kind of Value

Coffees and Spices

ness to a degree, causing the watch holder to forget his watch, is in line for the distinction of "specialist salesman."

It is not even desirable that the salesman for an intricate mechanism shall know how the machine is made, how many parts it has, whether the top unscrews or is bolted on. That is the machinist's business. One might as well imagine that the man who designed the machine would be its best salesman. But the salesman will need to know what the machine will do, and, in the case of the customer who does not know this, or who does not believe this, the salesman must talk to the point of showing him rapidly and surely.

Earnestness, knowledge of men and things, tact, judgment and a belief in himself are necessary qualities in the man who would graduate to the field of special salesmanship. There are rich rewards for those with the nerve and skill and hard sense to succeed. Ten thousand to \$15,000 a year is to be reached by such men who can command the field.

When you have had all the training of ordinary salesmanship, backed by the old established lines of business, brace yourself when you feel like tackling the specialty line; you will need the preparation. But if you master the work you will have an income to command.

C. R. Whitcomb.

The Affair of the Chair.

Once there was a man who went to a friend and borrowed a chair. It was a nice chair, and the friend readily lent it, for he thought a good deal of the man.

So the man took the chair home with him and kept it a long while.

At last the friend sent word to him that he wanted the chair back.

So the man said all right, that he would bring the chair back.

And a day or so later he took the chair back to his friend.

The friend looked at him with a puzzled air and said that he wanted the chair back, whereas the man had brought the chair back.

The man said he knew it, and so he had brought the chair back, as his friend could see.

But the friend said he didn't think so much of people who could not understand a simple, everyday request, that he thought he had made it definite enough when he sent word to the man to bring the chair back.

The man grew a trifle angry at this and said to his friend that if he wanted the chair back he should have said so.

Then the friend said if the man couldn't bring the chair back he could take the chair back.

So the man took the chair back home with him.

But why should the friend want simply the chair back and not the chair back?

Or did he want the chair back instead of the chair back?

Next time the friend should lend the man a stool, should he not?

W. D. Nesbit.

It is an old trick to make so much noise with your head that folks will not look at your heels.

Every Individual Profits by Loyalty to the Community.

The simple barbarism of primitive man made each individual almost wholly independent of his fellows, except as they might have to unite for defense against attacks from a common enemy. Modern society presents an entirely different condition. Interdependence has been succeeded by interdependence. The complex conditions of modern life make the individual more and more dependent on his fellow men. This increases the necessity for a full recognition of the obligations of each to the all. It likewise increases the necessity for a clearer recognition of the benefits that each derives from the all. The things without which life in the country in these enlightened days would be a dreary existence—roads, schools, churches, libraries, electric cars, telephones, rural free delivery, and everything that combines to make up the social life, especially in the smaller cities, towns and villages within reach of farm homes—can not be enjoyed unless the community co-operates to create and maintain them.

Hence the community as a whole, in so far as its relations to all these things necessary for enjoyment as a community are concerned, must be treated as one entire and indivisible social organism. Anything that increases its strength and wealth and the number of people composing it increases in a like degree its power to serve the wants and needs of all as a community.

Consequently everything that can be done by every member of the community to promote its general prosperity and healthy growth and improvement should be done from a purely selfish standpoint, if from no other. Each member of necessity participates in the increased property values, increased prosperity and general wealth and increased social and educational advantages.

This is true of the dwellers in the adjacent country, on the farms, just as much as of those living in the midst of the town that is the center of social activity for the entire section. The spirit of co-operation and mutual helpfulness for the common benefit in which all must participate should include the farmers as well as the town-dwellers. The isolation and deadly monotony of the old farm life has filled the insane asylums with farmers' wives and driven countless thousands of young men and women away from the old farm home to failure and a life of unhappiness and disappointment in the cities. These terrible drawbacks to farm life have been or can be done away with in any modern rural community by uniting the farms and the town into one loyal whole as a community co-operating for the welfare of all. The trolley, the telephone, the rural free delivery, the consolidated school, good roads to nearby towns and neighbors and the entire social life of the town or village where the farmer should trade are the new influences to make farm life the happiest life in the world. But to enjoy these benefits the farmer must be one of the community, and in exact proportion that all who comprise it

co-operate to make that community stronger and weld it together more closely and keep its accumulated capital and its trade at home, just to that extent will each enjoy the increased benefits resulting from such a policy of loyalty to the home community.

All should work together for the improvement of the schools; the establishment of libraries, halls and churches; the improvement of roads; the establishment of new industries and increased prosperity of those already established and everything that human activity can do to make a better environment for a fully rounded out, complete and happy human life.

Patronize home industry.

Protect home trade.

Consume home products.

Invest your capital at home.

Improve home schools and roads.

Develop home manufacturing.

Advertise in your home paper.

And help your home editor to build up a paper that will advertise your home town wherever it goes.

Geo. H. Maxwell.

Imprisoned for Selling Cocaine.

A clerk in Brendeck's drug store in Chicago was recently sent to jail in default of paying a fine of \$200 for selling cocaine. As a result of this action it is believed that the violators of the ordinances who have been guilty of this crime will be more careful hereafter how they break laws governing the sale of drugs to victims of the cocaine and morphine habits.

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, PENNSBOLT BUILDING

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gal. cans.

Standard Oil Co.

Grand Rapids, Mich.

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



When you see "AS YOU LIKE IT"
On an article of food,
Just close your eyes and buy it
For it's wholesome, pure and good.

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

FIRE INSURANCE.**Conditions Which Policy Holders Should Comply With.**

It is a deplorable fact that, except in the large cities, and then only, as a rule, in the case of risks where the insurable values run into the tens of thousands of dollars, the holders of fire insurance policies do not read their contracts. Very few realize the importance of a thorough understanding of the conditions and forms that apply to the individual risks. As a matter of fact, a policy of insurance after the fire is as important a document as a deed to a piece of property, and no more complicated. It is not reasonable to suppose that a man would accept a deed to a house and lot unless he was fully satisfied that it was properly and legally drawn. Then why should he accept a fire policy without being equally as careful, and see to it that it was properly written and the subject of the insurance fully described in the form of the policy? Oftentimes the claim is made that the printed conditions of a fire insurance policy are so worded as to mystify and mislead the average insurer. This is hardly true, for the language used is clear and comprehensive and carries its true meaning to the mind of the average man, and lacks the legal verbiage peculiar to legal documents. Of course, the conditions must be carefully read to be understood. Another thing to be borne in mind is that the conditions of the standard policy were drawn to cover every character of hazard known to the fire insurance business, and but few of them apply to any individual risk, and a careful reading of the policy will readily determine the conditions that apply to any risk that might be in question.

Another point to bear in mind is that, when a company issues a policy through its local agent, there are certain conditions that the assured is required to comply with. This is true of every contract that ever was drawn, be it an insurance contract or not. The contracting parties impose conditions upon each other that must be lived up to in order to carry out the conditions of the contract. Then why should an insurance policy be made an exception to a rule that applies the world over?

It happens only too often when the adjuster arrives at the scene of the fire he finds that the claimant has failed to comply with certain conditions of his policy, simple enough in themselves. The question is asked, "Why did you not do this or that?" The reply he gets is: "Oh, I did not read the policy; did not even open it. I stuck it in my safe and did not look at it until after the fire." Now, who is to blame for his failure to comply with the printed conditions of his contract? No doubt he would have complied with the conditions had he read his policy. His ignorance of the conditions of his contract is certainly due to no fault of the company. Had they known previous to the fire that he was not carrying out his part of the contract, they would have called it in and cancelled it, and many and many is the policy that is

cancelled for that very reason, and the premium returned to the assured, for no reputable company will continue on a risk when it has been called to their attention that the assured is not carrying out certain conditions that his policy requires of him. Of course, all the fire companies want all the desirable business they can get; they need the premiums to pay losses, but it is safe to state that they would not accept a cent from any man, no matter what his standing was, or how good a risk he had to offer, if they knew that it was not his purpose to carry out the conditions of his contract. They do not want money secured in that way, for no matter what the general opinion may be, they studiously avoid trouble and litigation, and many is the claim that is paid, on which, if the company stood upon its legal rights, it would not have to pay a cent. An honest man with an honest claim, that makes a clean showing, will never have any trouble securing a liberal settlement with any reputable company with which he may be insured.

Read your policies. Live up to your part of the contract and the companies will live up to theirs in a full and satisfactory measure.

As a result of my experience I want to make some suggestions to you about things you will have to do to comply with your part of the insurance contract when a policy is issued to you. Of course, the first thing you have to do is to pay your premium. You haven't any insurance unless you do that, but when the adjuster comes around to adjust your loss after you have had a fire the first thing he will ask will be for an inventory taken within twelve months' time. You must be able to produce such an inventory. Thirteen months won't do. If you can't do that your insurance isn't worth a chew of tobacco to you. The next things he will ask for are your invoices up to, say, within twelve months of the fire, to show the goods you bought, and in case you have a total loss you will be called upon to produce a showing as to what you have sold from the time you took the last inventory up to the time you were burned out. Of course, this can be kept in a book, your cash sales, and the credit sales go up in the regular way, but you must in some way be able to show a daily record of your sales. Now, the merchant who can comply with these requirements will be protected when he has a fire, but he will be all wrong if he can't comply with them, and he stands a chance of never getting his insurance.

George D. Case.

Modesty.

"Is that all the work you can do in a day?" asked the discontented employer.

"Well, suh," answered Mr. Erastus Pinkley, "I s'pose I could do mo', but ah nevah was much of a han' foh showin' off."

You are not likely to lead men to faith in God by preaching crooked facts about men.

Mother's Cornmeal

36 3 lb. packages to the case
is just as good as **Mother's Oats** and that means

The Best

Only the golden flinty heart of the corn milled with modern machinery. You can't buy Mother's quality in bulk

Remember our Profit Sharing Plan applies to both
That means

More Money For You

The Great Western Cereal Co.
Chicago



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.

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.

Gideons Attend a Grand Rapids Church.

Grand Rapids, Feb. 18—Frank M. Holmes, C. F. Louthain, D. W. Johns, H. Everett, Geo. A. McIntyre, Grand Rapids Camp, and Geo. M. Jaynes and Aaron B. Gates, Detroit Camp, were in attendance at the Wealthy Avenue Baptist church service last Sunday morning and listened to the pastor, Rev. W. P. Lovett, and every word seemed fresh from the throne. The Holy Spirit touched his tongue and lips and every word seemed on fire. His text was: "Restore unto me the joy of thy salvation. * * * * Then will I teach transgressors thy ways."—Psalm 51:12, 13.

He said in part: David's experience of losing the joy of salvation is one that appears often among all classes of Christians. We look back with longing to the time of our conversion, remember the peace and happiness of that period, and confess that we do not now possess the same qualities we had then. Religion becomes all duty and no pleasure. We wear a long face and lose our health. We lose joy in prayer, in the Bible, in the conversation of Christian people. We are absorbed in business and find no happiness in God's service. What is the trouble?

How did we lose our joy? David lost it through sin—of the vicious, lustful kind. Sin means a sinful heart. The disease is first apparent in the blood before it breaks out where all men can see it. We may not be guilty of crimes which would land us in prison or get our names into the newspapers, but still we may have hearts full of evil, just as great as that of David. What awful sins Paul enumerates in writing some of his letters, such as pride, envy, malice, greed, covetousness, jealousy, back-biting, evil thoughts, etc. We wonder why those erring Christians were not all excluded at once from the early churches.

From my own experience I believe sin very often begins with religious doubt. When we get shaky in our faith then we let down our moral standards, embrace the world with its indulgences and fall finally into flagrant evil. Sometimes we lose the joy of salvation because we have a wrong view of salvation itself, looking on it as more mechanical than real. We accept what Christ does for us and forget what he wants to keep on doing in us. Regeneration

must be followed by sanctification, salvation by service. The true Christian is not a monk, but a soldier, fighting sin all the time, in the world but not of the world.

How shall we recover our joy? By going back to the place where we began with God. This does not mean a second conversion, but a renewed consecration to Christ. A man once converted is always converted, although, like Moses, David and Peter, he may fall into weakness and lose his joy in Christ. David recovered his joy by one of the most wholesome and complete confessions of sin that we know of. He groveled in the dust of repentance before God. So must we be cleansed anew by the Holy Spirit if we would renew our joy.

How shall this joy be retained? By using it. Service is the watchword of the live Christian. When we stop serving actively, and "take a vacation" from religion, then the devil gets in his work! Show me a man whose faith is weakening, who is debating some of the "problems" of religion and who has given up active Christian work, and I will show you a man who is rapidly losing the joy of salvation. He is enduring religion instead of delighting in it. The devil will get him soon if he does not come back, as David did.

What this world needs to-day is live Christians, whose enjoyment of Christ shines in their faces. If you go about with a long face and never smile men will not want to eat at the "tables of the Lord's bounty" where you have dined. They will think you got nothing there but dyspepsia or liver complaint, and get as far away from that kind of religion as they can. The condition of winning sinners to Christ is that we have joy in Christ ourselves.

Our service should be not only for Sunday and the church, but for the week day and all our daily occupations. It is wrong to think we can not have joy except in a prayer meeting, and can not serve God or our fellowmen outside the church. Our faith must send us out into the cold, hard world to make it brighter and better. Our service should be such as consecrates and ennobles every act of every day, so that the power and the joy of Christ may work out through our contact with the lives of all men. Take the example of the Gideons, and you will have both the

joy and the victory. You will delight in Sunday and in Monday, in the church and in your daily business.

Aaron B. Gates.

Newspaper Advertising.

The reason that newspaper advertising is so much better than any other is because it is definitely recognized everywhere as of right and of merit as absolutely legitimate, an essential part of the newspaper's function as much as the news and editorials, and a commodity as definite and as measurable in value as any other. During the last few years newspaper advertising has made tremendous strides, not only in volume, but in its essential content of precision and of efficiency, so that its administration has become definitely recognized as a profession, almost an exact science. A necessary corollary of the great advance in the value of legitimate advertising is the decline and disrepute of every other kind, and that which obtrudes itself, like the defacing of natural scenery, or smuggles itself into notice, like veiled references in plays and lectures, is not only futile, but worse, a positive offense and a reproach to the men and the things responsible.

Smarten Up.

If that old delivery wagon of yours was given a bath, and about a sheet of sand paper used on the rough places, and it was then taken to the back yard and given a coat of paint your customers would think you had a new wagon; and this would not cost to exceed a dollar and a half. This might also necessitate the washing and oiling of the harness, but the boss could do that sometime while he was resting.

Yes, and if your sign had a bath its appearance might be improved.

Have you swept down from overhead this year? There might be a need of that.

Have you had a meeting with your clerks this year and talked it over with them? They may have some ideas to put in practice if an opportunity is given them.

Do you know what the simple boy said when asked how to increase business? It was: "Fill the measure full." Pretty good advice, wasn't it?

Some men never make any noise in the world until they have been asleep for awhile.

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




Harness

Now is the time to place your order for

Harness For Spring Trade

Our line is better than ever. Try it.

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

FOR SALE General Stock

In thrifty Central Michigan town of 350 population, stock of shoes, dry goods and groceries. Inventories \$2,500. This stock is located in store building with living rooms on second floor. Rent, \$12 per month. Leased until May 1, 1908, and can be rented again. Nearly all cash business. For further particulars address

TRADESMAN COMPANY,
Grand Rapids, Mich.

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.

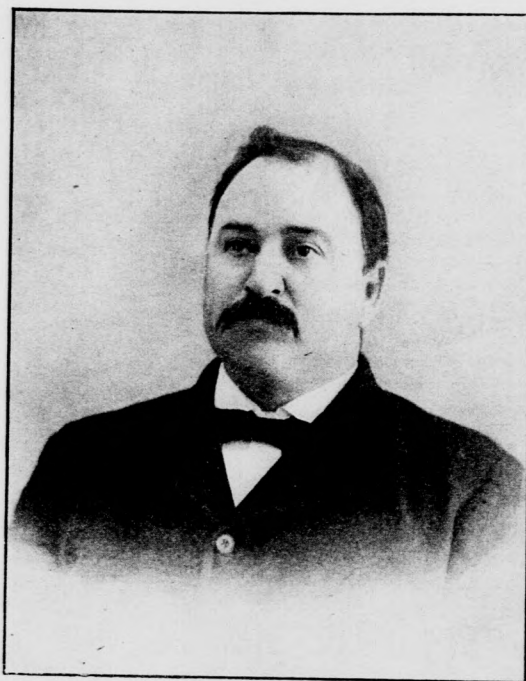
TRADESMAN COMPANY, Grand Rapids, Mich

IN THE SHADOW.

Inspiration of Song by Grand Rapids Jobber.

A few evenings after Mel Trotter and his crew had taken possession of Smith's Opera House an old man was staggering down Market street. He was dirty, ragged, friendless, an outcast and tired of life, looking for a place to commit suicide. He had prepared himself for this event during the afternoon by sharpening his large clasp knife to a razor edge and filling himself with cheap whisky. He had nerved himself for the ordeal which he expected would end his career.

As he was passing the Opera House the doors were swinging back and forth and large crowds were streaming in and a great volume of music poured out. The old man stopped, listening to the singing and, noticing the crowds going in, remembering that he had many times joined the crowds in days gone by, and thinking that there was another show on and that he might as well have one more good time before bidding adieu to an unfriendly world, made a start toward the door, got lost in the crowds and endeavored to sneak in past the ticket seller, supposing it was a show of the kind usually given there and he had no money with which to pay



Charles F. Louthain.

his way. No one interfered with him and so he was soon inside and was shown to a seat by one of the ushers. Mel Trotter that night made one of his usual talks and, by the way, he never talks from the platform that he does not say something which would interest the class of people to which this old man belonged. And so it was that this night the old man heard what he had never heard before—the wonderful news that there was a way out of such trouble as his without resorting to the knife. When the appeal was made the old man's hand was raised. Some one took notice and later he was led to the altar, where he gave his heart to God and rose to his feet—a man filled with hope. The next day was a hard one for him, but Mr. Trotter secured work for him and he worked faithfully and that night he was again on hand at the Mission, where the writer heard his story. Mr. Trotter told portions of the experience which the old man had failed to relate, which was as given above. Some time later the writer met the old man and had a talk with him, at which time the knife was produced with the statement that it had never been used since it had been sharpened for the purpose of ending his life. He is now and has been for some time employed in one of the leading

Tell Him Jesus Saves.

C. F. L.

C. F. LOUTHAIN.

1. I was once a poor lost sin-ner, filled With many a doubt and fear,
2. As I wan-der'd down the street that night in- tent to take my life,
3. It was then I heard the sing-ing as the mis-sion doors swung wide,
4. I was down and out—no way to turn—I sure-ly felt my need,
5. Since that night I've loved the Sav-ior and how won-der-ful to me

I was sink-ing 'neath sins an-gry cru-el waves; When I heard a
I was far from loved ones all that man holds dear; Sin had ruin-ed
Of the songs my moth-er sung in oth-er days; As they sang old
I was friend-less heav-y lad-en full of sin; Then they told me
Are the pleas-ant ways in which my Lord doth lead; I am saved oh

bles-ed mes-sage and it filled my heart with cheer, Hal-le-lu-jah
me and all my days were filled with bit-ter strife, And the end for
"Rock of A-ges" my soul just longed to hide, And I bowed in
Je-sus loved me and would be a friend in-deed, And His blood would
hal-le-lu-jah, I was blind and now I see, On the corn and

REFRAIN.
now I know that Je-sus saves.
me seemed ve-ry ve-ry near. (Je-sus saves, oh, hal-le-lu-jah,
tears when they sang "Jesus Saves." Just re-mem-ber Je-sus lift-ed
save and keep me pure with-in.
wine of Ca-naan now I feed.

Copyright, 1907, by C. F. Louthain.

Tell Him Jesus saves.

tell the sto-ry while you may To your broth-er who is
you from out the mir-ey clay, Omit.
down in sins dark waves; Tell, oh tell him, tell your broth-er Je-sus saves.

Step by Step.

ROSE D. LOUTHAIN.

C. F. LOUTHAIN.

1. Step by step, oh Sav-ior lead me, Thro' the long and wea-ry day,
2. Step by step, oh Sav-ior teach me As I walk with Thee a-lone,
3. Step by step, oh Sav-ior keep me, In that per-fect peace and love,
4. Step by step, oh Sav-ior take me To that home be-yond the sky,

When the temp-er comes to turn me From the straight and nar-row way.
That Thy prom-ise ne'er will fail me "I will guide thee safe-ly home."
That the bles-sed Bi-ble tells me Is the gift of God a-bove.
There to lay my sheaves be-fore Thee And to dwell with Thee on high.

REFRAIN.
Step by step, day by day, Sav-ior lead me all the way.
Step by step, day by day, day by day, day by day.

Copyright, 1907, by C. F. Louthain.

manufacturing institutions of Grand Rapids and is a faithful, conscientious and hard-working man, and, best of all, a Christian, telling the story and living his life as he has been taught by Mr. Trotter and his associates at the Mission.

The inspiration for the accompanying song was gotten from this old man's experience, and the writer sincerely hopes and prays that the story and the song will prove a blessing in the lives of many and inspire some poor fellow who feels that everything is against him with renewed hope and effort to a better life.

Chas. F. Louthain.

The "Quitter" Should Shun It.

John Wanamaker says: "If there is one enterprise on earth that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom. He should know before he begins it that he must spend money—lots of it. Somebody must tell him, also, that he can not hope to reap results commensurate with his expenditure early in the game. Advertising doesn't jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year until it exerts an irresistible power."—American Telephone Journal.

Ordinary thought moves in waves that radiate at the rate of eighty feet per second. When a man bumps into a chair in the dark his thought surges in billows that radiate at a speed of ninety miles per second.

The Power of Timely Advertising.

"A lady was talking to my wife the other day," remarked a country merchant, "and stated that she had to send about half the stuff bought from mail order houses back to them on account of their substituting goods not ordered. She went ahead and mentioned two houses who would not substitute, and said that they were the only ones she had been able to find, but their prices were higher."

A little enquiry brought out the fact that this lady only ordered such goods away from home as she could not find at home.

The merchant did not notice that he was missing a good advertising point. Advertising never entered his head, and too many merchants are overlooking their opportunities every day.

Take this case as an instance. When the merchant was asked why he did not make use of her statement in his advertising, he at once saw the possibilities. His wife secured the statement of her friend about the inability to get the goods ordered and she gave a list of the mail order houses which had substituted other goods in her orders, and stated that she had returned all of them.

This statement was used by the merchant in good big newspaper advertisements, and also in his circular for that week, which went out under separate cover to each house in the surrounding country.

He reports that the results were easily seen, for in talking to customers the following week, many mentioned that the mail order houses

seemed to advertise one kind of goods and deliver another. Of course, it goes without saying that he explained to them that the goods delivered were cheaper than the ones advertised to catch the order.

This is something every merchant can arrange for himself. There are always some persons buying your line of goods who will be disappointed with what they get from the mail order houses, when other goods are substituted for those ordered, or they are disappointed in the quality of goods received, in spite of the fact that they may fill catalogue descriptions. A statement from such persons is not so very hard to get if it is sought at the right time, when the dissatisfaction is at its height, and such a statement is sure to make your advertising matter more carefully read. It will also give you the name of being a man who is not afraid to fight the mail order houses, and that is a name you can well be proud of, and can afford to spend money to maintain.

If only an occasional article was substituted by mail order houses this plan would hardly be worth trying, but substitution is frequent, and when customers of the mail order houses find out that such methods are being used with others as well as themselves, they will begin to understand how some things can be advertised so much cheaper than you can sell them, as something else is generally used to fill the order, or the statement is made that it is out of stock and attention is called to

other goods which can be sent instead.

Remember that your best weapons with which to fight mail order houses are the absolute truth and good advertising. If they can induce people to send their money away from home, by good advertising, you can keep the money at home in the same way, if you will furnish them the goods. Of course, you can not be expected to carry a stock which is out of all proportion to your trade, but you can order goods for your customers and save them the trouble, and if you can keep the business at home you can afford to carry a larger stock.—Stove and Hardware Reporter.

Alcohol from Cactus.

Industrial or denatured alcohol is a name applied to untaxed ethyl alcohol, obtained by the fermentation of starch, sugar and other fermentable carbohydrate matter of plants, to which has been added some substance, often methyl (wood) alcohol, that will render it unfit for use as a beverage without affecting its value for use in the arts.

The authorities at the New Mexico College of Agriculture think that the manufacture of industrial alcohol from cactus can reasonably be considered within the range of possibilities.

Down in New Jersey they have organized a cranberry trust. That will put a sour taste in the mouths of consumers.

"IT'S ALL IN THE JAR"

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

ATLAS SPECIAL WIDE MOUTH FRUIT JARS

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

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

HAZEL-ATLAS GLASS COMPANY
Wheeling, West Virginia

CLERKS' CORNER

Some Reasons Why Clerical Help Is Cheap.

While others are investigating the trusts, life insurance companies and unions, it is well to investigate the conditions of the man in the office.

Statistics show that 90 per cent. of the clerical help in the cities make \$12 and less per week. This fact seems amazing when one pauses to consider that a large per cent. of these are married men struggling along with such a pittance.

The causes of this condition are numerous. Ten or twenty years ago a country lad was satisfied and even proud to grow up and fill a father's shoes. He stuck to the plow and grew up a contented man in the community. Time has changed this. Ambitious mothers expect to make doctors, lawyers and captains of industry of their sons and urge them to leave the old homestead and make their mark in the city. With their meager training along commercial lines this class is compelled to accept modest wages.

Then, too, the \$10 or \$12 they earn look large to them, as their ideas of the value of money are measured by the village standard. These same ambitious mothers help them to keep at it by an occasional draft when they fall behind. These young fellows, as a rule, gauge success by dollars and cents, and wherever they can make the most, regardless of the future, they go. In the end they obtain a variety of experience, but small wages.

The college man cheapens clerical labor in this way, these thousands who are now working their way through school will accept anything that offers employment at their odd hours. Many employers are having book-keeping and other clerical work done of evenings simply because it can be done cheaper by these students. Not only is this the case when the student is going through school, but when the universities pour out their hundreds of graduates each year, these men rush to the large cities in droves. They are after experience. Practical commercial training is their need and many will even work for nothing to obtain it.

Women keep down the wages of the clerk. The women have the moral right to work in offices if they desire and many do so, not from choice but necessity, yet those who work simply to keep from doing domestic duties and those who, although well provided for, only work selfishly to earn a few dollars to spend in extravagance should be criticised. Women who work from necessity and have responsibilities are to be praised, but the other class of young women who have homes, have prosperous fathers, and a comfortable living, but accept positions at ridiculously low salaries, not only make it harder for those who need work but they set an unfair price on labor.

Another cause of the small wages

of the office clerk is the fact that in most large corporations the manager is on a salary, too, and is compelled to make the books show a big profit or he loses his position. As an instance of this one of the largest corporations here at a recent meeting of the stockholders decided that the profits were too small. A new manager was put in charge who, to feather his own nest, naturally started to cut expenses. To make this record and advance his own interests with the stockholders the new manager cut the wages of every employe in the office, except those whose services he could not duplicate with cheaper men.

A cut of this sort only could be made in the office, as labor troubles would not permit it anywhere else. This reduction was not due to hard times nor lack of orders, but termed as "business," forcing down the price of the product. These are some of the reasons why clerical help is cheap. The effect is obvious. The man who works from necessity and expects to stay at his work is discouraged. The clerk knows, as does his employer, that he merely is a link in the chain, and if he desires to quit he inconveniences no one. There are hundreds ready to take his place who can do the work with little training. Realizing this, he can not develop, as he fears originality and ideas will cause him to lose his place. The small pay he receives holds him in a class where he unconsciously places himself. His idea of his own ability is underestimated and thus at a discount. He therefore can not gain larger ideas than his position calls for, and in this way fails to advance.

The remedy for this condition rests chiefly with the employe. This is the age of specialists. Present conditions demand men not with a general knowledge of a business, but employes who know one department or one division of work thoroughly. The manager of a department of a large Chicago concern admitted that he had been with the house fifteen years, but never had even entered many of the other departments. However, this man does know every detail in his own section, and thus is an invaluable man.

General ideas and a smattering of the whole business might be worth while to the young man, but facts bear out the assertion that concentration pays his salary.

C. A. Patterson.

National Flowers.

The national flower of England is the rose; of France, the fleur-de-lis; of Germany, the cornflower; of Egypt, the lotus; of Greece, the violet; of Ireland, the shamrock; of Italy, the lily; of India, the lotus; of Japan, the chrysanthemum; of Mexico, the nopal cactus; of Scotland, the thistle; of Spain, the pomegranate.

Conceit.

"Miss Bright refused to marry me last night."

"Too bad, old man!"

"Oh, I don't care. I wouldn't want to marry a girl with such a lack of good sense, anyway."

Be Careful in Accepting Guarantees.

In answer to the various queries made to the Washington officials concerning the pure drugs law, the following authoritative statements occur over and over again:

Misrepresentations of all kinds are forbidden. If the firm is purely fictitious the use of the name would undoubtedly be a misrepresentation. Many firms of standing have in the past handled goods of the best grade under their rightful name, but have created fictitious, hypothetical and imaginary names purely for the purpose of dealing in inferior, adulterated and even spurious articles to which they are ashamed to have their honorable, legal name attached. In other cases such names are assumed solely for the purpose of evading responsibility. It might be embarrassing to accept a guarantee of such firm and subsequently find its goods are sold in violation of the law and the company is a myth.

There is a wide field here for swindling the hard-working druggist. How is he to know that the guarantee of the Brown-Jones Co. has any financial responsibility or commercial honesty back of it? Unless every guarantee meets these necessary requirements they are worse than useless. We would be pleased to hear from our readers if they have any doubts of this kind.

Silent endeavor for things honorable has greater eloquence than silver trumpets.



The "Ideal" Girl in Uniform Overalls

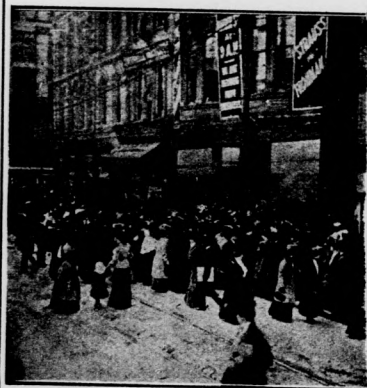
All the Improvements
Write for Samples

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.
877-879 BROADWAY,
NEW YORK CITY.

No Decrease in the Sale of Soft Hats.

In the hat trade manufacturers have been thinking of spring for several months, even although we have been experiencing a little of the usual winter weather. A frigid state of affairs, however, acts as a very slight detriment to operations, for more than Arctic conditions would be necessary to prevent a hat manufacturer placing his array of spring shapes before the gaze of a muffled cap-wearing public. As a matter of fact the hat factories have been busy institutions for a long time, and there is a steady inflow of orders that insures a continuation of the factory operations for some time to come.

One of the surest signs that winter is on the wane and that spring is near at hand is evidenced by the appearance in store windows of the new styles in men's hats for the approaching season. The sign is as infallible as the calendar, and while some of the "special" shapes have not been placed on sale, a sufficient number of spring styles are shown to divert the minds of a winter-weary public to thoughts of budding spring-time.

That the coming spring season will witness largely increased sales in stiff hats is the general opinion prevalent in the hat trade. This opinion is based on the orders that have thus far been placed. These orders call for a greater number of stiff hats than have been noted for many years. Stiff hats have always sold well in the large cities and soft hats have found the greatest number of admirers in the smaller cities and towns. As the city man wants the soft hat in his assortment of headwear, so it now appears that the hat wearer outside the city is anxious for a stiff hat as one of his possessions.

The stiff hats that have been shown up to the present date are certainly mostly of a conservative order. In most instances hats are well proportioned and no one feature can be regarded as extreme. The round crown predominates, the differences in most of the hats being confined to the curl and set of the brim. A number of stiff hats are shown with a slight tapering effect to the crowns. A flat set brim is particularly effective in conjunction with such a crown. For hats having round crowns a brim set up at the sides is most appropriate, and the manufacturers have in nearly every instance worked along these lines in preparing the spring styles. A number of hat manufacturers are showing a line of derby hats in shades of brown and a limited assortment of steel and grey, as to their popularity.

While there will be no decrease in the sales of soft hats, which sales to date show a great increase in orders over the corresponding period of last year, yet the evidence in the preparations tends to show a great many men will this next season possess a stiff hat and a soft hat also; whereas in certain sections they formerly possessed either the one or the other; this is even noticeable among a class of people that do not have time for the out-of-door sports. It is an excellent condition of affairs for both

the stiff hat and soft hat manufacturers, with the proviso that the hats do not last too long a period.

No distinctly radical changes in the styles of soft hats for spring have been made from last season's styles, although some very attractive novelties are being shown. The greatest number of orders are in favor of the higher crowns with a rather flat brim slightly raised at the sides. The telescope shape is noticeable for the favoritism shown it. There is a fair demand for the hats with the regular Alpine crease; and this hat will always find favor, whatever may be the other introductions. Among the novelties was recently noted a hat of the low crown wide brim variety—something of a revival, but selling well in some sections. This hat has a full round crown and a wide brim. The brim is dipped in front, rolled in the rear and has an open flat set effect on the sides. A four ligne band and a six ligne binding are used. The dimensions are four and a quarter by three and a quarter inches. This hat is shown in black, browns and pearl shades, and is a comfortable one for outing purposes.—Clothier and Furnisher.

Advantages of the Dull Season.

The seasons of slack trade are perhaps the richest in the entire career of a business man for making his opportunities count for more. The busy season is looked after; it's the time when trade is dull that the average man relaxes and inclines to let things drift.

If there is anything that needs doing that has been neglected for want of time, the introduction of some new system, the replacing of cumbersome shelving for a neater stock-keeping device, an overhauling of accounts, a new series of advertising matter prepared, new stationery made ready for the printer, the slack season is

certainly the time to do it, and if all was done then that needed doing there would be no slack time.

It is fortunate for the enterprising retailer who understands the use of opportunity that there are seasons when the public is less free in trade demands than at others, else much of his internal affairs would go forever undone and finally prove the undoing of himself. This is the season when a man should pull himself together; should pick up the fag ends of the neglected tasks and thread them all back into their proper shuttles in the commercial loom. It is the best time for the purpose, too, for more reasons than because he has a little time; others have time also and the work that brings in other industries will be better attended to. The printing that is given out in the dull season can be looked after more efficiently and economically than that which crowds insistently in where and when there is no room for it. The idle press can turn out its work at less cost than the over-crowded press and every order given out when orders are scarce helps to distribute the press of business more evenly over the season, an accommodation that a worthy printer will not be slow to reciprocate.

The well-balanced business has fewer idle hours than one that is less efficiently managed and, conversely, is less often swamped and over-crowded. Often the difference between profit and loss is little more than that between the highest and lowest running expenses of the year, and the nearer any business house can come to putting an even stress upon its working force throughout the year the nearer this expense may be brought toward the lower figure.

It's a good deal easier to give a man money than to give him charity when his name is at stake.

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.



FOOTE & JENKS'

Pure Extract Vanilla and Genuine, Original Terpeneless 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.



PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.



Is Venus To Be Supplanted by Minerva?

A famous French philosopher and student of sociology has just made the startling announcement that the reign of beauty is over for women—that it is gray matter in the brains and not roses on the cheeks that count now, and that in these times it is the plain-faced women who influence men, not the Cleopatras and Ninon de l'Enclos.

Inasmuch as the supply of feminine pulchritude has never been enough to go around, and in the hand-out most of us got short measure of that supply of good looks that is popularly supposed to be a woman's birthright, this is a comforting theory, but is it true? Have men forsaken the shrine of Venus to worship at that of Minerva? Is it really better for the girl who wants partners at the dance to know how to do problems in higher mathematics than to know how to do her hair? If you yearn for the admiration of your brothers is it more advantageous to have a wide knowledge of philosophy than it is to have wide open blue eyes? Has the millennium of the ugly woman really come, when men yearn to embrace a large and nobby forehead, instead of an 18-inch waist?

This was the question that was put to a number of women who had forgathered the other day for a cup of afternoon tea. After the conundrum had been propounded there was silence for a bit, and then the woman in the blue linen gown said:

"Well, I'm not putting my experience up against the French philosopher's theory, but so far as I can see, beauty is still the winning number in the feminine lottery, and brains, at best, are only a sort of a consolation prize."

"Yes," put in the woman in the picture hat, "when you tell a man about a new woman, the first question he asks is: 'Is she pretty?' not, 'Is she intelligent?' and if you can answer the first question in the affirmative, it does not matter whether you can answer the second at all or not. Any little gump who has a flower-like face can marry the wisest college professor in the community any day she wants to. Let a girl have golden tresses on the outside of her head and the inside may be as empty as a cocoanut shell, yet she will be besieged with suitors."

"That's so," agreed the woman in the blue linen. "I have seen a girl wreck her whole season by going around with a copy of Ibsen in her hand, because she thought it looked literary, and she didn't have enough sense to know that you could not have dragged a man up to talk to her with a block and tackle for fear she would ask him about transcendental philosophy. Any young woman who aspires to write 'Ph. D.' after her name might as well abandon all hope of writing 'Mrs.' before it."

"Well, you see," I suggested, "men

have had a monopoly of knowing it all so long they still think a woman who knows anything is poaching on their preserves, and to my mind the cleverest thing a clever woman ever does is to conceal from men how clever she is."

"The very idea that brains will carry a woman as far as beauty is arrant nonsense," went on the woman in the picture hat. "Why, you just have to look about you every day to see how untrue that is. Did you ever see a pretty woman stand up in the street car? Did you ever see a swell and fashionably dressed one have to open a window for herself on the train? On the contrary, wherever she goes men are falling all over each other to do things for her. She can not enter any sort of a place without every masculine creature in sight remembering that she wants the shady side of the car or the end seat or the best view. Would any man do that for the homely woman, although she was Minerva and Aspasia rolled into one? Not much. He would say to himself that she was strong-minded and was just as able to stand up and cling to a strap as he was."

"One of the things that makes me tired," said she of the blue linen, "is man's inconsistent attitude on the women's clothes proposition. I don't suppose there is a man living, who, when he wants to show up the superiority of his sex over ours, does not jump on the way we dress. And I agree with him. I know that it is nothing but rank idiocy that makes us go around sweeping up bacteria with our skirts and cramped up in stays until we can not draw a breath halfway down our lungs and perched up on heels that make walking an agony. Moreover, it is surely enough to make the angels weep when they see that one-half of the population of the earth spend whatever brains God gave them, and all their strength and energy and time in thinking about clothes, but what are you going to do about it? Men say, Why don't you break away and do as we do? Get somebody to make you a sensible dress, with plenty of pockets in it and defy fashion."

"Now and then you find a woman who is silly enough to take them at their word. She abandons stays. She wears bobby skirts and short hair and mannish hats and flat-heeled shoes, and every man she meets flees from her as if she was the plague. You could not hire one to escort her to the theater and he would drop dead with heart failure at the very thought of taking her out to dinner. She is the living exemplification of his theory, but when he appears in public it is with a woman who looks as if she had stepped out of one of the kangaroo pictures in the fashion magazines."

"It ought not to count in business," said the woman in the white duck. "but it does. Everybody thinks the pretty typewriter is a joke, but she is not. It is almost absolutely impossible for an elderly and homely woman to get a place, no matter if she can write a million words a minute, and it is not because the men employing them are flirtatious, eith-

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.

er. It is just because they like to see a pretty, fresh young girl, sitting around, and I do not know that I blame them. I like to see her myself."

"A woman who is at the head of a department in a big and successful business in New York told me a curious story along this line," I said. "She was always exquisitely and fashionably dressed, her hair was modishly arranged, and in the color of her cheeks and the deepening of her eyebrows there are just the faintest suggestion of a help-out to Nature. We got quite well acquainted and at last she said to me frankly that no woman in business could afford to be old and ugly, no matter how clever she was, unless she was an out and out genius. 'I had dingy hair and pallid cheeks and used to wear any sort of hand-me-down clothes,' she said, 'and thought that hard work and ability were all that counted. Finally it dawned on me one day that I was being continually passed by for some smart-looking creature who would sweep in with a rattle of silk-lined skirts and a flash of diamonds. There were little favors to be extended, little advantages to be given, little business courtesies to be shown, and the pretty, fashionably dressed women got them every time. Whatever else I am, I am not a fool. I did not need to have a hint given me more than once. I went out and peroxidized my hair and bought me some good clothes, and—she waved her hand airily—and I am here. Of course, I do not say I could have gotten here on the strength of my altered appearance alone, but I am dead sure I would never have gotten here without it.'"

"I don't really think that men are such beauty worshippers or that they know how much distinction they make between a smart woman and a dowdy one. It is just unconscious cerebration that makes them always extend the best courtesies that are on tap to the best looking and best dressed woman present," put in the blue linen.

"And her brains?" I enquired.

"Bah!" cried the woman in the white duck, "he does not consider them at all in making up his estimate of her. A man always thinks of a woman's brains as he does of a pocket medicine case—a thing to be kept out of sight and only useful in household emergencies."

"At any rate," I said, "if a woman has brains, whether she is good looking or not, she can make her way in the world, and—"

"If she is pretty," murmured the only girl in the party, twirling a ring around her finger, "she won't have to make it. Some man personally escorts her."

"Well," I added comfortably, "most of us are married and none of us would take a prize at the Chicago Tribune beauty show contest, and—"

"There's no accounting for men's tastes," said the woman in blue linen, raising her cup. "God bless them."

Dorothy Dix.

One of the best types of self-denial is denying ourselves the pleasure of saying harsh things of others.

New Stamps Discourage Thieving.

"Stop, thief!" But you can't stop him if he is a stamp thief. That is one reason why stamps in the future will bear the names of the cities whence they are issued. At present stamps constitute one of the most readily negotiable forms of plunder obtainable by thieves, owing, of course, to the universal use of postage stamps and the consequent difficulty of tracing ownership. Even when nearly \$100,000 worth of stamps were stolen from the Chicago post-office it was impossible to get clues for detecting the criminal. The United States is not the first country to place the names of the cities of issue on the stamps. Mexico has done it for years, and Liberia has the names of five principal towns on the stamps designed for their respective use. But no nation hitherto has entered upon the plan to the extent proposed at Washington. Fully 6,000 cities will be provided with distinctive stamps. In the case of twenty-six of the largest cities the name of the respective city and state will be engraved as a part of the basic design of the stamp, whereas in the case of the thousands of smaller cities the name will in each instance be printed across the face of the stamps after they have been impressed in the regular color. The prospective demands of the new postage stamp system together with the current requisitions of the treasury department for a heavier supply of United States notes, certificates, and bank notes has led the director of the bureau of engraving and printing to appeal for an entirely new building.

Retreating in Good Order.

She had refused him, and he stood twirling his mustache and looking quizzical until she was in a tearing temper.

"What are you standing there for?" she demanded, stamping her foot.

"Well, I am wondering," he said, slowly, "whom you are going to marry, since you won't marry me."

"It's none of your business," she flamed, angrily.

"Oh, yes, it is," he drawled. "At any rate, I'm interested. I shouldn't like you to marry a fellow I didn't think well of, you know, since I came near marrying you myself."

It seemed to her that she should faint with indignation.

"You never came near marrying me," she at length managed to gasp. "I didn't think even of marrying you, and as to whom I do marry, you have nothing to do with it. I shall marry anybody I please!"

"That's just it," he returned, thoughtfully, "suppose you don't please anybody?" Then there was nothing left to her but raving hysterics.

An expert has advanced a new theory to explain why the most carefully kiln dried wood sometimes warps. He says that when the sap is dried out various foreign substances remain in the wood, and these absorb moisture and swell, and thus cause warping.

You can not hurl Satan from his throne by throwing adjectives at him.

LOOK OUT FOR
YOUR RIGHTS!

SEE
THAT
YOU
RECEIVE
YOUR

ARBUCKLES'
COFFEE VOUCHERS

FROM YOUR WHOLESALE

Which Wins?

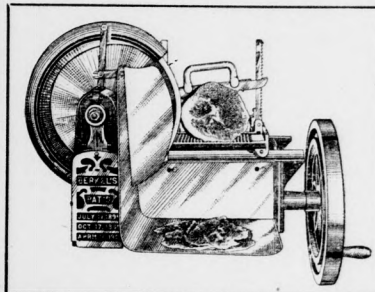
In a race between two thoroughbreds, equal in strength, intelligence and other good qualities, suppose one of them is hitched to an up-to-date wagon, with all the finest helps to speed, and the other to a lumbering cart.

There isn't much doubt as to which will come out ahead, is there?

Well, then—

Suppose two business men, of equal skill, intelligence and ability, are racing for success. One of them is thoroughly equipped to give his trade the right food in up-to-date, sanitary fashion. The other is depending on antiquated methods long ago discarded by a discriminating public.

There isn't much doubt as to which will come out ahead, is there?



The
American
Slicing
Machine

is the greatest help to success in your store that you can possibly have.

It gives your customers more slices for the same money, and the meat looks and cooks better.

It is clean and thoroughly sanitary.

It will bring you all the trade of your locality in this line.

It will make you more profit on each sale.

Write now for particulars and proof.

American Slicing Machine Co.,
725 Cambridge Block, Chicago

THOUSAND A YEAR.

Advance Secured by a Dissatisfied Salesman.

"The general manager of one of the largest pump companies in the West once upon a time was a traveling salesman for the house of which he is the managing head. This is not so long ago, either. The man made his way to the top in record fashion, and he did it in a way that was unique, to say the least.

"He was a good salesman when he was a salesman, none better on the pay roll of Moakley & Co., and at the time, while they were in no way the firm they are at present, they had fifty men on the road, and to be the best of a staff of fifty anywhere is to possess something that comes pretty near to being real ability. This man Grimes was the best of Moakley & Co.'s men. No doubt of it. He was so good that he was too good from the viewpoint of the man who is not in business. Not too good for Moakley & Co., however. Moakley & Co. were all business. The style of Grimes' 'goodness' didn't matter to them. Grimes was a business man; they were business men; and they looked at the matter in a business light. Grimes was 'good' in the business sense of the word. Then Grimes was the man for Moakley & Co.

"There was no question of his ability as a salesman. He could sell pumps when and wherever there was a possibility for pumps to be sold. He could win new trade, hold old trade, and generally keep competition at a standstill in the district he traveled. Where he went went Moakley's pumps. The result was that his salary was \$500 a year above that of any other Moakley traveling man.

"So the firm was surprised, not to say shocked, when on one spring trip Grimes' sales fell off 25 per cent. from the figure of the year before. The normal thing for him to do was to show an increase of this size. To drop at all was unprecedented for him; to drop to such an extent was even more surprising.

"They didn't send him a telegram asking 'Why?' No; they'd have done that to any other salesman, but not to Grimes. They didn't handle Grimes that way; Grimes didn't like it. Instead of doing anything arbitrary they simply waited until the end of his spring trip, took him into the President's private office, handed him good cigars and mildly remarked that it was too bad that the part of the country in which he had been traveling had not received its share of the national prosperity and therefore could not afford to spend any money on pumps. Grimes agreed that it was a shame, thanked them for the cigars, and said he had to go out to make preparations for his next trip. The President and Vice-President hoped that he would do a better business the next time. Grimes said he hoped so, too, and left them without another word.

"It was the same on his summer trip, and the same in the autumn. His sales dropped all around the circuit. Old customers who could be depended upon for \$1,000 worth of business

every trip failed to show up for a cent in the returns. Few new ones appeared. Grimes' trade just went to the bow-wows.

"The firm tried to find out why. Once they asked Grimes to come in for a consultation. They put it to him gently, but they let him know that they wanted to find out what was the reason for the decrease in his orders.

"Well," said Grimes, 'if it's any one cause, it's the new Arion pump.'

"The firm was surprised. The Arion pump had not cut into their business to any great extent, at least not in the territories where they had good salesmen to look out for their interests. Why, they asked Grimes, had it hurt him so badly? Grimes didn't know any more than they did. The Arion pump seemed to have secured an awful hold with the jobbers and retailers in his section. The consumers were beginning to ask for it when they went looking for a pump. It seemed to be the pump that the people in his territory wanted. This was all that Grimes knew about it. Of course anybody but Grimes would have lost his job. Grimes didn't. He went out on his trip the same as ever.

"The day after he'd gone Moakley, the President of the firm, sent for me.

"He told the story about as I've told it to you. He couldn't understand it, but he knew that there was something irregular about Grimes' losses. It wasn't natural for Grimes to fall down so, he said. He wanted me to find out why?

"It's probably booze or gambling, possibly women, but you find out, whatever it is. Grimes is too valuable a man to be allowed to deteriorate," he said.

"Is there any reason why Grimes should be dissatisfied with his position with you?"

"None whatever," he said. "None whatever."

"You are quite sure, of course?" I suggested.

"Positive."

"I'll be back in an hour," said I, preparing to leave. "I'll ask you the same question then, to be perfectly sure."

"An hour later I stood before him. 'Are you still positive that Grimes has no reason for being dissatisfied with his place here?' I asked.

"Well, as far as a possibility goes, there is a possibility that a little matter that came up a year and a half ago might have prejudiced him," said he. "But it's nothing of importance; he wouldn't cut his own head off in this way on account of it."

"What was it?"

"We selected a new general manager at the time," said Moakley. "Naturally we took him out of the office here. At the time Grimes made a slight protest to the effect that his long service and help to the firm entitled him to first consideration for the place, but he was shown where he was wrong and went away satisfied, I'm sure. No; there's really nothing to base any such suspicion on, Mr. Ford."

"Thank you," said I. I had a better line to work on than I have the good fortune to get in many cases.

"I went to a small town in Grimes' territory, rented a small store and opened an agricultural implement agency, pumps forming a feature of my line, of course. I wrote to Moakley & Co., asking them to send their salesman around as soon as they could. Within a week Grimes was in my store.

"By that time I'd brought together stock that made a good impression. I took pains to let Grimes know that I had capital enough to stay in business long enough to get a trade worth while, that I was going to make pumps my specialty, and that I would be a customer worth while for any firm to have on its books.

"Grimes began to talk pumps. To my surprise he wasn't the forceful salesman that I'd expected to find. I wondered how he ever made a reputation. He simply demonstrated the goods in ordinary fashion. The enthusiasm that makes the star salesman was missing in him. I talked with him for four hours, gave him a half dozen small orders, then I said:

"I don't believe you people can compete with the Arion pump in making a pump that will sell. I believe this new pump is going to be the pump of the future."

"He should have braced himself and come strong. He did nothing of the sort.

"Well," he said, 'I wouldn't be a bit surprised if they had us beaten so far as the actual pump is concerned, but their article is new. You can't sell it until it's been demonstrated by an expert, and they haven't demonstrators enough to go around, so

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

Vandenberg Cigar Co.

816 E. Fulton St.

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.

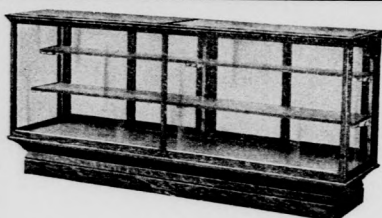
Large, roomy, removable box, hard wood gear and steel wheels (Wabash patent). Spokes are drawn tight so there is no bumping or pounding. Front wheels turn to the center, so wagon can turn completely on a narrow walk.

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, regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

Manufactured by
Wabash Manufacturing Company
Wabash, Indiana

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



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.

we are not afraid of them. Yes, their pump sells well wherever it's shown. It isn't shown often. That's our advantage."

"You see how nicely the way was paved for the demonstrator of the Arion pump when he dropped in on me just a week later. I had been told, substantially, that the Arion was the pump to buy if I could get an expert to show it. Here was the expert at hand with the pump."

"I closed up shop, secured a list of Grimes' nearest customers and made a hurry run over his trail. I asked if Grimes and the Arion man had been over the route, and secured the dates of their calls. I found that the Arion man in most cases was less than a week behind Grimes. The procedure was about the same as it had been at my fake store. Grimes came along, sold a few goods. Then the talk drifted to the new article. Grimes would admit its superiority and laugh at the inadequacy of the Arion selling arrangements. The Arion man would run in later and merchant would buy his pump, countermanding the order given to Grimes or failing to mail it in, as he had promised. Grimes actually did more to sell the Arion Company's product than if he had directly exerted his known abilities as a salesman to the utmost."

"Naturally he wouldn't do this from anything but business motives, for Grimes was a business man. It wasn't business for him to spoil his trade—Moakley's trade—unless he was building up another trade to take its place. Put the two together, and—Grimes and the Arion company is the result."

"I went in to the office and told what I had found. A telegram brought Grimes in in a hurry. He was smooth enough to suspect that something extraordinary had happened, and he came with a chip on his shoulder."

"What's wrong?" he asked. They told him. "How do you know?" he asked, without batting a lid. They told him that, too. "Quite right," he said, "I am going to work for the Arion Company the first of the year. I will leave you right now."

"They had the door locked so he couldn't get out."

"You admit that you have been boosting the Arion pump, then?" asked the President. Grimes said that he had. He was getting ready for big business selling the Arion goods next year. Why had he done it? Because the Arion people offered him a salary equal to that paid the general manager of the Moakley Company. That was all, he'd leave now."

"Wait a minute," said the President, thinking hard. "Tell me one thing: whose idea was this undermining scheme?" Grimes replied that it was all his own. "Just so," said the President. "Would you stay with us for a thousand a year more than you are offered with the Arion Company?"

"Grimes replied that he would. It was a business proposition with him. He would a little rather stay with the old firm at that figure."

"Then you'll stay," said the President. "We need somebody with ideas

to build up the trade that you've been tearing down."

"Grimes did it, too. He did it so well that he was general manager in a few years. Grimes was a good business man."

James Kells.

An Agricultural Ally.

A great many hardware dealers are located in an agricultural community where season goods are more in evidence than in any other line to which the trade caters. For such a most useful lesson or series of lessons can be drawn from a study of one or two farm papers especially intended for the locality. Usually the agricultural editor, in close touch with his readers, is saying things about the needed machinery of the season that tends to create a buying impulse, and there is no other place in the world where the alert retailer can get better filled up with good selling ideas."

The editorial comments are from the farmers' point of view, advising him what is profitable for him to buy and why it will not pay him to get along without it. That's just the sort of talk the salesman needs to be loaded with; it is twice as efficient as anything that originates in the selling interest."

Not all hardware men are practical farmers. They may know in a way that plows are in season during the early spring, but still may not be prepared to explain to a customer wherein a disk harrow fills a place in the most profitable preparation of the ground that no other kind will fill. It is not always enough to tell a farmer all about how a machine works and wherein it beats, in mechanical movement, its rivals in the same field. The average farmer does not care a rap how strong a machine is in a particular place if he is not convinced that it will do a certain thing worth doing to his particular soil. What does its strength matter to him or what do its wearing qualities if its first value to him is not an assured fact?"

Whether preparing advertising copy or arguments for clerks and salesmen, it is a fact that usually the agricultural editor will bring out the whys and wherefores of an implement more forcibly than any agent of the implement can do. He has at once a practical knowledge of farm needs and a forceful way of expressing his thought and knowledge. That is his stock in trade, knowledge and expression, and no agricultural publication can long keep its standing among its patrons now that is not strictly up to the times. What the editor says about tools represents at once what the farmer really wants and what the implement must do. The hardware dealer who can reproduce these ideas the most faithfully and apply them most efficiently to his own business can not fail to touch the tiller of the soil very close to the bald spot of his farm equipment."

Identified.

"And which one of the twins are you, dear?"

"I'm de one dey tan't do nuffin' wid!"

Fishing Tackle

Meek
Reels

Talbot
Reels

Blue Grass
Reels

Hendryx
Reels



Complete stock of up-to-date
Fishing Tackle



Spaulding & Victor
Base Ball Goods
Athletic Goods

FOSTER, STEVENS & CO., Grand Rapids, Mich.

Seals--Stamps--Stencils

WE MAKE THEM

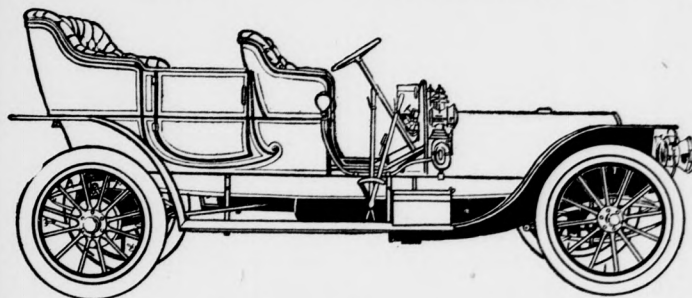
Volk Stamp and Stencil Co.

W.J. VOLK.

J.P. SOLOMAN.

91 Griswold St
Detroit

FRANKLIN



Type H Six Cylinder Touring Car \$4000.00

Shaft drive. Sliding gear transmission. Three speeds and reverse. Franklin disc clutch. 120 inch wheel base. 7 passengers. 30 "Franklin Horse Power. 2400 lbs. 60 miles an hour. Ironed for top and glass front. Full lamp equipment."

This car is the present-day limit of touring car ability. It seats seven facing forward. It's sumptuous design, upholstering 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



The First Principles of Successful Shoe Retailing.

Men have failed from time to time, and the sheriff has closed them out. But back of the failure there is always a reason. The retail shoe merchant who fails often lives long enough thereafter to analyze his mistakes and see just how he did it. But it's small comfort to approach the principles of successful shoe merchandising from the negative side of failure. It's always better to learn them at an earlier stage in the game.

To make good in selling shoes a man must know shoes. No man can talk convincingly about a proposition unless he knows that proposition from a to izard. Shoe retailing is an inviting business. The prosperity of men in the trade appeals to men on the outside, who are casting about for a good safe business to get into. Consequently they get into it—and into it sometimes before they are ready for it. Some of them get badly winged on the first flush. If the new man has a seasoned and trustworthy partner to teach him the steps one by one, the outcome isn't so precarious; but even then there is the danger of making a staff out of the experienced partner, and thus postponing indefinitely the day of independent judgment.

In order to know shoes a man must know leather. And that's a big subject. He should know the characteristics of the various leathers, and the methods by which the green hides are converted into the finished product. He should know the uses to which the various leathers are adapted and why. If he thinks tannage, leather, the care of leather and related topics are so simple that he can master them at odd moments in the course of a few weeks, he will probably learn to think differently later on, but if he is fortunate enough to exhaust these subjects and learn all that is to be learned about them—well, in that event, he's too valuable a man to waste his time selling shoes a pair at a time; we should endow a chair in leatherology and put him at the head of it, for even the wisest of the craft now and then would like to have a little more light.

In order to know shoes he ought to know the process by which leather is converted into shoes. That's easier to learn than leather. He ought to go through a modern shoe plant occasionally, from stock room to the finishing room. He ought to know good workmanship when he sees it in a shoe. And when a shoe comes back with a grievance he should know whether it is due to bad leather, defective workmanship, a misfit or abuse by the man who wore it. The customer has a right to assume that his dealer is sufficiently acquainted with his wares to do this intelligently. If he can't do it, if he merely runs a stock bluff on his customer and tries to put him off with an ex-

planation that doesn't explain, the customer is pretty apt to get wise sooner or later. The customer with a valid grievance has a right to be heard. If you are qualified for getting at the core of the situation in a direct and simple manner you can satisfy him no matter what state he's from.

Knowing the shoes you sell—what they are made of, and how they are made—makes possible another excellent trait in shoe retailing; namely, the imparting of this knowledge to your customers. People like to know about the things they buy and wear. If this information is handed out in sizable doses, and if it's put up in a pleasing way, it goes to the spot all right. Don't you doubt that. And it's a risky business to say more than you know. Hot air artists eventually get a rating commensurate with their worth. If you are given to that sort of thing some wise Johnnie will slip up on you one of these days, and humiliate you in the house of your friends. Some of the most entertaining and informing bits of discourse I have heard have been upon shoe topics. In later years I have been at pains to verify some of these statements. It has given me even a higher estimate of certain shoe merchants into whose hands I have fallen from time to time. The more technical and special and thorough a dealer's knowledge of shoes is the less likely he is to get singed in the sample room. Such awareness makes him a discriminating buyer. It also enables him to write persuasion when it comes to the production of advertising copy.

To make good at retailing shoes a man must know his clientele—the kind of shoes they want (and there's a difference sometimes between the kind they want and the kind they ought to want), the styles, leathers and finishes that are likely to tickle their fancy, etc. In a word, he must be wise to local shoe needs—not only those of his own customers but of his community generally—and the local capacity for shoe buying. Of course it's easier to say this than it is to do it. Just as the average man learns the value of virtue by indulging in vice, so the average shoe retailer learns not to over-buy by over-buying. Sometimes the knowledge comes a trifle too late; but when it does come, whether early or late, the dealer is in a position to save himself from his own optimism and from the enthusiasm of the road salesman. He learns to bite off chewable quids. But in acquiring this information he often gets his shelves loaded with unsalable goods. When this is the case he is right in resorting to strenuous measures. He ought to clean up as a certain cobbler did. Ever hear the story?

This cobbler was the father of seven daughters, each of whom was duly married and the mother of a promising family of tow-headed children. Of the seven stalwart sons-in-law it could be said with truth that they neither toiled nor spun. In fact, it was an open secret that nobody worked but father. He cobbled for the whole push. Quite naturally he cobbled over time.

Boots

If they bear the following stamp



it's a surety they are made from

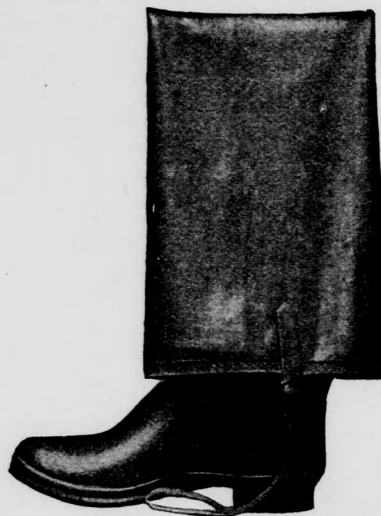
Rubber



It's the "Glove" brand duck vamp your customer will want for heavy work.

For lighter wear sell him the **Light weight Gum** boot.

If your customer goes fishing or hunting he will most emphatically want a pair of



Glove Sporting Boots

We boot the girls,
We boot the boys,
We boot the men

For springtime joys.

We boot the great,
We boot the small;
In fact, we try
To boot them all.

And we come mighty near doing it.

Hirth-Krause Co.

Grand Rapids, Mich.

Now it fell on a day when the old man was cobbling away in his shop (the dimensions of which were six feet by nine) that he was stung by the splendor of an idea. The sheer suddenness of the idea caused the old man to sit for quite a spell in a sort of semi-dazed condition, gazing at a knot-hole in the window casing. But when the inoculating bacillus of the new idea had percolated his neural stuff, the old man dropped his awl and wax-end and began fingering tobacco crumbs out of his whiskers. Presently the old man got up from his stool, laid aside his greasy apron and threw back his shoulders, and filled his lungs with the most generous allowance of air he had indulged in for a month of Sundays. He then started off at a good lively clip towards the vine-and-fig-tree where his seven daughters, his seven sons-in-law and the multitudinous tow-heads occupied themselves consuming such grub as the old man brought in from time to time.

Everybody looked up with an expression of perplexed astonishment when the old man stood in their midst. But the astonishment wasn't in it with the consternation that reigned when the old man made his statement. He said:

"Hey, there! members of the Dependent Order of Sons of Rest, harken to my words, will you? The cows give milk, the hens lay eggs, the bees make honey and my pigs transform most any old junk they can get into bacon and ham; but what do you fellows fetch me? Not a sou. You occupy my furniture and consume the earnings of the house. I even pay taxes on your empty heads. Ey gum, I won't stand for it another day! Hyke! D'ye hear me? And do it quick. I have made up my mind that the pang of seeing you go is more easily borne than the expense of keeping you here. Besides I propose to enlarge my business."

They hyked.

Knowledge of the shoes makes enthusiasm about them, and enthusiasm is the dynamo that runs the selling end of the business. Enthusiasm is contagious. Nothing more so. When the head of the house gets a bad case of it the clerks get it, too. Then everybody who comes in is contaminated more or less. By and by there is an epidemic of enthusiasm to create any unusual activity in shoe sales. Just to plod along in the same old routine brings only the same old results; but the fever of white-hot enthusiasm at headquarters raises the temperature of outside interest very perceptibly, and presently it is noised abroad that there is something doing at the old stand. Johnnie boy meets Willie boy. Johnnie has on a neat, dapper pair of shoes. The last is a little different; there is a little more swing to the extension sole, and a new leather perhaps in the uppers. Johnnie boy is hitting the soil only in high spots, for he has learned that this kind is the latest and best out; that they are all the rage somewhere or other in sweldom. Hence he is rejoicing in the knowledge of the fact that he is riding the crest of the wave of fashion. Can't help strutting.

Well, Willie boy senses the change in Johnnie (and new shoes do loom up), and soon locates the source of it. He says: "Where'd y' get 'em, Johnnie?" Just what Johnnie is itching to hear. And then he repeats some of the things the shoe people said to him about those shoes. He recalls it readily because it was stamped on his memory. The dealer or the clerk who made the sale told it well. He told it well because he was really interested in the telling of it—but back of the interest and enthusiasm is the good, solid basis of shoe information. Presently Willie boy comes in for a pair of shoes like Johnnie's, and all Willie demands of the man is simply to find his size.

Good advertisements are written when the writer's interest is acute. You can always tell whether or not there is conviction back of an appeal—you can tell it by the tone and temperature. Enthusiasm puts life and swing and moving qualities in the words and in the dashes between the words. It makes the dry bones of printed speech instinct with life currents. The sentences are living things. Consequently the proposition fixes your attention instantly, and holds it with the spell of a magician. One man walking deliberately along among five hundred of his kind, attracts no attention. But let that man jump out into the middle of the street, jerk off his hat and run down the street as though he were trying to break Sweet Marie's record, and people will look. You bet. So it is with the retail shoe man's advertisement. If it doesn't differ by the breadth of a hair from the advertisements you have been reading always about shoes, your eye will overlook it; but let it stand apart from the herd; let it show that it's just brimful of movement, enthusiasm and interest, and you'll take a second look. I do. And I think most other people do. But you can not put into an advertisement what you have not in yourself. Therefore fill up on enthusiasm and see if you can't break into the ennui and ingrained sameness of the shoe advertisers in your section. It will pay you to do it.

To a knowledge of shoes and leather, and an enthusiastic belief in the salability of shoes, the wise dealer will evermore add that interest in men which goes by the name of sociability. It is the saving touch. It is approachability. It is open-eyedness and open-heartedness. It is the big, frank, brotherly feeling that redeems one from petty meanness and downright selfishness. It is beautiful and refreshing. And there is plenty of it to go 'round. Other things being equal, the shoe dealer who appropriates the biggest slice of it will also get the biggest end of the retail trade in his community.—Cid McKay in Boot and Shoe Recorder.

Sausage Sampler.

A gentleman from Switzerland claims to have tasted 1,783 different kinds of sausage, and it is reported that Dr. Wiley is in active negotiations with him. The Washington expert desires to have the Schweitzer on his staff of food inspectors.

Any Time Is a Good Time

To Add a Line of

"Hard Pans"

to your stock. But the wide-awake dealer, the economist of time, will not lose a minute. No man can stop to parley with events or make excuses to circumstances. "Strike while the iron is hot" is the anvil chorus of the victor—the time to work is now, the place to work is here.

Where do you stand? Are you making it pay? Fearlessly cut out your handicap—the poor sellers. Get rid of them at any price and put in a line of "Hard-Pans," the original, and your business will boom this spring; but the time to do it is now. Send that postal today, we will do the rest.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.



Stock No. 887

Hard-Pan Shoes Good, Better, Best



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

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

had—they have proved so durable.

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

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

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

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

MUST SATISFY BUYER.**Requires More Than Price To Make a Bargain.**

Written for the Tradesman.

The merchant sat in the office of the man of money. He was not asking for a loan, although he needed more capital in his business. What he wanted was a partner, and the man of money had been pleased to consider a partnership proposition. Keen, the merchant, was anxious to close the deal. He wanted just that kind of a partner—a man who would give the firm standing at banks and wholesale houses, and who would not be bothering about the store, sticking his nose into the details of the business.

"I have the best store in the city," he said. "It is the trading center—bargain center, I call it in the advertising I am putting out."

"You run quite a good many bargain sales?" asked the man of money.

"Yes, a good many."

"Keep one going most of the time?"

"In some of the departments, yes."

"And it pays?"

"Why, of course."

"But you are obliged to cut prices?"

"Certainly."

"Do you always get a profit on these sales?"

"Yes, I get a profit, but a small one in some cases. You see, the idea is to get rid of slow stock. Every man makes a mistake now and then in buying goods. He loads up with stuff that will not sell. Even before it has become old and shelfworn he sees

that it will not go. The idea of bargain sales is to get rid of this stuff."

"I see."

"Sometimes," continued the merchant, "I put goods which are in good demand in with this slow stock. That keeps it moving, although the profit on the good stuff is cut in two."

"Well, it gives you a chance to invest your money."

"That's the idea. I ought to turn my capital over four times a year. Of course I can't afford to have thousands of dollars' worth of goods lying month after month on the shelves. That would never answer!"

"And these bargain sales," continued the man of money. "You invariably live up to the advertising offers?"

"Oh, yes."

"I have known merchants to lose many good customers," said the man of money, "by running fake bargain sales. People went away dissatisfied and never went back, or they found out later on that the goods they had bought were worthless or were selling for less money at the other stores."

"Of course. There are always kickers."

"A customer has a right to kick when things are misrepresented to him," said the other. "Remember that a customer keeps his part of the agreement. When you say that the price of a thing is \$5, he lays down the \$5, and not \$4. When you say that such a thing is thus and so, it should be exactly that, and nothing else."

"Of course, but you can't do busi-

ness without butting up against cranks. The more you try to please some people the harder they kick."

"I am speaking of the average buyer," said the man of money. "As a rule, people are honest, and they hate a mean, tricky deal. They know that a bargain is a bargain only when both parties to it are satisfied, and that it requires more than price to make a bargain."

"More than price to make a bargain?"

"Certainly. You may put the price of a worthless thing down to less than the cost of manufacture, and yet it is not a bargain. A bargain is a bargain when one gets the full value of his money, or, perhaps, a little more."

"Well," said Keen, "I'm having great luck with my bargain sales, and I'd like to put in new lines. There would be a double profit, for there would be no extra rent."

"I'll think it over," said the man of money, and the merchant went away with hope in his heart, for the man of money had shown by his talk that he had given a good deal of thought to the partnership proposition. At that moment he considered the deal as practically closed.

But the man of money was not quite satisfied. He had no doubts about the business as a whole, but he did not like the manner of the merchant when he talked about the general public. It looked to the man of money as if Keen, in his slurs about kickers, was assuming an attitude antagonistic to the people who were patronizing him, and he thought

that a merchant has no right to criticize his customers.

"I'll just drop around there some bargain day," he thought, "and see what sort of treatment is accorded the buying public."

And he did. It was bargain day in the grocery department, and the man of money took a seat in the shoe section, close to the grocery line. He was out of the full glare of light, and his hat was down over his eyes as he examined a pair of shoes while the clerk was waiting on a lady customer. While he sat there Keen came back and stood by the counter. He did not see the man of money sitting there in the shadows.

Presently a woman, a pale, thinly-clad woman with a child of perhaps a year in her arms, came into the section and stood waiting for the attention of the clerk. Keen stepped forward.

"I want to see the man who waited on me yesterday," said the woman.

"Do you see him here?" asked the merchant.

"Yes, he is over there."

"Perhaps I can serve you," said the merchant. "What is it you require?"

The woman placed her child on a chair and unwrapped a pair of shoes.

"I want to return these," she said.

Keen took the shoes into his hands. They were out of style and of poor construction. One of the heels was lower than the other, and here were red spots along the counters, where the enamel had worn off.

"I don't think you bought these here," said Keen, handing them back.

The woman handed out the paper



"All Brands Look Alike"

In the Summer

But They're Different

When the Snow Flies and the "Wearing Time" Comes

That's the test that shows up the inferior goods, the 95c on the dollar kind. It's the test that will demonstrate the superiority of Beacon Falls Rubbers. Don't you think it will pay you to investigate the merits of our line?

The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

in which they had been wrapped. "The clerk will tell you about it," she said.

The clerk, seeing that something unusual was in progress, stepped forward in time to hear the last remark.

"I don't remember you," he said.

The woman flushed angrily and drew from her purse the bill or memorandum which had been wrapped up with the shoes.

"You must think I'm a liar," she said.

"Oh, no," said the merchant. "We only want to be sure. Now, what's wrong with the shoes? They seem to me to be all right—for that sort of a shoe."

"The soles are loose already," replied the woman, "and I've only tried them on. And that heel dropped off, and the color is all off the backs."

"You bought these at a sale?" asked Keen.

"Yes, yesterday."

"You looked at them, and knew what you were buying?"

"I was in a hurry, baby was worrying, and I just asked for the right size and took the clerk's word for the rest. He said they were every bit as good as the high-priced shoes, only they were a little out of style. Why, they wouldn't last me a month, and I'd been saving money ever so long, dime at a time, to buy these shoes."

"I don't know what I can do about it, I'm sure," said Keen.

"I think you looked at the shoes," said the clerk.

"I didn't," replied the woman, angrily. "You told me they were all right, and I took your word for it. I'll know better than to take the word of any one in this store next time. I want another pair or my money back."

"I don't see how we can do either," said Keen.

The man of money, who had heard every word of the talk, began to show signs of anger and disgust.

Again the woman opened her handbag. From it she took a newspaper clipping and passed it to Keen. It was the advertisement he had run in all the newspapers the day before. He opened it gingerly and laid it down.

"Well?" he said.

"There's your guarantee," said the woman. "'Goods exchanged if they do not give satisfaction, it says.'"

"Of course," said Keen, fairly caught, "of course we'll give you a new pair. Here," he added turning to the clerk, "see that she gets what she wants."

The woman was angry, the merchant was angry, and the clerk was both angry and impudent. As for the man of money he was disappointed and discouraged, for he had counted on this as a good business opening. Now he saw that Keen was not the man to go into business with. He was misrepresenting his goods, and was not keeping faith with the public. He was, through his clerks, playing the sharper with his patrons.

As Keen turned away he saw the man of money and advanced to meet him with his hand out.

"Do you want to see me?" he asked.

"I just came in to look at shoes," was the reply. "You've had a bargain sale on, I see. Well, just re-

member that it takes more than price to make a bargain."

"Now, I wonder what he means by repeating that old drivel?" thought the merchant as the man of money passed out. "I'll ask him when we get down to the details of the proposed partnership."

But they never got to the details, for there never was any partnership between the two men. Keen still wonders why the man of money threw him down.

Alfred B. Tozer.

Mail Order House Shoe.

A Winfield, Mich., shoe merchant recently caught a chance to show a mail order customer something in the way of outside compared with home sold shoes. The mail orderer was convinced and will probably not try it again on anything. The customer showed the local dealer a miserable shoe he had bought from a mail order house for which he had paid \$2.48 and express charges. The shoe had not worn well, had quickly lost its shape and was soon broken through in a number of places. Altogether it was a bum shoe. The local dealer could for \$2 have sold him one that would have lasted three or four times as long.

The dealer "opened" one of the mail order shoes and showed how it was built. The upper was a poor grade of sheep skin; the vamp was better, but also sheep skin, and barely lapped under the toe cap, to which it was stitched. The counter was paper, with a layer of thin sheep skin over it. The insole was paper; the shank "spring" was bristol board, the "filling" between the insole and outer sole was paper. The outsole and the heel were leather; a narrow strip of leather around the filling and another around the insole formed the welt.

Beside this the dealer placed an honest made shoe cut in half. It was all leather, not sheep skin. The vamp went forward under the toe cap and was welted in under the sole all the way round. The counter was sole leather and the insole, outsole and filler were three solid pieces of good sole leather. He could sell a shoe of that make for \$2.50, and make a little money on it.

The Legal Way.

Keep reasonably close to the best legal forms of doing business, even with your best friend. Probably you believe him strictly honest and the longer that belief stays with you the happier you will be. But it is not an act of friendship to put temptation in his way by dealing loosely with him.

This world is not such a bad place after all and most men are by na-

ture honest; it's when they are crowded by adverse circumstances that they become otherwise. But in these days of speculation it is always hard to tell just who may be crowded, and it is not wise to help make even your best friend the victim of circumstance. It is much better for both parties to be safe than sorry.

Some great legal authority has said that the object of law is to make it as easy as possible to do right and as difficult as possible to do wrong. Probably most of us have seen the time when we were inclined to reserve this statement; still, by doing our own part in rendering all our business deals valid and binding, we can do much to advance the true object of law as stated by its illustrious disciple.

Few things are more prolific trouble-breeders than loosely made agreements and the worst of it frequently is that both men are sincere. The enquiry necessary to prepare the agreement after legal forms would hardly fail to bring out the misunderstanding before either party has benefited and while adjustment of the difference is still easily made.

Hollow Glass Bricks.

The demand for hollow bricks and building blocks for house construction has induced glass manufacturers to put hollow glass bricks on the market, and they promise to be used extensively for novel and artistic effects.

The first glass bricks, being solid, proved a failure on account of their cost, but the hollow glass bricks can be made at much less expense. They are lighter and stronger than clay bricks, and are such excellent non-conductors that walls built of them are proof against dampness, sound, heat and cold.

The bricks are sealed hermetically when hot, and are placed in walls with a colorless mortar made of special glass. The binding strength of the glass mortar is about as great as the bricks themselves.—Building Management.

When a young widow begins to take the advice of a man seriously it's a sure sign that she is willing to let him fill the shoes of the late lamented.

Convince men of the love of men and they will believe the love of God.

SELL

Mayer Shoes

And Watch

Your Business Grow

"Walkabout" Shoes For Men

A Combination of Style, Comfort and Durability

Retail at \$3.00 and \$3.50

MICHIGAN SHOE CO., - DETROIT, MICH.

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.

THE LATEST WHIM.

Woman's Plunge Into Extravagance in Footwear.

Coquetry in footwear has been on the increase for several seasons, but a running survey of the season's supply of evening slippers and house shoes would lead one to believe that the tendency has reached high-water mark.

Never before within the memory of this generation have there been such variety and extravagance in dress slippers and shoes, and although the average woman goes on wearing her practical and economical patent leather or black kid slipper for ordinary occasions, and dons a light plain satin slipper when she really needs to be grand a surprising number of women plunge into startling extravagance in the matter of footwear.

Take, for example, the evening slippers of the fashionable woman. She must have a pair to match every evening frock, and it is quite possible that she will need more than one pair to accompany a single frock through a season's wear.

Even were these slippers all in plain satin they would represent a considerable outlay of money, but she does not confine herself to plain slippers. By no means. She desires originality in slippers as in frocks, and she may, perhaps, have slippers especially made and embroidered for her, or she may find something to match her frock among the beautiful embroidered satin slippers, or the embroidered slipper designs not yet made up.

She will pay anything from \$15 to \$60 for satisfying her hobby; but that is a secondary consideration; and the shoemakers say that women will now pay without a murmur prices that would have startled even the most lavish of stage beauties a few years ago. These same stage beauties are, of course, among the best patrons of the maker of costly slippers and shoes; but the smart society woman now rivals the actress in the matter of unusual and beautiful slippers, and the fashionable shoemakers are straining every nerve to satisfy the demand for originality and beauty in their wares.

Hand embroidery is a fad in the realm of evening slippers as in all the province of dress; and in any of the first class shoe shops one may now see slipper designs in all fashionable colorings and exquisitely embroidered in silks, paillettes, beads and even jewels. The satin is cut in slipper shape and embroidered on the toe, but not made up until sold, when, of course, it is made to fit the purchaser.

Often the back of the slipper is embroidered, too, although not so elaborately as the toe; and in some instances the heel itself is embroidered. There are supplied, too, over-heels of gold in a graceful open design which fit over the satin heel, the color of the satin showing through the design of the gold work.

These are really gold—not silver gilt—and may be used again and again upon various slippers. One New York woman found among her

Christmas presents this year a pair of white satin slippers whose toes were embroidered in gold thread design and set with little opals, while the heels were overlaid with gold metal in an open design matching the embroidery of the toe. The slippers were in an embroidered satin bag, and the present represented \$75 in money.

Many gray slippers have been sold this winter as a result of the popularity of that color, and one firm of shoemakers has an exceptionally large assortment of unique slippers in gray—gray satin, gray velvet, but most often gray suede.

Some of the prettiest of these gray slippers are elaborately embroidered in tiny steel beads, while others are embroidered in silver and gold, or in shades of gray silk, merely touched with glints of silver or of steel. What looks like a gray pearl is also used for embroidering the gray materials. One very pretty and not particularly expensive gray slipper is of gray suede with a small once tied bow of the suede, bordered by a double line of little gray pearls.

Velvet slippers in all the popular shades, light and dark, are well liked, and a plain velvet slipper, with no trimmings, save a tiny jeweled buckle or single large rhinestone at the toe is extremely smart. Such a slipper in black is much worn, and the deep violets in this model are particularly attractive.

A firm noted for its evening slippers has been showing some velvet slippers which are rather too radical to suit the conservative, but are much less startling than one would imagine from the description, and are really beautiful. They are quite plain save for a large single rhinestone at the toe, and for ornamental heels, which are the amazing features of the model.

These heels are covered with the velvet, but set in them so that their surfaces are on a level with the velvet surface are rhinestones, which twinkle merrily in the sombre setting. Most poetic dancing slippers assuredly, but, as we have said before, a trifle too unusual for the conservative.

There are charming things in cut work kid slippers, embroidered along the edges of the open work design in little beads—gold, silver, steel or crystal, and some of the black suede, velvet, or satin slippers are very effectively embroidered in brilliant cut jet.

Plain gold or rather gilded heels are put upon many of the evening slippers in white or delicate color, the toe of the slipper being embroidered in gold or finished with a little gold buckle or ornament. There are, too, a large number of gold slippers, made of gilded kid or of cloth of gold, and these have been quite popular for evening wear, with frocks embroidered in gold or made over gold cloth or tissue.

Cloth of gold may be used for the body of the slipper, with an inch wide border and little bow of gold kid for finish, and there are white, black and colored slippers which have similar lines of gold leather at the tops and little gold bows.

Silver slippers are also worn, although they tarnish so readily that a slipper matching a frock and trimmed in silver is usually preferred to an all silver slipper for wear with a frock trimmed in silver.

There are many little novelties in toe ornaments for slippers, but one is particularly surprising and the novelty usually consists in a new buckle design or some slight variation in the tying of a little knot of satin or leather or chiffon. A single rose made of satin is a pretty finish for the toe of a slipper in the same satin, and a small cluster of satin roses or other artificial flowers is as well liked as ever.

The small chou of chiffon matching the slipper, and with a little brilliant ornament at its heart does not go out of fashion, and stunning big buckles of strass or of metal and jewels are provided for the embellishment of slippers and house shoes made with high tongues. A particularly smart pair of slippers were of black velvet, perfectly plain and made with high pointed tongue piece. Big round buckles of strass through which folds of velvet were passed decorated the sombre but beautifully cut slippers.

High boots in white and light colors, especially gray, have been worn more than ever before off the stage this season, and patent leathers or kid boots with very light colored uppers have been popular, although not practical. One sees occasionally boots with black vamps and checked uppers, but these are more bizarre than admirable save perhaps where the check matches the costume.

A new boot advanced by a few good makers laces up the inside instead of up the front. The boot top is made in very soft, flexible kid and moulds attractively to a pretty foot and ankle; but there is little chance of any wide acceptance for this model.

There is, too, a modernized congress gaiter with elastic in the sides, but this is another idea not likely to make much impression. Shaded pearl shoe buttons, harmonizing with the colored cloth uppers of certain boots are pretty, and even upon black boots one sees sometimes a pearl button, black at the edges, but shading to an iridescent gray at the center.

Pumps continue to find favor; but the shoemakers have altered the cut so that being higher and more closely fitted at the back of the heel, the pumps stay on the foot better than they originally did. Unfortunately many of these high back models, unless extremely well made, cut into the heel and are far from comfortable.

Patent leather low shoes on the order of pumps but finished around the tops with bands of stitched cloth matching the costume are considered very chic, and there are low shoes with low vamps and blucher-like fronts fastening over an inner top of colored cloth or suede matching the stocking.

As a general thing the vamps are shorter and lower than they have been in recent years, but such a cut is not becoming to many feet, and it will not be universally adopted. The high brown boots which have been worn this winter promise to stay in

favor throughout the summer; and the makers are preparing for a big brown leather season.

Last summer word went out that brown shoes would not be fashionable, and no one had large stocks of them; but the women would have them, and there was trouble in shoe-making quarters. This season the makers will be prepared, but it remains to be seen whether fickle woman will again clamor for brown leather.—New York Sun.

Women Who Have Holes in Their Stockings.

Fair lady, did you ever start out to buy a pair of shoes and just before you got to the store did you remember that one of your little pink toes had punctured its nearest covering?

Did you go home then and start out better prepared next time?

Or did you try the shoe on the other foot?

If you didn't care for either of these methods still others in common use were open to you. Undarned hosiery is not so unpopular as you might think. Almost every day some more or less lovely female person finds herself in the shoe store in imminent peril of displaying to the salesman her neglect of that part of her attire. Sometimes the unlucky one, having asked for a certain sized shoe, gravely informs the clerk that she will take it home to try on. But don't try that method. The salesman is wise. Another scheme is to pinch together the frayed edges and pretend that the clerk does not notice. That's better. He'll help you pretend.

Another plan which may work satisfactorily, if you are one of the pair-hunting sort, was tried by a Milwaukee maid several months ago when the peek-a-hoo waist and the open-work stocking had not retired before the cruel chill blasts of winter. The damsel and her traveling companion entered the shoe department of one of the big downtown stores in quest of footgear. It was almost their turn to be waited on when she suddenly remembered that down at the lower end of her hosiery there was a bit of open work not included in the original pattern. She blushed so charmingly as the idea and its possibilities impressed themselves that the youngest salesman who was near at hand lost a sale by offering the old lady he was waiting on a pair of men's hunting boots.

The young aspirant for shoes was the descendant of an early day pioneer, so she was naturally resourceful. With her partner she hied her to the hosiery counter and invested in a new pair in which the holes were all on purpose. Then with a confident air she re-entered the shoe department.

The youngest salesman, whose aged customer had departed in anger, was now disengaged and he enquired politely concerning the maiden's shoe ambitions.

"Oh, I'm not ready for you just yet," she replied with gentle dignity. "I'll call you when I wish to be waited on."

Whereupon the maiden and her companion withdrew to a corner, and

while her obliging side partner improvised a dressing room by holding out her skirts the girl with the hole in her stocking made a lightning change, wrapped the old ones neatly in the new ones' paper and was ready for shoes.

There is also consolation for you in the shoe business, fair lady. If your husband springs any of the venerated "woman shopper" jokes on you just ask him how long it takes him to buy a pair of shoes. He may be one of those who know what they want when they want it and buy it in the time it takes a racing auto to cover a mile, but there are enough hesitating footwear shoppers of the masculine gender to make it worth while taking a chance that he belongs to that class. Some of them, after looking over all the shoes in stock and keeping the clerk busy guaranteeing while they are making up their minds, will finally decide that they won't buy just yet, but "just put those four pair aside for me and I'll let you know to-morrow which one I'll take." A certain East Side store has blacklisted one of these hesitators and no more can he have their stock paraded for his edification.

A few years ago to have happy feet you had to array them in glad-some colors, and you kept your black shoes only for occasions when you rented a dress suit. A select and ahead of their party branch of the public hit upon green as a proper variation of the conventional tan, and green shoes attained sufficient popularity to warrant the belief that a local society had been formed to secure freedom for the Emerald Isle. But green, as you remember, was as far as it went. If any one was brave enough to buy lavender hued shoes he wasn't daring enough to wear them.

One day, however, a Grand avenue shoe store was called upon for something out of the ordinary. The customer wanted "something attractive" and his idea of "something attractive" in the shoe line was an article calculated to focus the optics of all who thronged the highways. He couldn't get his order filled because he was told that the firm wasn't in the theatrical costuming business, but his description of the shoes he desired to have manufactured for his adornment is still remembered. The specifications called for white cloth uppers with patent leather stays for the laces, green vamps with red tips, and tan heels.—Milwaukee Sentinel.

The troubles which we sometimes have with our Government employees are due to the fact that unionism is permitted among them. Just now over in France it has been decided that employees of the state can not become unionized, on the principle that public servants can not strike against the government. The schoolmasters tried to form an association, but, inasmuch as their plain purpose in doing so was to advance certain governmental policies by embarrassing the government if refused, were forbidden. Whatever the question of right and wrong, the incident shows pretty plainly how our republic differs from others, and how democracy covers a multitude of political sins.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2.50			
No. 22 long, per m.	3.00			
No. 32 short, per m.	5.00			
No. 32 long, per m.	5.75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1.60			
No. 2 Winchester, boxes 250, per m.	1.60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival-For Shotguns.				
No. Powder	oz. of	Size	Gauge	Per
120	4	1 1/4	10	\$2.00
129	4	1 1/4	9	2.90
128	4	1 1/4	8	2.90
126	4	1 1/4	6	2.90
135	4 1/2	1 1/4	5	2.95
154	4 1/2	1 1/4	4	3.00
200	3	1	10	2.50
208	3	1	8	2.50
236	3 1/4	1 1/4	6	2.65
265	3 1/4	1 1/4	5	2.70
264	3 1/4	1 1/4	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. 6 c. 6 c. 4 c.			
BBB.	3/4 c. 7 c. 6 c. 6 c.			
BBB.	3/4 c. 7 c. 6 c. 6 c.			
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 75			
Corrugated, per doz.	1.25			
Adjustable	dis. 40&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s.	60&10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60&10			
HOLLOW WARE				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
HORSE NAILS				
Au Sable	dis. 40&10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	60&10			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 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 85
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	50
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
20x28 IC, Charcoal, Allaway Grade	9 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '88	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over	
inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/2 @ 1/2	21
The prices of the many other qualities	
of solder in the market indicated by private	
brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade.	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade.	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	55
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each.	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6 1/2

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 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

5 lbs. in package, per lb.	3
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	57

MASON FRUIT JARS

With Porcelain Lined Caps

	Per gross
Pints	5 25
Quarts	5 50
1/2 gallon	8 25
Caps.	2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carton Chimneys

Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	1 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 20
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx.	10 50
No. 0 Tub., cases 2 doz. each, bx.	15 50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.	
No. 0 1/2 in. wide, per gross or roll.	28
No. 1 3/4 in. wide, per gross or roll.	33
No. 2 1 in. wide, per gross or roll.	60
No. 3 1 1/2 in. wide, per gross or roll.	80

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	7 00

PLAIN STEALING.

Otto Diederichs Holds Up a Cheese Shipper.

Chicago, Feb. 25—About the most bare-faced hold-up that has ever come to light in this market was perpetrated by Otto Diederichs, a cheese dealer of 72 South Water street, upon a Michigan shipper a few weeks ago. Diederichs' game was so unblushingly nifty, and its exposure came about in such a neat way, that it really would make a laughable story but for the serious nature of the firm's transaction.

The shipper in the case was J. A. Anderson, of the Wilson Cheese Factory Association, Clio, Mich. To read understandingly the correspondence that follows and to get the full humor of it, it should be understood that 48 to 50 per cent. of butter fat is the standard for this State and country.

The opening chapter is a letter from the Diederichs firm to Anderson, as follows:

"Chicago, Dec. 8—We would like to buy your cheese. We will endeavor to pay you $\frac{1}{8}$ c more than you are getting now for the same cheese. Please let us hear from you without fail by return mail, and greatly oblige. We want your cheese the year around, and we will mail you a stencil plate upon application."

This letter brought forth from Anderson a shipment of 100 cheeses, weighing about 4,800 pounds. The Diederichs firm followed the receipt of the consignment with this luminous epistle:

"Chicago, Jan. 3—Your letter of Jan. 2 received, and we received the 100 cheeses, but we find that your cheese contains not enough butter fat to comply with our requirements. They are hardly suited for our market, and we would not advise you to ship any more, because it is too much moisture in them. The food law requires a standard amount of butter fat and your cheese don't contain that amount. I will try and do the best I can, and hope that will be satisfactory to you. We would like to hear from you by return mail, whether we should proceed to put them into consumption to the very best advantage."

Shortly afterward Diederichs forwarded a check to Anderson, paying him 4c a pound less than the market price, or nearly \$200. The firm accompanied the check with the following letter, and the reader should bear in mind that the standard analysis for cheese is 48 to 50 per cent. butter fat:

"Chicago, Jan. 18—Enclosed please find check for your cheese. We had a good deal of trouble with these cheese. They only test 2-3 butter fat, instead of 3.60, as the law requires. These have been carefully tested, and they are subject all the time to the National Food Inspector. On the average that we paid you, we have given you the value according to the law. You must also be guarded as to the moisture in your cheese hereafter. One of the factories in Michigan, I notice, was fined \$1,100 for too much moisture in their dairy product. We can not afford to take any such chances."

Evidently Mr. Anderson, in his reply, mentioned something about the Chicago Food Inspector, and something about his cheesemaker. Whatever Mr. Anderson wrote called forth this final response from Diederichs, which is easily the prize letter of the bunch:

"Your letter dated Jan. 19 received. You know, gentlemen, that we got a food law, and that your cheese only contained 2-3 butter fat instead of 3.60, because we will give this into the hands of the Food Inspector here in the city if you require it. Your cheesemaker has nothing to do with this at all. He is not to blame; it is the fact that it is made from different milk and does not contain the amount of butter fat late in the fall that is required by food law. Now if you wish to you can send us the money for our trouble. We have analyzed these cheese. We can let our Food Inspector here inspect them if you wish. We have our own German chemically analyze this cheese, and we know what we are talking about. We want to know whether you want us to send you another analysis. By so doing you will greatly oblige us. The food law went into effect the first of January, and we don't care to make any noise about it, unless you want to make noise about it. It is only a question of giving us what we buy. We have paid you all your cheese are worth for the amount of butter fat they contain. You seem to state in your letter as if we were to blame. Why should we be to blame? We did not make the cheese. We did not furnish the milk. We are the dealers and you are the manufacturers."

Mr. Anderson wasted no more words about the matter. He came to Chicago, visited Diederichs' store; said he wanted to buy some cheese, and being a Detroit man, preferred Michigan make. Diederichs' man, Charles Baltz, told Anderson that he had the very thing he was looking for, the finest cheese ever put on the market, manufactured in Anderson's own State. Baltz went into ecstasies over the superior qualities of the cheese, which Anderson readily recognized as his own. Anderson bought some of it and went to Food Inspector Murray with it. Murray, who is a butter and cheese expert, says he recognized it as a full cream cheese, and it analyzed 54.65, or away over the standard. Not satisfied with that, Murray sent down to Diederichs' store and got full cheeses and made two more analyses, which showed in one instance 54.18 per cent. and in the other case 56.10 per cent. butter fat.

When Baltz got onto what was going on he went to see Murray and made all sorts of threats about his pull with the Mayor, but didn't scare Murray worth a cent. Murray is an old hand in South Water street, and can scent a crooked deal as far as anybody. He ordered Baltz peremptorily to pay Anderson the full market value for the cheese, which the Diederichs firm did, and, in addition, paid Anderson's entire traveling expenses to Chicago and back. Murray said the Diederichs crowd were very glad to have Anderson get out

W. C. Rea

A. J. Witzig

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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.

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Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

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

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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.

Light Your Pathway With a NOISELESS TIP

Buy, Sell and Use Saginaw Blue Tips.

Order today. They cannot speak for themselves, they are noiseless.

C. D. Crittenden Co., Distributors for Western Michigan.

Wholesale Butter, Eggs, Cheese and Produce

Both Phones 1300 3 N. Ionia St., Grand Rapids, Mich.

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.

of town with no further trouble. Murray says further that the cheese was positively the richest he had ever seen in Chicago, and that he showed a sample of it to the head of Siegel, Cooper Co.'s grocery department, who said he would be delighted to get all he could of that standard.

Diederichs is known to have ample resources, but people in the street here deal with the firm cautiously. They haven't very much to say against Diederichs himself, but all say they have no confidence in Baltz. Baltz is a great big fellow, who puts up a tremendous bluff, and becomes very abusive when anyone has a kick. He tried his blustering tactics on Murray, and Murray says he quickly toned him down. People in the trade here say that the letters which the Diederichs firm wrote Anderson are in every way characteristic of Baltz.

Observations of a Gotham Egg Man.

The condition of the egg market during the past week has continued to puzzle the speculative element considerably. It has been generally considered certain that a continuance of present weather conditions in the interior would result in a large increase in supplies before long, but in the meantime our receipts have been running considerably below the urgent outlets, reserve stock has been quite rapidly depleted, and it has been a question whether our receipts would have increased enough by the time the market was cleared to take the place of the reserve. Probably our reserve stock, at its height, amounted to fully 40,000 cases and some estimated even a little more than that. By the close of last week this had been reduced upwards of 50 per cent. and it is doubtful if the total amount of reserve stock in first hands carried over into this week amounted to 20,000 cases. It is now considerably short of that amount.

The recent offers to sell stock to arrive within ten days at lower prices than lately current show the sentiment of some receivers as to the near future and with a general expectation of lower prices next week dealers will undoubtedly use up almost every case in distributing channels during the present week. It may prove that this policy will enable the market to squeeze through the week with the quantity on hand and likely to arrive provided the out-of-town calls are not too large and urgent; but much of the moderate remaining reserve stock is held under shippers' limits above present values and it is a serious question whether we shall have enough without paying the price necessary to draw these on the market.

At the same time it would seem that with increased collections at primary points, of goods which in all

probability will have to be sold when they reach seaboard at lower prices, it should be to the interest of shippers to get the distributing markets down to a safe basis at the earliest possible moment; and if this sentiment should lead to a general removal of limits on stock here our market may get to the period of liberal supplies without marked shortage. As a matter of personal opinion, however, we consider this outcome as very doubtful.—N. Y. Produce Review.

The Vinegar Controversy.

In October, 1906, the United States Department of Agriculture published its food standards, giving in detail what would be officially recognized as pure food in every class of goods, such as spices, flavoring extracts, cereals, teas, coffees, beverages, etc., etc. Included in this list were five different classes of vinegars. The very fact that the United States Government has officially recognized as pure food products four different vinegars, besides cider vinegar, should put to silence, absolutely, the statements of certain cider vinegar manufacturers, which they are circulating, to the effect that cider vinegar is the only pure vinegar under the pure food law.

Any merchant or grocer who wishes to investigate this subject for himself may obtain an official copy of food standards by addressing Dr. H. W. Wiley, care of the Agricultural Department at Washington, D. C. Besides cider vinegar Dr. Wiley's department officially recognizes spirit or distilled vinegar, malt vinegar, sugar vinegar and wine vinegar.

Can Not Say That We Blame Him Much.

He was a boy. There was a half-holiday at the school. The ice was bully. All the boys except this one had skates. He had neither skates nor money. He sold three of his school books for twenty cents and with the proceeds bought a pair of second hand skates. He had a bushel of fun until his mother got onto the situation; then there was trouble for the boy. His maternal ancestor tanned his little jacket for him and made him take back the skates and recover his books. No doubt most people will say that his mother did right, but our sympathy is with the boy. When we were a lad there was no fun equal to skating. If we could have gotten skates no other way we might have swapped school books for them. We probably would and have taken the chances of fixing things up at home afterwards. The old, stiff-jointed, bald-headed man who would be afraid to get on a pair of skates may say that the boy deserved to be tanned, but we say that our sympathy is with the boy.

The chances are that that boy will make a good business man some day.

Many a man will be surprised when he gets to heaven to find how large a place his little kindly deeds occupy in its history.

We want competent
Apple and Potato Buyers
to correspond with us
H. ELNER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
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.

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 We offer 23 cents delivered here for good roll butter, this week's shipment.

EGGS For the past two weeks we have not paid less than 25 cents delivered here. No commission out. We cannot guarantee prices at present, but have actually paid more than we would care to offer ahead. Mark up your eggs to us this week. Express shipments recommended.

STROUP & CARMER, 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
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WYKES & CO.

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND
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FLOUR, GRAIN & MILL-PRODUCTS

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Michigan Knights of the Grip.
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Grand Rapids Council No 131, U. C. T.
Senior Counselor, W. D. Simmons;
Secretary and Treasurer, O. F. Jackson.

Secured a Customer at Too Much Cost.

A thriving Western city decided to build a new court house.

There were a lot of preliminaries to go through and municipal machinery ran slowly, as usual, but at last the day came when contracts for the building were to be publicly awarded.

No less than six local representatives of surety companies were on hand as well as many contractors. They had been watching the progress of events for months and each was as eager to learn the outcome as the riders at a fox hunt are to be in at the finish.

The placing of the bond was the all-important matter with the surety men. What company would get the business? Every surety man present thought that he had an especially attractive proposition to offer the contractor.

As soon as it was known that Mr. C— was the fortunate contractor or there was a general stampede for his office. Every solicitor wished to be the first to open negotiations with him respecting the necessary bond.

One of the solicitors was named Brown. It doesn't matter what company he represented. So soon as the name of the contractor was announced Mr. Brown rushed to the latter's office with all possible speed, but found on his arrival there were two of his competitors who had preceded him. One of these competitors was already closeted with the contractor; the second was eagerly waiting with his eyes fixed on the door knob of the private office, ready to spring for it when his turn should come. As Brown took the second seat on the visitor's bench three other solicitors from different companies arrived and began to wrangle for precedence. Chances looked pretty slim for the man who should be the last to be admitted.

Brown got up with an appearance of discouragement and left the office. Fifteen minutes passed and Mr. C— opened the door of his sanctum and politely ushered out an astonished and disgruntled-looking solicitor—who had been first to obtain an audience. Then he waved his hand with a gesture of dismissal toward the eager aspirants on the bench. They protested and argued in concert, but to no avail. Mr. C— announced that all arrangements for the bond had been completely settled. He didn't find it necessary, however, to explain that the matter had been transacted by telephone within the last quarter hour, or that the solicitor who had talked to such

good purpose over the phone was one Mr. Brown.

None of the five solicitors who left the office ever understood how that piece of business eluded them, or ever dreamed that the third caller, who had risen in discouragement and gone away while Mr. C— was closeted with caller number one, had resorted to the simple strategy of using the phone in order to obtain an immediate hearing. It seems that Mr. Brown had talked so directly to the point over the wire that before the receiver was hung up he had obtained a verbal agreement to his proposition and an invitation to call and close the deal at a later hour.

Perhaps this incident is worth narrating only as showing the high premium that is placed on alertness and tact in our business. The solicitor for a surety company might as well make over the axiom of David Harum to fit the exigencies of his own business, and inscribe on his banner the motto, "Put up as good a proposition as any other fellow, and do it first." It isn't worth while to come around with a good offer just after your competitor has obtained the business you expected to get. Eternal vigilance is the price the business getter has to pay for his ascendancy over competitors.

In this line of work business may be broadly divided into two classes—that is, the securing of surety or contract bonds and judicial bonds in the first class, and of fidelity bonds in the second.

There are innumerable ways of obtaining "leads," especially in the field of surety bonds. Daily papers and trade periodicals are some of the sources of information respecting work to be done which will involve the awarding of contracts. Reports of legal proceedings serve the same purpose. It is the business of the solicitor to keep in touch also with architects, lawyers and court officials in order to learn from them when bonds are required. As soon as information is obtained as to the necessity of a bond from any of these sources it is then up to the solicitor to investigate and "put up as good a proposition as any other fellow, and to do it first."

Beside knowing where to obtain business, he must be well informed as to the particulars of the case. If it is a tunnel that is to be constructed, he must be able to talk intelligently on the subject of tunnels. He must ascertain whether it is to be bored through solid rock or through earth; what materials are to be used and what peculiar difficulties might arise that would increase the risk of the company in bonding the contractor.

In the case of a costly building it is necessary to take into consideration many other things besides the specifications of the contract and the contractor's claim to financial integrity.

For instance, if there is any occasion to anticipate labor troubles, or any probability of such a rise in the price of materials needed as to make the fulfillment of the contract precarious, the risk of the company in guaranteeing the contractor is in-

creased and these are matters which the solicitor must take into account. He must at least be able to talk intelligently when he finds himself interviewing the contractor.

In addition to the bearing which such information has upon the rate he can offer, it is also useful since it puts the solicitor on a more or less equal footing with the man whom he wishes to deal with; the latter is more likely to give his business to the company whose representative "seems to know what he is talking about," and can therefore make his talk interesting as well as persuasive. Most people act upon the theory that the solicitor who knows their business best must know his own best; and therefore place the greatest degree of reliance on his representations.

The solicitor should make extensive acquaintance among contractors, architects, lawyers, court officials and various other classes of persons who may be able to give him business or to "put him next" to it. Any man who has business to give prefers to give it to his friends, unless he is very sure that some stranger's proposition offers very decided advantages. It must be remembered that surety bonds are handled, to a great extent, by insurance men all over the country who are not directly in the employ of any surety company. Having built up a clientage in insurance and won the confidence and esteem of the community in which they work, they find it very easy to induce their patrons to deal through them when surety bonds are needed. Such business the insurance agent handles on a brokerage basis, turning it over to some surety company and receiving a commission, just as a solicitor working directly through the surety company's office would do. In a certain sense, therefore, the solicitor is in competition with these insurance people, and he must employ, so far as he can, their methods of doing business as well as the tactics peculiar to himself. If he approaches a total stranger it is well if he can establish some sort of claim on the man's good will by showing that they have friends in common. He must get one man to recommend him to another and work every possible effort to increase his own prestige and acquaintance.

In order to make influential acquaintances—and especially in order to get them to work for him—the solicitor must have certain personal qualifications above the average.

He must be agreeable in appearance and manner and be sincere, ambitious and worthy of confidence. He must have a knack of listening to other men's grievances sympathetically. He must have the delicate art of obtaining favors in such a way that they seem to be extended in the natural course of business and not to impose an embarrassing obligation. All this requires that the solicitor be a well-bred man and a "mixer," that he shall have a keen faculty of observation and that he shall attend strictly to business.

But a salesman may have the winning personality that makes friends—the industry which discovers and seizes innumerable opportunities

and a proof-perfect knowledge of his business as well, and still make no headway.

He must have, in addition to the foregoing characteristics, the most essential quality in the making of any salesman, and that is astuteness.

I remember a certain young man who had a way of making people like him and of getting their attention and good-will with the greatest of ease. Also, he was well posted in his business and could talk fluently and with accuracy. But he made a poor showing. As an example of one of his "fall-downs" I might cite a deal he tried to close with one client named Mr. X—. Mr. X— was a large contractor, who expected, in the event of his bid for the construction of a large bridge being accepted, to be required to give a large bond.

The young man argued it would be of great advantage to all parties if Mr. X— would place all his business with the surety company which he (the solicitor) represented, instead of dividing the business. The young man made all arguments which could properly be presented to Mr. X— to satisfy him that the proper course was to use his company as surety.

Mr. X— apparently determined to make the rate the prime consideration. He made statements for the purpose of leading the young man to believe that much lower rates had been made by several competitive companies.

The young man immediately jumped at the conclusion that rates extremely low had been offered by his competitors—perhaps the very minimum. He resolved to "go them one better" and quoted a rate which would have brought tears to the eyes of his manager. The upshot of the matter was that the young man's offer was accepted and Mr. X— was duly guaranteed.

By this the contractor not only enjoyed the services he paid for but benefited, gratis, by the company's prestige, which helped him, as the young man had forecasted, to secure the contract for the bridge. Thus the company did him a double service at a much lower rate than it should ordinarily have charged for the simple service of giving a guarantee.

This might not have been so bad if it had not subsequently been discovered, by accident, that the lowest rates which had been quoted by the young man's competitors were fully

Occasionally
people want a change and
get tired of

Hotel Livingston
Grand Rapids

We generally
give them two weeks
to get back.

as high as his own would have been if calculated on the usual basis. There had been no necessity for cutting his rate, if he had but known it. Lacking astuteness, it never occurred to him that he was being victimized by the contractor.

He should have exerted every possible means of finding out what the rates quoted by his competitors actually were. If Mr. X— had declined to give this information, and there was no other way of obtaining it, he should have stuck to his guns, showing that the quality of service he could render more than compensated for the possible disadvantage of a higher rate.

In the smaller cities a sort of clanish notion exists that where a fidelity bond is to be given the bondsman ought to be some local person—either a friend or relative of the person whose integrity is to be guaranteed. Perhaps, for instance, the county treasurer is required to give his bond for the faithful management of the funds intrusted to him; and the solicitor for an outside surety company is "balked" by the willingness of "leading citizens" to take the risk of going on the treasurer's bond. Many solicitors meet this situation and try to fight it on the ground that their company is more reliable because of its greater financial competency.

Arguments along this line are likely to antagonize the persons with whom the solicitor wishes to do business; they seem to depreciate the soundness of the "leading citizens' credit.

In such a case the solicitor should argue from quite a different point of view. He should avoid anything that seems to belittle the local moneyed men who have perhaps volunteered to guarantee their friend. He should show that, if the treasurer were to forfeit his bond, by embezzling money or any other act, the bondsman would suffer a severe loss, which would react on the town. The bondsman's forfeit would be practically the whole town's loss, since it would divert his private means from local channels of investment.

The solicitor can refer to instances where wealthy men in small places have unquestionably acted as bondsmen for a fellow townsman, out of public spirit, and as a result of taking this risk have been financially ruined. These men, often the leading financial men of the town and the backbone of its industries, could not suffer loss without affecting a great number of their neighbors—even the wage-earners in the factories having to bear their share of the misfortune.

A salesman for a surety company must have astuteness and must be able to adapt his arguments to all sorts of changing conditions and classes of men. If he has the quick wit to know when and how to adapt them—and is not dependent upon instructions as to how he shall proceed in each case—he has the most essential qualifications for success in his work.—Geo. W. Childs in Salesmanship.

THE AUTOMOBILE INDUSTRY.

Probably no other industry has grown more rapidly during a short time in this country than the manufacture of automobiles. The last census gave some interesting figures under the date of 1905, which figures, of course, would be far exceeded could the statistics be secured for 1907. The published bulletin says that in 1900 the manufacture of automobiles in the United States was an industry so unimportant that it was not reported separately, being included under the general head, "Carriages and Wagons." The total number of automobiles and parts turned out in that census year was less than five million dollars. As to the census of 1905, which gave the calendar year 1904, the output had reached a value of over 26½ million dollars, an increase since 1900 of a little over 461 per cent. In 1905 there were 121 establishments reporting the complete automobile as their principal product. In addition there were about 100 other concerns engaged in making automobiles as a side line or in making bodies or other parts, and the combined product of this class would add over four million dollars to the above mentioned figure.

In 1900 less than six million dollars of American money was invested in automobile manufacture, and three years later over 20 million dollars were thus invested. In 1900 2,241 men were employed, and three years later the number had grown to 10,230. In 1904 more automobiles were made in Michigan than in any other state, and when the census of 1900 was taken there was no such industry here. Detroit and Cleveland respectively ranked first and second as centers of automobile manufacture, the former having twelve and the latter seven such establishments. Buffalo is third and New York City fourth. Up to 1900 the number of automobiles turned out by regular American manufacturers was 3,723 and for the census of 1905 the total output was 22,830. Of these 86 per cent. were propelled by gasoline, 7 per cent. by steam and nearly 7 per cent. by electricity. In style nearly 56 per cent. were runabouts, a little over 33 per cent. touring cars, with buckboards, Stanhopes and delivery wagons in the order given. American made automobiles were exported in 1904 to the value of nearly two and a half million dollars. Among the customers were Canada, Mexico, Asia, Oceania, South America and Africa. The total number of countries importing the American product in 1905 was 53. The large number, including as it does some countries that are prominently engaged in the automobile industry, is a tribute to the quality of the American made machine and the enterprise of its manufacturers.

Aaron B. Gates, formerly traveling representative for the cigar department of the Michigan Drug Co., is now Michigan representative for the Graham-Ernest Cigar Co., of South Norwalk, Conn. He will continue to see his trade about every sixty days.

Annual Banquet of the Grand Rapids Council.

W. B. Holden, chairman of the Entertainment Committee of Grand Rapids Council, No. 131, U. C. T., has arranged the following program for the annual banquet to be held at the Hotel Pantlind Saturday evening:

Invocation and address by the Rev. S. T. Morris.

Selections by the U. C. T. quartette: W. F. Ryder, E. C. Jones, J. H. Rutka and C. Marriot.

Address by John Hondorff, Senior Counselor of the organization.

Address by W. D. Simmons, Past Counselor.

Soprano solo by Miss Winnifred Meeck.

Remarks by O. F. Jackson, Secretary of Grand Rapids Council.

"Our Nation," Governor Warner.

Contralto solo by Miss Minnie Reynolds.

Address by William Judson.

Recitation by Jefferson Webb.

"The Relation the Traveling Man Should Sustain to the Credit Man," John Snitseler, manager of Grand Rapids Dry Goods Co.

Address by E. A. Stowe, President of Grand Rapids Board of Trade.

"The Two Cent Mile Rate," Senator Huntley Russell.

Toast, "The Traveling Man," Mrs. S. T. Simmons.

Toast, "The Ladies," Frank Simmons.

Music will be furnished by Tuller's orchestra.

W. S. Burns will officiate as toastmaster.

Will Give Free Sites To Manufacturers.

Battle Creek, Feb. 26—Not content to let this city take its course and become the third city in Michigan, a syndicate of millionaires has organized to accelerate this development. By bringing their own factories and building their own houses the syndicate expects to be able to make the city as large as it chooses. The addition will be outside the limits, however, but within "calling distance," when needed.

The first step, insofar as the public is concerned, was taken when Judge R. J. Kelley transferred to Charles W. Post, the millionaire manufacturer of pure foods, his entire farm of 120 acres, just west of town. This farm is only one of several, however, the syndicate, represented by Post, having acquired 420 acres on option, on which these options will be closed before April 1. The land represents a strip one mile long, south of the Kalamazoo River and adjacent to the

Michigan Central, Grand Trunk and Cincinnati Northern Railways.

The syndicate, composed largely of Chicago friends of Mr. Post, will give free sites to factories, several of which are already waiting for the land to be bought. The syndicate's gain will come by the erection of streets of cottages near the factories, which will be sold or rented to workmen, as desired, much like the present plan used on the Post addition, which has been built up into a real city by this beneficial system. The site will run west from Merrill Park to the old Reese school house.

While not designed entirely as a public beneficence, the syndicate's plans will work out for the city's interests by adding, eventually, thousands of new buyers to the local market. Then, too, when the city wishes to extend to and include the factories and cottages, the syndicate will not demur.

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

Buffalo, Feb. 27—Creamery, fresh, 27@33c; dairy, fresh, 20@28c; poor to common, 18@20c; roll, 23@25c.

Eggs—Fancy, 27c; choice, 26c.

Live Poultry — Springs, 13@14c; fowls, 13@14c; ducks, 15@16c; old cox, 9c; geese, 10@12c; turkeys, 13@17c.

Dressed Poultry—Fowls, 13@14½c; chickens, 13@15c; old cox, 10c; turkeys, 17@20c; ducks, 16@18c; geese, 10@13c.

Beans — Pea, hand-picked, \$1.45; marrow, \$2.25@2.40; mediums, \$1.50@1.60; red kidney, \$2.25@2.35; white kidney, \$2.40@2.50.

Potatoes—White, 45c; mixed and red, 40c. Rea & Witzig.

Movements of Michigan Gideons.

Detroit, Feb. 26—Frank A. Vernon was in Grand Rapids last week representing the Queen Insurance Co.

Chas. M. Smith, Geo. D. Lyford and Aaron B. Gates conducted the service at Volunteers of America Saturday evening and at the Wight Mission Sunday evening.

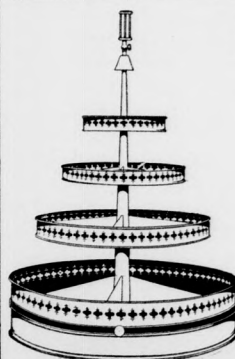
Frank A. Garlick attended the State Gideon convention at Topeka, Kansas, Feb. 23 and 24.

Detroit Gideons will conduct Gideon service at the Hotel Cadillac next Sunday evening, beginning at 7:45 p. m. Aaron B. Gates.

Over There.

"And, best of all," said the boastful American, "we have no titled aristocracy to support over here."

"No," replied the foreigner, "but you have a good many titled sons-in-law to support over there."



GREEN STUFF

shown by this **Display Stand** and moistened by the **Mist Machine** will keep fresh, attract buyers, and there will be **no waste.**

Ask us for descriptive booklet.

GALESBURG CORNICE WORKS

No. 142 East Ferris St.

Galesburg, Ill.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.

First Vice-President—G. W. Stevens, Detroit.

Second Vice-President—Frank L. Shiley, Reading.

Third Vice-President—Owen Raymo, Wayne.

Secretary—E. E. Calkins, Ann Arbor.

Treasurer—H. G. Spring, Unionville.

Executive Committee—J. O. Schlottbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Improved Benzoated Lard.

It is a matter of experience that the American 2 per cent., or even the British 3 per cent., of benzoic acid does not always succeed in preventing rancidity. The 1 per cent. of benzoic acid of the German compendium appears to be quite successful. On the other hand, benzoic acid as now prepared, and in the proportion required, gives but little characteristic odor to the lard. Melting the lard with a considerable bulk of inert matter, which has to be strained off, appears a clumsy and wasteful method of obtaining the desired result, even were it successful from an antiseptic point of view. A combination of the German process, with the addition of a simple and direct method of imparting a suitable odor, seems likely to give the best result. I have found 60 grains benzoic acid and 40 grains of prepared storax to the pound of melted lard give a good result, and I approve of the U. S. P. idea of adding a little white wax. Lard which is benzoated in this way scarcely requires to be strained, yet that would generally be done as a precautionary measure. The formula just mentioned, or any similar recipe, would certainly be an improvement on the process at present official.

D. B. Dott.

Another Wood Alcohol Fatality.

Rather an unusual occurrence took place at St. Thomas, Ont., recently. Mrs. Mary Antoine, of the Delaware Indian Reserve, brought an action against Mr. Tyrrel H. Duncombe, druggist, of that city, for \$5,000 damages for the loss of her husband and son, who died in November, 1905, from the effects of drinking wood alcohol bought at the defendant's drug store. The contention was set up that the liquid was sold for whisky, but the defendant said it was sold for liniment. Medical testimony showed that the Indians died from narcotic poisoning. Judgment was reserved.

New vs. Old Fluid Extract of Squill.

Dr. E. M. Houghton, of Detroit, has given to the Journal of the American Medical Association a report of his pharmacological experiments with squill fluid extracts prepared according to the process of 1890, and also according to that of 1900. He concludes his article with these words: "From these results

we may conclude that acetic acid is not so satisfactory a menstruum as alcohol for making a fluid extract of squill. The therapeutic results obtained from the use of fluid extract of squill (United States Pharmacopoeia, VIII.) will be variable, and considerably less than would be expected from the use of the 1890 preparation. It would seem desirable that physicians in prescribing squill should indicate that they desire the preparation of the United States Pharmacopoeia, 1890, when they wish to obtain the usual therapeutic action of squill."

The Drug Market.

Opium—Is fairly steady.

Morphine—Is unchanged.

Quinine—On account of lower price for bark at the Amsterdam sale has declined 1c per ounce.

Citric Acid—Has again advanced 2c per pound and is tending higher.

Cocoa Butter—Is very firm and advancing.

Norwegian Cod Liver Oil—Is tending higher.

Glycerine—Is very firm and advancing.

Balsam Copaiba—Continues to advance on account of scarcity.

Juniper Berries—Have advanced.

Oil Cloves—Has advanced on account of higher price for the spice.

Oil Juniper—Has advanced on account of small stocks.

Oil Lemon—Has advanced.

Gum Camphor—Is very firm and there is no indication of lower price.

Cloves—Have advanced.

Crabapple Cream.

Witch hazel 32 ozs.

Gum tragacanth 1 oz.

Distilled water 16 ozs.

Glycerin 6 ozs.

Boric acid 1 oz.

Cologne 6 ozs.

Mix the tragacanth and the water. After former has swollen all it will, add the witch hazel and let stand three days. Dissolve the boric acid in the glycerin with the aid of heat, and at the end of three days strain the tragacanth solution through cheese-cloth and add the boric acid solution, lastly adding the cologne.

Put up in 4-ounce bottles, neatly capped and labeled, and sell at 25 cents.

Poisoning from Tansy Oil.

Dr. E. G. Edwards, in the Journal of the American Medical Association, reports the case of a patient in convulsions who had every appearance of epilepsy. Respirations were rapid, pupils dilated, mouth bleeding and was unconscious. Acting on general principles, he gave 1-10 gr. of apomorphia, which produced copious vomiting. A stimulant consisting of a hypodermic of strychnine 1-30 gr. was then injected, and rest enjoined. The next day the patient had quite recovered, and confessed to having taken 2 drams of tansy oil as an emmenagogue.

Practical Paternalism.

"Sir, I want your daughter's hand."
 "You may have it with the greatest pleasure, dear boy, if you'll take the one that's always in my pocket."

Japan's Economic Struggle.

The Mikado asks but one boon— independence. The Japanese government is striving to encourage the establishment of all necessary manufactures in order that the nation may be practically independent. In the same way the government offers the remission of land taxes to those who will cultivate hillside lands, in order to increase the agricultural resources of the country. Great progress is being made in the establishment of textile factories, and Japan already is exporting coarse cotton cloths. The government aids by loaning money at lower rates than the government pays on its foreign loans. In subsidizing steamships, establishing branch banks in foreign countries, providing additional schools for commercial and industrial education, and in other ways great progress is made in the development of resources. There is some uneasiness in business circles because of the national debt and the necessity for increased revenue. Japanese companies everywhere are prosperous, but as a large amount is borrowed prosperity or prosperity on borrowed capital there is some nervousness as to the outcome. The soldiers who returned from the war were feasted by their neighbors and began to give feasts in return, but the Minister of Finance publicly discountenanced the practice and warned them that all must economize. The government is even becoming an active business partner in order to increase the export and thus attain not only industrial independence at home but also bring in a favorable trade balance that will help in carrying the national debt.

Measuring Speed of a Thought.

How long does it take to think? Prof. Helmholtz argues that the whale probably feels a wound near its tail in about one second, and requires another second to send back orders to the tail to defend itself. The reason why the time occupied by this preparation seems to us so infinitesimal lies in the fact that we are unable to perceive more quickly than our nerve system can act, and thus the intervals required for its operations appear to us imperceptibly small. Astronomers vary in their estimation of the moment at which a star crosses the web of their telescope by more than a whole second, while the estimates of any individual taken by himself agree within one-tenth of a second if frequently repeated. Still more surprising is the difficulty of determining whether the beats of two gently ticking watches coincide or fall between each other if held to either ear; while nothing is easier than the same determining if both are held to the same ear. Helmholtz pictures the matter to himself in this way: "Two perceptions of different organs can be estimated only as regards their time relations, when there is a sufficient interval between to reflect. Now you have perceived one, but not as yet the other." Our thought is not so rapid as we usually believe, as he has proved by his experiment of taking an electric

shock at any point on his skin and then trying to move his hand as quickly as possible.

Cocaine Habit Spreading in New York.

The growth of the habit is shown by the increased number of patients brought to Bellevue Hospital suffering from the habit, and only those in the last stages come there. The records of the hospital show that there were 13 cases of insanity and 9 cases of delirium from cocaine poisoning. Dr. Gregory, of the psychopathic ward, is of the opinion that unless something is done to restrict the sale of the drug the time is approaching when as many patients will be sent to the hospitals suffering from the effects of cocaine as now are sent there by alcohol.

Druggist Who Merely Recommends Not Liable.

The Supreme Court of Georgia holds that where a druggist, in good faith, recommends a prescription not as his own, but as that of another party, and thereupon is ordered by his customer to fill it, and does so, charging only for the medicines and for compounding them, he is not responsible to the customer for any damage which may result from the use or administration of the remedy by the latter. In this case the action was for the death of a horse to which the prescription was administered.

Is Boric Acid Ointment Sterile?

On the basis of 125 examinations of boric acid ointment, Dr. Nyman comes to the conclusion that boric acid ointment with a minimum content of 10 per cent. of boric acid is sterile, but that the sterility of ointments containing less of the acid can not be assumed.

Spend not where you may save; save not where you must spend.

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

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.

Wait for the new line
Fishing Tackle
 Base Ball Goods, Hammocks
 Stationery, Druggists' Sundries
 Travelers will call soon.
FRED BRUNDAGE
 Wholesale Druggist
 MUSKOGON, MICHIGAN

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum					
Aceticum	60	8	opaiba	1 75	@ 1 85
Benzoinum, Ger.	70	75	Cubebae	1 35	@ 1 40
Boricum	17	17	Evechthitos	1 00	@ 1 10
Carbolicum	26	29	Erigeron	1 00	@ 1 10
Citricum	60	65	Gaultheria	2 25	@ 2 75
Hydrochlor	30	5	Geranium	02	75
Nitrosum	80	10	Gossippi Sem gal	70	75
Oxalicum	10	12	Hedeoma	3 00	@ 3 10
Phosphoricum, dil.	0	15	Junipera	40	@ 2 10
Salicylicum	44	47	Lavandula	90	@ 3 60
Sulphuricum	14	5	Limons	1 50	@ 1 60
Tannicum	75	25	Mentha Piper	3 00	@ 3 25
Tartaricum	38	40	Mentha Verid	3 50	@ 3 60
Ammonia			Morhuae gal	1 25	@ 1 50
Aqua, 18 deg.	40	6	Myrica	3 00	@ 3 50
Aqua, 20 deg.	60	8	Olive	75	@ 3 00
Carbonas	18	15	Picis Liquida	10	@ 12
Chloridum	12	14	Picis Liquida gal	10	@ 35
Aniline			Ricina	1 06	@ 1 10
Black	2 80	@ 2 25	Rosmarini	01	00
Brown	80	@ 1 00	Rosae oz	5 00	@ 6 00
Red	45	50	Sacchi	40	@ 45
Yellow	2 50	@ 3 00	Sabina	90	@ 1 00
Baccae			Santal	04	50
Cubebae	22	25	Sassafras	90	@ 95
Jiniperus	80	10	Sinapis, ess, oz	10	@ 20
Xanthoxylum	30	35	Tigil	1 10	@ 1 20
Balsamum			Thyme	40	@ 50
Copaiba	80	85	Thyme, opt	01	60
Peru	01	80	Theobromas	15	@ 20
Terabin, Canada	60	65	Potassium		
Tolutan	35	40	Bi-Carb	15	@ 18
Cortex			Bichromate	18	@ 15
Abies, Canadian	18		Bromide	25	@ 30
Cassiae	20		Carb	12	@ 15
Cinchona Flava	18		Chlorate	12	@ 14
Buonymus atro.	20		Cyanide	34	@ 38
Myrica Cerifera	15		Iodide	2 50	@ 2 60
Prunus Virgini.	12		Potassa, Bitart pr	30	@ 32
Quillaja, gr'd	24		Potass Nitras opt	70	@ 10
Sassafras .po 25	36		Potass Nitras	60	@ 8
Ulmus	35		Prussiate	23	@ 24
Extractum			Sulphate po	15	@ 18
Glycyrrhiza Gla.	24	@ 30	Radix		
Glycyrrhiza, po.	25	@ 30	Aconitum	20	@ 25
Haematox, 1s	11	@ 12	Althaea	30	@ 35
Haematox, 1s	13	@ 14	Anchusa	10	@ 12
Haematox, 1s	14	@ 15	Arum po	02	25
Haematox, 1s	15	@ 17	Calamus	20	@ 40
Ferru			Gentiana po 15	12	@ 15
Carbonate Precip.	15		Glycyrrhiza pv 15	16	@ 18
Citrate and Quina	3 00		Hydrastis, Canada	1 90	
Citrate Soluble	55		Hydrastis, Can. po	02	00
Ferrocyanidum S	40		Hellebore, Alba.	12	@ 15
Solut. Chloride	15		Inula, po	18	@ 22
Sulphate, com'l.	2		Ipecac, po	2 50	@ 2 60
Sulphate, com'l. by	70		Iris plox	35	@ 40
bbl. per cwt.	70		Jalapa, pr	25	@ 30
Sulphate, pure	7		Maranta, 1s	02	35
Flora			Podophyllum po.	15	@ 18
Arota	15	@ 18	Rhei	75	@ 1 00
Anthemis	40	@ 50	Rhei, cut	1 00	@ 1 25
matricaria	30	@ 35	Rhei, pv	75	@ 1 00
Folia			Spigella	1 45	@ 1 50
Barosma	35	@ 40	Sanguinari, po 18	50	@ 55
Cassia Acutifol.	15	@ 20	Serpentaria	50	@ 55
Cassia, Acutifol.	25	@ 30	Senega	85	@ 90
Salvia officinalis.	18	@ 20	Smilax, off's H.	02	48
1/2s and 1/4s	80	@ 10	Smilax, M	20	@ 25
Uva Urei	80	@ 10	Smilax po 45	20	@ 25
Gummi			Symplocarpus	02	25
Acacia, 1st pkd.	02	45	Valeriana Eng	02	25
Acacia, 2nd pkd.	02	35	Valeriana, Ger.	15	@ 20
Acacia, 3rd pkd.	02	25	Zingiber a	12	@ 14
Acacia, sifted sts.	45	@ 65	Zingiber j	22	@ 25
Acacia, po.	23	@ 25	Semen		
Aloe Barb	02	25	Anisum po 20	02	18
Aloe, Cape	02	25	Apium (gravel's)	13	@ 15
Aloe, Socotri	02	25	Bird, 1s	40	@ 6
Ammoniac	55	@ 60	Carut po 15	12	@ 14
Asafoetida	35	@ 40	Cardamon	70	@ 90
Benzoinum	50	@ 55	Coriandrum	12	@ 14
Catechu, 1s	02	13	Cannabis Sativa	70	@ 8
Catechu, 1/2s	02	14	Cydonium	75	@ 1 00
Catechu, 1/4s	02	16	Chenopodium	25	@ 30
Comphorae	1 40	@ 1 45	Dipterix Odorate.	80	@ 1 00
Muphorbium	02	40	Poeniculum	02	18
Galbanum	02	40	Poenugreek, po.	70	@ 9
Gamboge .po. 1	35	@ 45	Lini, gr'd. bbl. 2 1/2	40	@ 6
Guaiacum .po 35	02	45	Lini, gr'd.	30	@ 6
Kino .po 45c	02	45	Lobelia	75	@ 80
Mastic	02	45	Pharlaris Cana'n	90	@ 10
Myrrh .po 50	02	45	Rapa	50	@ 6
Opium	80	@ 90	Sinapis Alba	70	@ 8
Shellac	60	@ 70	Sinapis Nigra	90	@ 10
Shellac, bleached	60	@ 65	Spiritus		
Tragacanth	70	@ 1 00	Frumenti W D. 2	00	@ 2 50
Herba			Frumenti	1 25	@ 1 50
Absinthium	4 50	@ 4 60	Juniperis Co O T 1	65	@ 2 00
Eupatorium oz pk	20		Juniperis Co	1 75	@ 2 50
Lobelia	20		Saccharum N E	1 90	@ 2 10
Majorum	25		Spt Vini Galli	1 75	@ 2 50
Mentha Pip. oz pk	23		Vini Oporto	1 25	@ 2 00
Mentha Ver. oz pk	25		Vina Alba	1 25	@ 2 00
Rue	39		Sponges		
Tanacetum .V.	22		Florida Sheeps' wool	3 00	@ 3 50
Thymus V. oz pk	25		Nassau sheeps' wool	3 50	@ 3 75
Magnesia			Velvet extra sheeps'	02	00
Calcined, Pat.	55	@ 60	wool, carriage.	02	00
Carbonate, Pat.	18	@ 20	Extra yellow sheeps	01	25
Carbonate, K-M.	18	@ 20	wool, carriage.	01	25
Carbonate	18	@ 20	Grass sheeps' wool.	01	25
Oleum			carriage	01	25
Absinthium	4 90	@ 5 00	Hard, slate use.	01	00
Amygdalae, Dulc.	40	@ 65	Yellow Reef, for	01	40
Amygdalae, Ama	8 00	@ 8 25	slate use	01	40
Anisi	1 85	@ 1 95	Syrups		
Aurant Cortex	2 75	@ 2 85	Acacia	02	50
Bergamiti	3 35	@ 3 50	Aurant Cortex	02	50
Caliputi	85	@ 90	Zingiber	02	50
Carvophilli	1 50	@ 1 60	Ipecac	02	50
Cedar	50	@ 90	Ferri lod	02	50
Chenopadii	3 75	@ 4 00	Rhei Arom	02	50
Cinnamon	1 40	@ 1 50	Smilax Off's	50	@ 60
Citronella	65	@ 70	Sonaga	02	50
Conium Mac	80	@ 85	Sassa	02	50

Liquor Arsen et			Rubia Tinctorum	12	@ 14
Hydrarg Iod	25		Saccharum La's	22	@ 25
Liq Potass Arsinit	10	@ 12	Salacin	4 50	@ 4 75
Magnesia, Sulph.	20	@ 3	Sanguis Drac's.	40	@ 50
Magnesia, Sulph bbl	1 1/2	@ 1 50	Sapo, W	13 1/2	@ 16
Mannia, S F	45	@ 60	Sapo, M	10	@ 12
Menthol	2 30	@ 23 00	Sapo, G	10	@ 12
Morphia, S P & W	2 45	@ 2 70	Selditz Mixture	20	@ 22
Morphia, S N Y Q	2 45	@ 2 70	Sinapis	02	18
Morphia, Mal.	2 45	@ 2 70	Sinapis, opt	02	30
Moschus Canton.	02	40	Snuff, Maccaboy.	02	51
Myristica, No. 1	25	@ 30	DeVoes	02	51
Nux Vomica po 15	02	20	Snuff, S'h DeVoes	02	51
Os Sepia	25	@ 28	Soda, Boras	02	11
Pepsin Saac, H &	02	100	Soda, Boras, po.	02	11
P D Co	02	100	Soda et Pot's Tart	25	@ 28
Picis Liq N N 1/2	02	100	Soda, Carb	1 1/2	@ 2
Picis Liq qts	02	100	Soda, Bi-Carb	02	5
Picis Liq, pinta	02	100	Soda, Ash	3 1/2	@ 4
Pil Hydrarg po 80	02	100	Soda, Sulphas	02	60
Piper Nigra po 22	02	100	Spts, Cologne	02	60
Piper Alba po 35	02	100	Spts, Ether Co.	50	@ 55
Pil Burgum	02	100	Spts, Myrcia Dom	02	60
Plumbi Acet	12	@ 15	Spts, Vini Rect bbl	02	60
Pulvis Ip'c et Opil	1 30	@ 1 50	Spts, Vini Rect 1/2 b	02	60
Pyrethrum, bxs H	02	100	Spts, Vini R't 10 gl	02	60
& P D Co. doz	02	100	Spts, Vini R't 5 gal	02	60
Pyrethrum, pv	20	@ 25	Strychnia, Cryst'l	1 05	@ 1 25
Quassia	02	100	Sulphur Subl	2 1/2	@ 4
Quina, S P & W	23	@ 33	Sulphur, Roll	2 1/2	@ 3 1/2
Quina, S Ger.	23	@ 33	Tamarinds	28	@ 30
Quina, N. Y.	23	@ 33	Terabenth Venice	28	@ 30
			Theobromae	65	@ 70

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
Ammonia	1																									
Axle Grease	1																									
Baked Beans	1																									
Bath Brick	1																									
Bluing	1																									
Brooms	1																									
Brushes	1																									
Butter Color	1																									
Candies	1																									
Canned Goods	1																									
Carbon Oils	1																									
Catsup	2																									
Cereals	2																									
Cheese	2																									
Chewing Gum	2																									
Chicory	2																									
Chocolate	2																									
Clothes Lines	2																									
Cocoa	2																									
Cocoa Shell	2																									
Coffee	2																									
Confections	2																									
Crackers	2																									
Cream Tartar	2																									
Dried Fruits	2																									
Farinaceous Goods	2																									
Fish and Oysters	2																									
Fishing Tackle	2																									
Flavoring Extracts	2																									
Fresh Meats	2																									
Gelatine	2																									
Grain Bags	2																									
Grains and Flour	2																									
Herbs	2																									
Hides and Pelts	2																									
Jelly	2																									
Licorice	2																									
Matches	2																									
Meat Extracts	2																									
Mince Meat	2																									
Molasses	2																									
Mustard	2																									
Nuts	2																									
Olives	2																									
Pipes	2																									
Pickles	2																									
Playing Cards	2																									
Potash	2																									
Provisions	2																									
Rice	2																									
Salad Dressing	2																									
Saleratus	2																									
Sal Soda	2																									
Salt	2																									
Salt Fish	2																									
Seeds	2																									
Shoe Blacking	2																									
Snuff	2																									
Soap	2																									
Soda	2																									
Soups	2																									
Spices	2																									
Starch	2																									
Syrups	2																									
Tea	2																									
Tobacco	2																									
Twine	2																									
Vinegar	2																									
Wicking	2																									
Woodenware	2																									
Wrapping Paper	2																									
Yeast Cake	2																									

1

ARCTIC AMMONIA

12 oz. ovals 2 doz. box

AXLE GREASE

Frazer's

1 lb. wood boxes, 4 dz. 3 00

1 lb. tin boxes, 3 doz. 2 35

3 1/2 lb. tin boxes, 2 dz. 4 25

10 lb. pails, per doz. 6 00

15 lb. pails, per doz. 7 20

25 lb. pails, per doz. 12 00

BAKED BEANS

1 lb. can, per doz. 90

2 lb. can, per doz. 1 40

3 lb. can, per doz. 1 80

BATH BRICK

American 75

English 85

BLUING

6 oz. ovals 3 doz. box 40

16 oz. round 2 doz. box 75

Sawyer's Pepper Box

No. 3, 3 doz. wood 4 00

No. 5, 3 doz. wood 7 00

BROOMS

No. 1 Carpet 2 75

No. 2 Carpet 2 35

No. 3 Carpet 2 15

No. 4 Carpet 1 75

Parlor Gem 2 40

Common Whisk 85

Fancy Whisk 1 20

Warehouse 3 00

BRUSHES

Solid Back 8 in. 75

Solid Back, 11 in. 95

Pointed Ends 85

Stove

No. 2 75

No. 3 1 10

No. 4 1 75

No. 5 1 90

No. 6 1 90

No. 7 1 90

No. 8 1 90

No. 9 1 90

No. 10 1 90

No. 11 1 90

No. 12 1 90

No. 13 1 90

No. 14 1 90

No. 15 1 90

No. 16 1 90

No. 17 1 90

No. 18 1 90

No. 19 1 90

No. 20 1 90

No. 21 1 90

No. 22 1 90

No. 23 1 90

No. 24 1 90

No. 25 1 90

No. 26 1 90

No. 27 1 90

No. 28 1 90

No. 29 1 90

No. 30 1 90

No. 31 1 90

No. 32 1 90

No. 33 1 90

No. 34 1 90

2

OYSTERS

Cove, 1 lb. @1 05

Cove, 2 lb. @1 85

Cove, 1 lb. Oval @1 20

Plums

Marrowfat 1 25 @1 60

Early June Sifted 1 35 @1 65

6	7	8	9	10	11
Meal Bolted 2 40 Golden Granulated 2 60 St. Car Feed screened 20 50 No. 1 Corn and Oats 20 50 Corn, cracked 19 50 Corn Meal, coarse 19 50 Winter Wheat Bran 22 00 Winter Wheat Mid'g 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 44 Less than carlots 45 Corn Carlots 48 1/2 Less than carlots 50 Hay No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per 1 85 15 lb. pails, per 42 30 lb. pails, per 75 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Gold, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Clear Back 19 50 Short Cut 19 00 Short Cut Clear 18 50 Bean 16 00 Brisket, clear 20 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 1/2 Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 14 1/2 Hams, 14 lb. average 14 1/2 Hams, 16 lb. average 14 1/2 Hams, 18 lb. average 14 1/2 Kinned Hams 15 Ham, dried beef sets 15 California Hams 15 Picnic Boiled Hams 15 Boiled Ham 22 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 9 Pure Intercies 10 1/2 80 lb. tubs, advance 1/2 60 lb. tubs, advance 1/2 50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 1/2 bbls. 1 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 Roast beef, 2 lb. 1 30 Roast beef, 1 lb. 1 30 Potted ham, 1/2 45 Potted ham, 1/4 45 Deviled ham, 1/2 45 Deviled ham, 1/4 45 Potted tongue, 1/2 45 Potted tongue, 1/4 45 RICE Fancy @ 7 Japan @ 5 1/2 Broken @ 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Dela's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 80 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 1 65 Mess, 8lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 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 dz. 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Leone, 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 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 00 Gold Dust, 100-5c 4 00 Kirkoline, 24 lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgans Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia 28 Cassia, Saigon, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon in rolls. 28 Cloves, Amboyna 15 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 25 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 27 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 30 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 5 @ 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 34 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 13 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Pinection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyl 35 Battle AX 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 37 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Foot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 32 Great Navy 36 Smoking Sweet Car 34 Flat Core 32 Warpath 32 Bamboo, 16 oz. 25 I X L, 5lb. 31 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 22 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Fore-X-XXX 30 Good Indian 24 Self Binder, 16oz. 8oz. 20-22 Silver Foam 32 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 14 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star 12 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide f. d. 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, m'e'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 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 25 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 05 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 90 Single Peerless 3 00 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 80 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @ 16 No. 1 Whitefish @ 14 Trout @ 14 Halibut @ 13 1/2 Clusfish or Herring @ 10 Bluefish @ 12 Live Lobster @ 38 Boiled Lobster @ 38 Cod @ 12 1/2 Haddock @ 12 1/2 Pickerel @ 12 1/2 Pike @ 11 Perch, dressed @ 12 1/2 Smoked, White @ 12 1/2 Red Snapper @ Col. River Salmon @ 16 Mackerel @ 20 HIDES AND PELTS Hides Green No. 1 10 1/2 Green No. 2 9 1/2 Cured No. 1 12 1/2 Cured No. 2 11 1/2 Calfskins, green, No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 14 Calfskins, cured No. 2 12 1/2 Pelts Old Wool 30 Lambs 1 00 @ 1 75 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 Oide 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 Loaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hard Made Cream 15 Premo Cream mixed 13 O F Forehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 12 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Bias Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 9 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy—in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound Drops 10 Peppermint Drops 80 Chocolate Drops 80 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 60 G. M. Peanut Bar 55 Hand Made Crms. 80 90 Cream Buttons 80 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Asst. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California aft. shell 17 Brazilis 15 @ 17 Filberts @ 13 Cal. No. 1 16 Walnuts, soft shelled @ 16 Walnuts, Grenoble. @ 15 Table nuts, fancy. @ 15 Pecans, Med. @ 16 Pecans, ex. large. @ 18 Pecans, Jumbos @ 20 Hickory Nuts per bu. Ohio new @ 5 Cocoanuts, New York State, per bu. Shelled Spanish Peanuts 8 1/2 @ 9 1/2 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Alicante Almonds. @ 42 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 7 1/4 @ 7 1/4 Fancy, H. P. Suns Roasted 8 1/4 @ 8 1/4 Choice, H. P. Jumbo @ 9 1/4 Choice, H. P. Jumbo Roasted @ 10 1/4

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
18 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5% @ 8 1/2
Hindquarters6% @ 10
Loins8 @ 14
Rounds6% @ 7 1/2
Chucks5 @ 6 1/2
Plates4 1/2 @ 3
Livers@ 3

Pork

Loins@ 11
Dressed@ 8 1/2
Boston Butts@ 10
Shoulders@ 9 1/2
Leaf Lard@ 10
Trimnings@ 8 1/2

Mutton

Carcass@ 8
Lamb@ 12 1/2
Spring Lamb@ 12 1/2

Veal

Carcass6 @ 8 3/4

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 45

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s. B'ds.



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

White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner;
Jackson, Godsmark, 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 20
Knox's Acidu'd. gro. 14 00
Nelson's1 56
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

Crockery

We are Manufacturers' Agents and can
save you the middleman's profit on Crockery.

Grand Rapids Notions & Crockery Co.

Cor. So. Ionia and Fulton Sts. Grand Rapids, Mich.



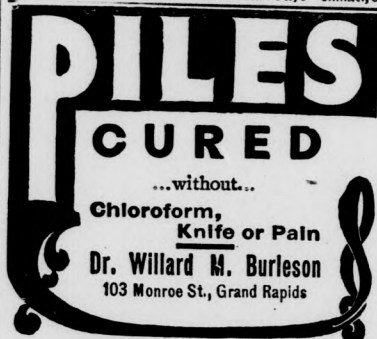
DON'T FAIL

To send for catalog show-
ing our line of

PEANUT ROASTERS,
CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



Booklet free on application

The Sun Never Sets
where the
Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's economy to use them—a
ing of 50 to 75 per cent. over
any other artificial light,
which is demonstrated by
the many thousands in
use for the last nine years
all over the world. Write
for M. T. catalog. It tells all
about them and our systems.



BRILLIANT GAS LAMP CO.

42 State Street Chicago, Ill.

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Do You
Consider Your
Customers
as
Assets?

If you have one hundred customers who purchase goods
to the amount of \$25 per month each, don't you figure that
EACH ONE is WORTH a certain number of DOLLARS
per year to YOU?

Your answer is, YES.

Mr. Merchant, so long as you can hold those customers
they are assets of your business,

Do YOU ever have DISPUTES and LOSE a customer
through some ERROR in his ACCOUNT?

THINK IT OVER

Then INVESTIGATE the McCASKEY ACCOUNT
REGISTER SYSTEM. It's the SYSTEM that holds the
old customers and wins NEW ones.

A postal will bring you the information.

The McCaskey Account Register Co.

Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicating Carbon Back 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.

Hart, Michigan. Fine opening for furniture, crockery and undertaking business. Largest store and best location in town. Small jewelry stock for sale. C. W. Slayton. 617

For Sale—Half or entire interest in hardware stock. Annual sales \$25,000. Location, one of the best in Michigan. Great chance for a hustler. Three thousand dollars will buy the half interest for the right man. Address Hardware, care Michigan Tradesman. 616

For Sale—A department store, located in the best trading point in Eastern Michigan for a town of its size. New brick store building. Reasonable rent. Did a \$15,000 business on a \$2,400 investment last year. Best of reasons for selling. Address No. 615, care Michigan Tradesman. 615

For Sale—Hardware store, house, barn and lots. I offer for sale my hardware stock at Falmouth, Mich., with first-class, up-to-date stock of goods and house, barn and lots. Store 46x80 with basement 46x46. A good chance for one who wants a good business. Don't write unless you mean business. Reason for selling, have enough and wish to retire. Address John Ferwerda, Falmouth, Mich. 614

For Sale—Drug and wall paper stock, fixtures and all. Only stock in town 800 population. In Central Michigan. Two railroads, brick building. Best location, expenses very light. Rent only \$10 month. Will sell right. Inventories close to \$3,000. Sell for \$1,200 cash and \$800 on time or take \$1,900 spot cash. Sales average \$18 daily. Nothing less than \$1,200 cash considered. Don't write unless you mean business. For particulars and reason for selling, address No. 613, care Michigan Tradesman. 613

For Sale—Grocery stock in town of 1,000. Cash sales last year, \$18,648.76. Our books are open for inspection. Proprietor going into contracting business. Fine farming country. Address No. 612, care Tradesman. 612

For Sale—General store and meat market. Small stock, good business. Building new, 24x100 feet. Potato cellar same size. New ice and ware houses. Stock, building and fixtures invoice about \$4,000. Will sacrifice. Best farming and lumbering section in Northern Michigan. New town. Want to go West about March 15. One-half cash. A snap. Address No. 626, care Michigan Tradesman. 626

Wanted—Location for drug store in town of 500 to 3,000 population. Best of references furnished and want a good live town. Address "Pills," care Tradesman. 625

For Sale—One set 12 ft., and one set 6 1/2 ft. heavily tinned meat racks with mountings. One lard press, one sausage stuffer, one No. 41 Enterprise chopper, one 30 gal. lard cooler, one dried beef cutter, one 3 H. P. Miller gasoline engine, all in first-class condition. Address G. E. Woolf, Copemish, Mich. 624

Business Opportunity—Experienced man in general store (except grocery and meats) with \$3,000 capital to operate business running 12 years; cause for selling, old age. In suburb of Des Moines. For further particulars address Wm. Hoffman, 6th & Forest Ave., Des Moines, Iowa. 623

For Sale—Drug store, invoicing \$1,200. Lively town. No opposition. Rent cheap. Address "J. E. W.," care Michigan Tradesman. 622

Auction Sale—General Merchandise. Tuesday, March 12, 2 o'clock. Must be sold at Northville, Michigan. B. Cohen's up-to-date stock dry goods, clothing, shoes, carpets, to highest bidder. In parcels or entire lot, to suit purchaser. Inventories about \$6,800. Auctioneer, W. D. Floraday. 628

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

Converting stocks into cash, our hobby. Our system will close out your business satisfactorily or no pay. All references. C. 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—Small stock of groceries, store fixtures, horse and wagon, in Northern Michigan town of 3,000. Invoices about \$800. A bargain. Address No. 618, care Tradesman. 618

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, Mankato, Minn. 609

Snap—240 acres state school land, 1,000 cords railroad wood, 1/2 mile haul, \$4 per acre. Lock Box C, Govan, Washington. 620

For Sale—On account of sickness, drug store, doing good business. With or without physician's practice. Lock Box C, Govan, Wash. 621

For Sale—General stock of merchandise, buildings and fixtures in a good North Dakota town; annual sales \$40,000. Reason for selling, poor health. Will bear the closest investigation. L. P. Larson, Sherwood, N. D. 619

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

Wanted—To learn of a good sized prosperous village that is in need of an up-to-date electric lighting plant. Address Electric, care Michigan Tradesman. 584

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

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—Stock hardware. Only one in live town. Wade Bros., Traverse City, Mich. 602

I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

SPOT CASH

You can have it. I'm ready to come.

PAUL FEYREISEN, 12 State St., Chicago

For Sale—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

Gall Stones—Your bilious colic is the result; your physician can not cure you; only one remedy known on earth; harmless but positively cures. Brazilian Remedy Co., Box 2926, Boston, Mass. 573

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—Located on a railroad, a three-story frame building, 50x100 with 100 horse power boiler, engine, large dry kiln, 1 1/2 acres of ground, well located to secure cheap labor. Address Breon Lumber Co., Williamsport, Pa. 611

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

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

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

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—A fine paying furniture and undertaking business, invoicing about \$4,000. Have small competitors and the largest territory to draw from in the State. Good farming country all around. Reason for selling, wish to go to Oregon. Will bear closest investigation. Address No. 563, care Michigan Tradesman. 563

Wanted—To buy stock of clothing, shoes or general stock. Address R. E. Thompson, 427 University Ave., St. Paul, Minn. 583

For Sale—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—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—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—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

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

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. Steffey, Crystal, Mich. 456

Racket store for sale. Positively the best opening in a farming and factory town of 5,000. Located in Southern Michigan. Will take \$2,000 to get in. Best location. Do not miss this chance. Address "Business," care Michigan Tradesman. 420

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. 356, care Michigan Tradesman. 356

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 inventory 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 all references. Address "Traveler," care Tradesman. 601

HELP WANTED.

Wanted—Young man with experience in retail shoe store, for department store in Northern Michigan town. Address, stating age, extent of experience and salary wanted, No. 627, care Michigan Tradesman. 627

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 registered druggist with two or three year's experience. Edw. L. Marcoux, 103 Ottawa St., Muskegon, Mich. 581

Want Ads. continued on next page.

Recent Business Changes in the Buckeye State.

Cincinnati—The Western Cloak & Suit Co. has merged its business into a stock company under the same style.

Koch—J. D. Davidson is succeeded in the general merchandise business by Cunningham & Richardson.

Newark—Sex & Marriot succeed J. C. Nies in the cigar business.

Pierce—The flour mill business formerly conducted by Conrad & Little will be continued by Conrad & Co.

Piqua—Otis Upton will continue the grocery business formerly conducted by Upton & Eley.

Rosedale—Roseberry Bros. are successors to M. E. Gordon, general merchant.

Toledo—The Conway Steel Range Co. will remove to Bellevue.

Upper Sandusky—Newell & Roth are succeeded in the grocery business by E. F. Stanford.

Youngstown—Lambrecht Bros. succeed C. Lambrecht & Co., meat dealers.

Columbus—M. L. McClain is succeeded in the grocery business by Geo. Koch.

Columbus—McCoy & Hancock will continue the grocery business formerly conducted by W. T. McCoy.

Conneaut—Conkey Bros. are succeeded in the hardware business by the Mitchell Hardware Co.

Findlay—The creditors of Geo. W. Alspach, grocer, have filed a petition in bankruptcy.

Ganges—W. S. Roush succeeds Roush & St. John in the general merchandise business.

Alliance—A new meat market will be opened by J. M. Howell & Co.

Youngstown—The drug firm of Stahl & Mentzer was dissolved some time ago, Mr. Mentzer purchasing the interest of Mr. Stahl. A few days ago Mr. Mentzer disposed of the stock to his former partner, Mr. Stahl, who will continue the business.

Akron—James H. Sellwood and Edward Volger, of Canton, have formed a copartnership under the style of the Sellwood-Volger Drug Co. and purchased the Main street stock of the Day Drug Co.

Youngstown—W. E. Camp, J. E. Rummel and J. W. Wagstaff have formed a corporation under the style of the Camp, Rummel, Wagstaff Co. with an authorized capital stock of \$20,000 to conduct a men's clothing store, of which Mr. Rummel will take the management.

Mansfield—S. S. Finney has purchased the grocery stock of E. S. Frankeberger.

Toledo—Dave G. Wege, traveling salesman for B. R. Baker & Co., has purchased an interest in the Broer-Gillespie Co. and the firm will hereafter be known as the Gillespie-Wege Co.

Urbana—W. E. Marsh, of Milford Center, will soon open a dry goods store.

Fayette—A new grocery store will soon be opened here by Smith & Heckman.

Zanesville—Carl Sturz, tailor, will succeed Christman Bros., also tailors, on April 1. He will move from

his present quarters to the Christman stand.

Toledo—Herbert L. Robson and D. D. Ludlow, formerly of Lansing, are President and Secretary, respectively, of the Ludlow-Robson Co., manufacturer of flavoring extracts and grocery specialties in Toledo, recently incorporated under the Ohio laws with a capital of \$25,000.

Toledo—Edwin M. Rosenthal, of Indianapolis, Ind., and his brother, Eugene M. Rosenthal, of Columbus, will conduct the furniture business here under the style of the Home Furniture & Carpet Co.

Recent Trade Changes in the Hoosier State.

Alexandria—H. C. Buck succeeds Jas. Saberton in the tinning business.

Bourbon—Fuller & Jones, cigar manufacturers, will remove to Washington.

Boxley—Wright & Co. have sold their general stock to Elijah Hamilton.

Columbus—A petition in bankruptcy has been filed by the creditors of C. J. Leidorf, meat dealer.

Hymera—Wolf Berman will continue the general merchandise business formerly conducted by Berman Bros.

Indianapolis—The Star Hat & Novelty Co. has filed an application to have its name changed to the Star Millinery Co.

Knightstown—Walling & List are succeeded in the meat business by D. E. Harrown.

Lyons Station—The creditors of C. W. Walker, dealer in general merchandise, have filed a petition in bankruptcy.

Stendal—C. D. Henke will continue the general merchandise business formerly conducted by Greenway & Henke.

Indianapolis—The grocery business formerly conducted by Anderson & Morgan will be continued by A. M. Anderson.

Noblesville—Willits & Brown are succeeded in the men's furnishings business by Willits & Baker.

South Bend—H. E. Matteson succeeds M. J. Paul in the confectionery business.

Terre Haute—Dawson & Raines are the successors to C. T. Dawson in the drug business.

Warsaw—A. Wilder & Co., manufacturers of cigars, are succeeded by the A. Wilder Co.

Goshen—Guy B. Kessler has retired from the jewelry business and entered into partnership with Ihrig Bros., of the Goshen Motor Works, manufacturers of stationary and marine motor engines.

Richmond—A new feed store will soon be opened by Omer Whelan.

Richmond—Chas. H. Feltman, of the Richmond Shoe Co., has purchased the stock of Curme, Davis & Gray.

Hagerstown—John L. Replogle has sold his hardware and implement stock to W. H. Stahr.

Marion—Frank Norris and J. Whistler have formed a copartnership and will engage in the jewelry business under the style of Whistler & Norris.

Good Report From the Tunnel City.

Port Huron, Feb. 26.—In behalf of the city of Port Huron the Chamber of Commerce last week forwarded the Men's Welfare League of the National Cash Register Co., of Dayton, a formal invitation to hold its annual encampment in this city next summer. No action has been taken in the matter by that organization as yet, but the chances are that Port Huron will get the encampment, which will be 3,000 strong this season.

Through the efforts of the Chamber of Commerce, all of the railroad and marine transportation companies entering Port Huron will give additional space in their tourist publications this year in advertising and proclaiming the beauties of this city as a summer resort. The coming summer season at the beaches promises to break the record judging from inquiries received by the various resort proprietors.

If the citizens of this city will take the trouble to look over the new automobile factory, and the new knitting mills, their verdict will be that the Chamber of Commerce has made a great record during its first year of active service. President Schoolcraft assures the public that the good work will not cease with these two industries, but that there are good prospects of securing a few more fine things before long. No grass will grow in the streets of Port Huron so long as this organization is in existence.

If the courts would only release their grasp of the Empire Produce building, a factory could be located in that plant inside of ten days. A score of applications have been received by the Chamber of Commerce during the past year for the use of the above property.

President Schoolcraft, of the Chamber of Commerce, reports that the demand for store property in Port Huron at the present time is the best that it has been in years. Hardly a day passes that he does not receive an inquiry by mail as to what can be had in this line.

A local confectionery industry proposes to enlarge its business in the near future and go after the wholesale trade. Port Huron used to be the candy center of Eastern Michigan, and there is no reason why it should not attain this prominence again.

One of the largest box making companies in Wisconsin is corresponding with the Chamber of Commerce with a view to securing a location in this city for the manufacture of packing boxes. This would be a branch plant of the parent concern and would employ 150 men. Port Huron's advantages for securing lumber and fuel by water have attracted this company.

The membership committee of the Chamber of Commerce will start on a campaign to secure 200 new members for organization. It deserves to get them, too.

A Rochester woman has secured a divorce from her husband because of his grave proclivities. He went around to the different crematories to look up their list of charges, wrote his own obituary and then brought a cof-

fin home to practice on, being desirous to know how he would look in one. The climax came when his wife told him she would die, and he remarked that a corpse had no tremors for him.

Everything is possible to those those who do not fear the impossible.

BUSINESS CHANCES.

Wanted—Position as traveling salesman, by young man. References. Address "Sales," care Tradesman. 629

Wanted—To buy stock of general merchandise, \$3,000 to \$4,000. Located in small town in Southern Michigan. Address "N," care Tradesman. 630

To Rent—Modern double store, 38x60 ft. and basement. Fitted for dry goods, clothing and shoes. Reasonable rent. J. R. Lieberman, St. Clair, Mich. 631

For Sale—Our transfer and implement house at Bushnell, Ill., with good lots, well located, and buildings. Rebuilt engines and threshing machines (and some engines not rebuilt.) This property is well adapted for transferring, manufacturing and retail trade. H. H. Orendorff Co., Canton, Ill. 632

For Sale—Great chance for a live man. Well-equipped manufacturing plant that makes men's pants. Has for 10 years been doing yearly business of about \$100,000 and at present time have spring orders of \$40,000 in process of manufacture. Right parties can double business the first year. No better market in America for making well tailored men's pants at a small expense. Machinery, etc., and small stock of trimmings are all purchaser need buy. Best reasons for selling. Address Box 196, Port Huron, Mich. 633

For Sale—Stock general merchandise. A money-maker for someone. Will invoice about \$3,500. Owner going West into stock business. Will sell or rent building. E. B. Knapp, Coleman, Mich. 553

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. 523, care Michigan Tradesman. 523

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

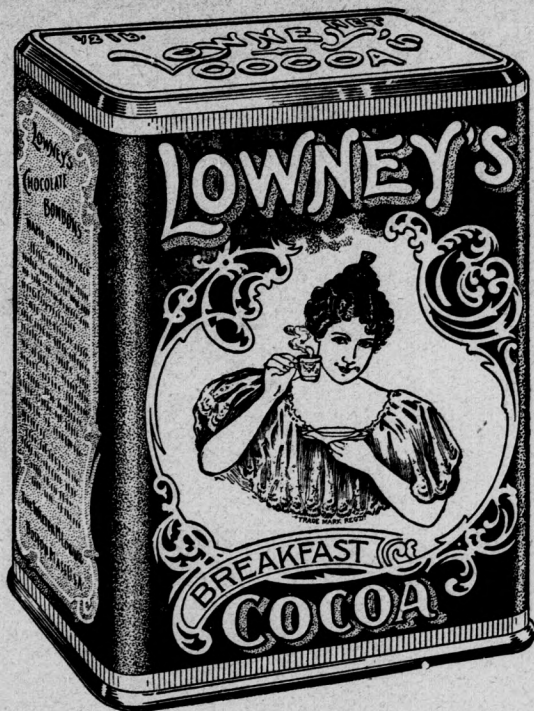
For Sale—General stock of groceries and meat. Good business and good location. Illinois town, 17,000 inhabitants. Rent \$200 per year. Invoices about \$1,000. Selling account ill health. Address No. 495, care Michigan Tradesman. 495

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—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,000. 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

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



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

The New Automatic Computing Even Balance Scale No. 120

Manufactured by The Computing Scale Co., of Dayton, Ohio, and just placed on the market by the MONEYWEIGHT Scale Co., of Chicago, Illinois.

Capacity practically unlimited for ordinary grocery requirements.

Computes automatically every penny at from 10c to \$1.00 per lb.

The lowest even balance grocery scale ever made. Pans only 5 inches above counter.

The only right handed even balance scale on the market.

The only even balance scale which correctly registers every movement.

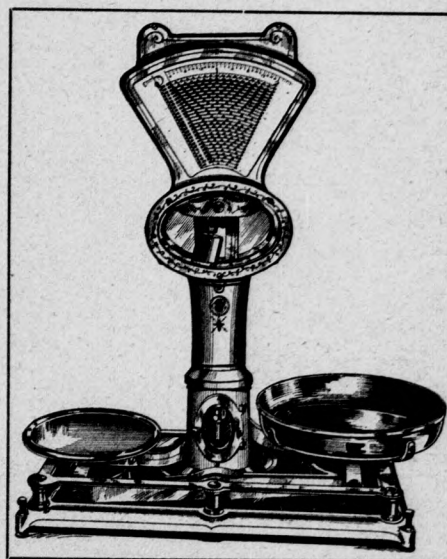
New hair-line weight and value indicator.

Saves time, saves goods, saves errors.

Cut out this advertisement and send it to us with your name and address.

Let us send you detailed information. Every grocer ought to know this new Scale will save him in his business. This request for information does not obligate you to purchase.

We are glad to show you, whether you purchase or not.



BE UP-TO-DATE—investigate—MONEYWEIGHT



Moneyweight Scale Co. Distributors of HONEST Scales
58 State St. = = CHICAGO
GUARANTEED Commercially Correct

Double Coated "Columbia Gray" Enameled Ware



Coffee Pots

Retinned covers, wood knobs, enameled iron handles.
No. 11½-1½ qts. Doz. \$2 33
No. 12½-2 qts. Doz. 2 50
No. 13½-3 qts. Doz. 2 83

Tea Pots

Retinned covers, wood knobs, enameled iron handles.
No. 11-1½ qts. Doz. \$2 33
No. 12-2 qts. Doz. 2 50

Tea Kettles

Enameled covers, wood knobs, lock bail.
No. 8, capacity 7 quarts
Per doz. \$5 33



Lipped Preserving Kettles

No. 240-5 qts. Doz. \$2 00
No. 260-6 qts. Doz. 2 33
No. 280-8 qts. Doz. 2 83
No. 300-10 qts. Doz. 3 33

"Berlin" Kettles

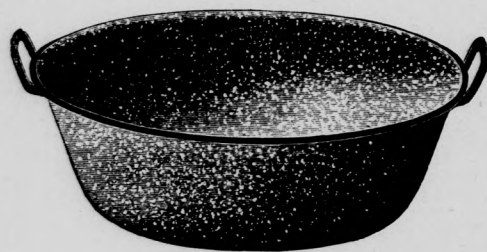
Retinned covers, wood knobs, actual capacity listed.
No. 06-5 qts. Doz. \$3 16 | No. 08-7 qts. Doz. \$3 83

"Duchess" Kettles

A self-draining kettle with locked retinned covers, wood handle on bail. Full capacity listed.
No. 70-7 qts. doz. \$4 66
No. 100-10 qts. doz. 5 33



SOUP LADLES—Extra Deep Bowls.
No. 38-3½ x 1½ inches. Per dozen \$0 73



Deep Stamped Dish Pans

Hollow Steel Handle that fits the hand.
14 quarts—Size 15½ x 5¼ inches. Dozen \$3 66
17 quarts—Size 17½ x 5½ inches. Dozen 4 50

\$4,500 Worth

of

Fine Kitchen Enameled Ware

Thrown on the Market

At the Old Cost Prices

The factory has notified us that we must take up all our orders if we want them, otherwise they will consider the orders cancelled as the goods have all advanced in price. We therefore call your attention to this fact: **You will pay more for Enameled Kitchen Ware after this offer.**

Now is the time to buy, as the price on this fine ware (needed in every home) is

The Lowest It Has Ever Been

It will please you—it is splendid guaranteed quality. We stand behind every piece we sell.

Make up your order and send it in by mail. You can safely add **Ten per cent.** extra profit to your prices because **this ware will never be sold as cheap again.**

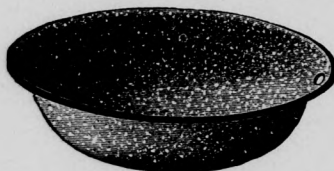


Lipped Sauce Pans

Full Sizes, Extra Strong Handle.
No. 20-3 qts. Doz. \$1 56 | No. 22-4 qts. Doz. \$1 76
No. 24-5 qts. Doz. \$2 00

"Berlin" Sauce Pans

One size larger than other makes. Actual sizes listed. Retinned covers, wood knobs.
No. 03-2 qts. Doz. \$2 20 | No. 04-3 qts. Doz. \$2 56



Wash Basins

Extra Heavy Steel and Eyeletted.
No. 28-11¼ x 2¼ inches. Per dozen \$1 27
No. 30-11¼ x 3 inches. Per dozen 1 46

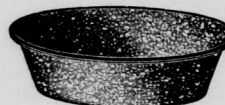
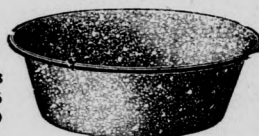


Pie Plates (Deep)

9 inches. Doz. \$0 83-10 inches. Doz. \$1 00

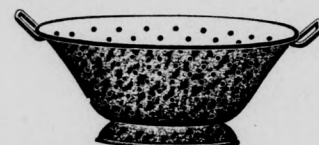
Extra Deep Pudding Pans

No. 18-2 qts. doz. \$1 03
No. 19-3 qts. doz. 1 16
No. 20-4 qts. doz. 1 30



Milk Pans (Round Edges)

6 quarts. Doz. \$1 53



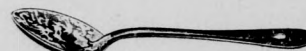
Seamless Colanders

No. 1306-10½ x 4½ inches. Per dozen \$2 40

Seamless Flaring Water Pails

Note the sizes of these pails. They are one size larger than other makes.

No. 110-10 qts. Doz. \$3 44
No. 210-11 qts. Doz. 3 66
No. 212-13 qts. Doz. 4 66



Basting Spoons

Heavy Threaded Handle, 12 inches. Per dozen \$0 60

"French Gray" Enameled Ware

Double Coated Selected First Quality
Every Piece Labeled and Trademarked



Frying Pans

No. 10 10½ x 1½ inches. Doz. \$1 50



Bread Pans

No. 2-6x9x2¼ in. Doz. \$1 30
No. 3-5½x9½x3 in. Doz. 1 45



POT COVERS—Enameled Wood Work.

Inches	8½	9	9½	10	10½	11	11½
Dozen	85c	90c	95c	\$1.00	\$1.10	\$1.20	\$1.35
12 inches. Dozen	1.50						



Funnels

1 Pint. Per dozen \$1 25

Deep Pie Plates

9 inch. Per doz. \$0 69
10 inch. Per doz. 79

Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings