

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 6, 1907

Number 1224



## The Man Who Wins

The man who wins is the man who works—  
The man who toils while the next man shirks;  
The man who stands in his deep distress  
With his head held high in the deadly press—  
Yes, he is the man who wins.

The man who wins is the man who knows  
The value of pain and the worth of woes—  
Who a lesson learns from the man who fails,  
And a moral finds in his mournful wails:  
Yes, he is the man who wins.

The man who wins is the man who stays  
In the unsought paths and the rocky ways,  
And, perhaps, who lingers, now and then,  
To help some failures to rise again.  
Ah, he is the man who wins!

The man who wins is the man who hears  
The curse of the envious in his ears,  
But who goes his way with his head held high  
And passes the wrecks of the failures by—  
Oh, he is the man who wins.



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## What Do We Plant?

What do we plant when we plant the tree?  
We plant the ship which will cross the sea.  
We plant the mast to carry the sails,  
We plant the planks to withstand the gales—  
The keel, the keelson and the beam and knee;  
We plant the ship when we plant the tree.

What do we plant when we plant the tree?  
We plant the houses for you and me.  
We plant the rafters, the shingles, the floors,  
We plant the studding, the lath, the doors,  
The beams and siding, all parts that be;  
We plant the house when we plant the tree.

What do we plant when we plant the tree?  
A thousand things that we daily see.  
We plant the spire that out-towers the crag,  
We plant the staff for our country's flag,  
We plant the shade, from the hot sun free;  
All these we plant when we plant the tree.

*Henry Abbey*

## DO IT NOW

Investigate the

### Kirkwood Short Credit System of Accounts

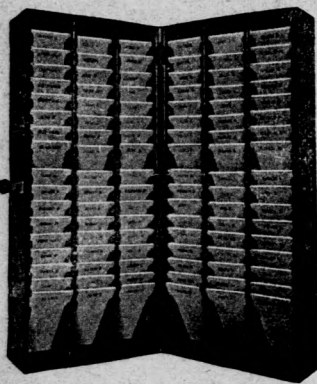
It earns you 5% per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

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



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

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



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



Tradesman Company

Grand Rapids, Mich.



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.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

**SNOW BOY WASHING  
POWDER.**

GOOD GOODS — GOOD PROFITS.



# MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 6, 1907

Number 1224

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

**GRAND RAPIDS  
FIRE INSURANCE AGENCY**

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

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Grand Rapids, Mich.

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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.**

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Banking By Mail

Resources Exceed 3 Million Dollars

**Commercial Credit Co., Ltd.**

Credit Advices and Collections

MICHIGAN OFFICES  
Murray Building, Grand Rapids  
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**ELLIOT O. GROSVENOR**

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

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Grand Rapids

## ALWAYS ON TOP.

The number of pitfalls which have been dug for President Roosevelt and into which he has not fallen is legion. About once in so often and sometimes twice in awhile, envious statesmen announce that they have "put the President in a hole." It usually happens that in a little while casual enquiry reveals the President large as life and just as natural and the most diligent search can not find the hole about which so much has been said. It is noticeable, too, that the people who are always putting the President in a hole are those whose practices have been such as to bring them into unpleasant notoriety because of Roosevelt's independent way of hewing to the line, without very much regard to who is hurt thereby or where the chips may fall. For example, the meat packers were very angry, but they were compelled to clean up, and when that fracas was over the President was more popular than ever. Then the railroad managers and the trusts favored by rebates were going to put the President in a hole. They dug the hole and fell into it themselves.

Now, no one, not even his staunchest defenders, undertakes to say that the President is without faults. One of his faults is that he is too impetuous and speaks out his mind pretty freely, but, after all, perhaps it is just as well, for certainly there can be no charge of deceit under such circumstances. There is a great difference between impulsive speech and reckless action. The wisdom of his position and of the action he has taken or recommended has usually commended itself very thoroughly to the American people. Roosevelt may be impulsive but he is honest. That, after all, is the most important vital part. It is not expected that any man will live his life without mistakes, but if they are honest ones the people are not disposed to find very much fault. It has never been shown or even suspected that anywhere in his own official life President Roosevelt ever profited by a dollar in any transaction. He has never made any political bargains for his own advancement, because this advancement, for the most part, has come without his request. He was nominated for Governor of New York because just at that time, fresh from San Juan Hill, he was thought to be the very strongest and probably the only one who could be elected. He did all he could to prevent his nomination for Vice-President, without which nomination he would not now be President. At the last National convention he had no opposition. Roosevelt's strength lies in the fact that the people believe in his sturdy, rugged honesty and that is why his adversaries have never been

able to trip him. The people are disposed to trust him and he is today undoubtedly the most forceful personality in this country.

## UP TO MAYOR ELLIS.

Speaking of the futility of locking the barn door after the horse is stolen reminds one of the fact that our Mayor has taken time by the forelock by asking the Police Commissioners to detail two censors to listen to and witness a certain dramatic performance soon to be given in this city, that the municipality may have intelligent information as to whether or not it will be wise to permit a second presentation of the play in Grand Rapids.

Inasmuch as the suspected play will not be here within a week or more, the censors—whatever they may be—will have ample time in which to delve among the writings of famed censors who have preceded them during the past two or three centuries and, incidentally—that they may have purely local estimates as to dramatic decency, to support, modify or render more stable the standards they set up—they might interview "Vox Populi," "Old Subscriber," "Yours for Right" and a few others who pay more or less attention to matters of public policy.

Meanwhile, if Mayor Ellis is really in earnest and is not lending his name to a bold scheme for advertising a proposition which is unable to stand on its own merits, he might consult the Dramatic Mirror, the Clipper or the Bill Poster and so learn the itinerary of the combination in question. Then, learning where this play is to be presented on the 11th or 12th of this month, he might secure the good offices of some friend or city official in the city to be thus favored on the days in question who will, without prejudice and fairly, render an opinion as to whether or not the play should be presented in this city. Indeed, the Mayor might himself travel to witness such performance, and surely anyone would accept his verdict in the matter.

There are a dozen ways by which the Mayor might inform himself on the subject, and so, if the play is really objectionable and should not be presented, he would save the first and test performance which he proposes to permit. Indeed, the whole thing bears the earmarks of insincerity on the part of the Mayor and of shrewd foresight and "nerve" on the part of those who are charged with the work of advertising a theatrical attraction. If the representation is truly objectionable, it should not be given the right to a single performance and, so long as he has brought the matter to public notice, it is clearly up to the Mayor to see that it is not presented here at all if it is really right that such action should be taken.

## EDISON'S STORAGE BATTERY.

It is very generally conceded that electricity is the ideal motive power for automobiles, provided that the right sort of a storage battery can be devised and furnished at a reasonable cost. There has been considerable improvement along these particular lines and yet comparatively it has not been very extensive so far as public use is concerned. There are a great many electric vehicles, but the distance they can go is comparatively limited. They are fine around the asphalt pavements of a level city, but for a ride of more than forty or fifty miles in the country gasoline or steam must be the motive power. The weight of storage batteries to carry an automobile even a short distance is very great. Then, too, it takes as long to fill up with power as it does to run it out and, of course, this only can be done in places equipped not only with an electric plant, but with a proper special apparatus for this purpose.

The makers and sellers of gasoline and steam automobiles are always more or less provoked at Edison, not because he is trying to devise an acceptable and practical storage battery but because every now and then he announces that he has accomplished his desire in this direction and will soon have it on the market. It does not come, but people reading these statements in the newspapers put off buying whiz wagons on the theory that "next year" Edison's new storage battery will enable them to buy a noiseless, smellless, easily managed vehicle, just such as they want. "Next year" has been coming since 1900 and, of course, must be getting annually closer at hand. An interview with Edison, published the other day, says that he has his storage battery for automobiles practically completed and his manufactory for their production ready for occupancy. He claims for it that it has withstood the severest test for two and a half years and that he can now say with certainty there is nothing more to be done save to put it on the market. His new factory has a capacity of a thousand storage batteries a day, which ought to be nearly enough to supply the demand. If what the great inventor says is actually so, it is important. If, however, there is still any hitch between anticipation and realization, there will be some further delay and the gasoline and steam cars will continue to be popular. The general introduction of the Edison storage battery, if it will do what is claimed for it, will materially increase the automobile output and likewise will enable every man to be his own chauffeur.

Many fail because they plan on making post-preparation.



## RETAIL MARKET.

## It Can Be Combined with a Convention Hall.

The convenience of a retail market needs no argument for one who has lived in a city where such markets are maintained. They simplify the work of the provider for the household immensely, and at the same time they are an advantage to farmers and dealers inasmuch as the market service is the best and quickest way for bringing buyer and seller together with the least possible expenditure of time and effort. The buyer has the great advantage of the largest variety of articles to choose from, together with the ability of selecting both as to quality and price. In European cities, especially in England, these markets are usually maintained as a part of the municipal government, and have been from the earliest times. Many of the older cities of the country, in laying out the town, provided for a public market place in the same way.

The public markets of a city become one of its show places. Here one sees the real life of all the people better than in any other single place, for in our larger cities they are visited by tens of thousands of people during the few hours they are open each day.

To what extent the municipal market has become a part of the life of the people in England may be realized from the following summary, which is taken from the 1906 edition of the Municipal Year Book. Two hundred and eighty-six towns in the United Kingdom, outside of London, maintain municipal markets, and of these, in the column referring to the date of the acquisition or inauguration, forty were established in ancient times; that is to say, the markets were in existence in those towns almost from the beginning of the towns. An extended study of this table relating to English markets would be exceedingly interesting. The latest available statistics are given and, in addition to those already referred to, they give the capital expenditure, the amount repaid or in sinking fund, the receipts for the year 1904-05, the expenditures for the year 1904-05 and the annual amount of interest and sinking fund for each city. In at least thirteen of these cities the total amount of capital expenditure was paid off in full at the time of the report, and in a large number of others no report is given with reference to capital. The following are the amounts of receipts and the expenditures for 1904-05 in the several towns. These towns were selected simply because they are well known: Aberdeen, Scotland .. 6,821 3,901

Town	lbs.	Repts. Exp.
Belfast, Ireland .....	12,364	6,953
Derby, England .....	7,901	4,979
Dublin, Ireland .....	9,860	5,544
Edinboro, Scotland .....	11,873	4,441
Liverpool, Eng.....	36,810	17,509
New Castle-upon-Tyne, Eng. ....	18,581	9,687
Sheffield, Eng. ....	29,340	8,400

Multiplying the number of pounds by five in the above table and we have the receipts and expenditures in terms of dollars.

In London there are a whole series

of markets, but the statistics are not given as a whole, separate reports being given for the separate markets. In the fish and cattle markets the expenditures are sometimes greater than the receipts, but the central markets at Smithfield, London, which are larger than all the others combined, show the gross receipts for 1904 as 134,050 pounds, and the expenditures as 95,293 pounds.

The city of Lancaster, Pa., my home town, has about one-half the population of Grand Rapids and less than one-quarter the area of this city. There is maintained here one central market which is part of the municipal government, the annual receipts from the rental of stalls being about \$7,000. There are 218 stalls, the rental for each being from \$30 to \$48 per year. The principal item of expense outside of repairs is \$300 per year for the market master. This market is a source of revenue for the city, listed in the budget at \$6,500 per year. It is open two mornings a week. This municipal market dates back to the eighteenth century.

In the two last generations four additional markets in various parts of Lancaster have been organized, these being stock company markets, having five public markets in all for the whole city. With reference to these four stock company markets the following is the price of the stock as given in the newspaper reports of local stocks and bonds, the par value being \$50:

Northern Market, selling price. \$75 00  
Eastern Market, selling price. 70 50  
Southern Market, selling price. 51 50

Stock in the Western Market, organized in a new part of the city, much farther away from the business section than any of the others, is selling at \$25.25 per share. Some idea of the size of these markets may be realized when we remember that the Northern Market house is 245x96 feet.

It will be seen from this that in one of these stock companies the stock is at a premium of \$25 a share, and that two more are selling above par. This simply shows that a public market of this sort can be managed as a paying investment.

In the city of Baltimore all the markets are a part of the municipal government, and there are twelve or fifteen of them. The area of that city is about one and one-half times that of Grand Rapids. In connection with about half of these markets there is a hall on the second floor of the building, which is used for political conventions, public meetings, etc. These halls, it may be said, do not extend over the whole of the market. In one of the buildings was an armory for one of the regiments of the National Guard. This armory, however, was too small, and recently the State has erected a new armory at a cost of several hundred thousand dollars. The combination of these public halls with a market in Baltimore, and in a number of other cities, is a demonstration of the fact that it is possible to unite these two features in a satisfactory way. The value to the community of a retail market of this sort, simply as a public convenience, is also a demonstrated fact.

Faneuil Hall and Faneuil Hall Mar-

ket, Boston, is, perhaps, the best known of these city institutions in this country, but similarly large markets are in successful operation in Philadelphia, Washington, Cleveland, Detroit, etc. With reference to Cleveland it may be remarked that action has recently been taken for the erection of another new market house at a cost of more than \$160,000.

It would seem from the foregoing that the combination of a retail market and convention hall of this kind, for which there is great need in this city, would be well worth considering. The advantage of the convention hall proposition by uniting it with the market would be that the property in this way would yield an income which, if we may judge by the experience of other cities, would not only maintain the whole building, but would also pay a reasonable interest on the investment.

The great drawback to the successful operation of large halls is the cost of maintenance. They can be used such a small number of days in

the year for such purposes that the expense of maintenance has wrecked a number of such enterprises, the stockholders losing practically everything they put in. The history of Music Hall in Baltimore is an illustration of this fact.

It, therefore, seems desirable that a special effort should be made at this time to combine both the market and the convention hall proposition for this city. Whether this should be made a municipal enterprise or be done by a private corporation I am not prepared to say, but I feel very strongly that whatever is done with reference to this should be done in such a way that ultimately the whole matter could be taken over by the city and become a municipal institution for both the market and the hall and minister to the needs and the convenience of every member of the community.

Samuel H. Ranck.

The only time some folks think of giving a cup of cold water is when it gets down below zero.



The Flint  
Star Brand



Teas  
Coffees  
and Spices



Are  
the  
Best

Roasted and blended by our own method, our coffee acquires a delicious flavor which is appreciated by the public.

The best selling coffee on the market is the coffee with the STAR on the package.

Sold in bulk and in one pound air tight packages.

All leading grocers should handle it.

J. G. FLINT COMPANY

Milwaukee, U. S. A.

## GREEN STUFF

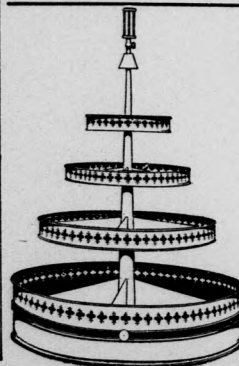
shown by this Display Stand and moistened by the Mist Machine will keep fresh, attract buyers, and there will be no waste.

Ask us for descriptive booklet.

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Galesburg, Ill.





**FREIGHT AGENTS.**

**Should They Be Appointed by the Nation?**

Are our railways public highways or private roads? Just think for a minute of these public highways of the country, open to all on absolutely equal terms by the law of their being, being used to enable some men, a few men, to destroy their business rivals, drive them out of business and beggar them and their families, by means of favoritism in freight rates. It is the basest, I do not hesitate to say the most dastardly, crime of our day and generation. What sort of a death do men expect to die who have amassed millions in that way? I do not have to stop to remind intelligent people that if I can get my freight carried at a rate so much lower than yours I am thereby enabled ruinously to undersell you in the market and you must quit; you are ruined and I am left without a rival, with a monopoly, to dictate prices and do as I will. Transportation rates enter controllingly into the price of commodities as they are produced to the consumer.

Now, if I give an illustration it is not for holding any one man up to reproach above others. About 1870 I went through the oil region of Pennsylvania after coming home from school. There I saw a wilderness of derricks spread out over the country over wells and engines pumping oil. Hundreds of people owned such wells and were producing oil. In about five years all of these wells had passed into the ownership of one man or set of men. All the others had failed and joined those unfortunates who fall by the wayside in the struggle for existence. And why and how? Were these few men able to dig wells or pump oil, or refine it any better than the hundreds of others? Not at all. Then how did they ruin and drive away every one but themselves? Why, they went to the few powerful individuals who controlled the railroads, the public highways and conspired with them, breathed with them, and got them to carry their oil to market for, say, \$1 a barrel, while every one else was charged \$2 and more a barrel. More than that, they got these railroad autocrats and defiers of law secretly to pay over to them a part or all of such extra rates charged to all excepting them, and then there was a division among them all.

Of course, this favoritism in freight rates enabled them to undersell and destroy their rivals. Poor unfortunates, destroyed by the unlawful use of the public highways, open by law to all on the same terms, destroyed by the neglect of their government to enforce the laws of these highways, nothing was left to them but to quit. Life to them was a failure. And this same thing since has been done in respect of all of our principal products. All of our commercial trusts have been built up chiefly by this favoritism in freight rates. It is the mother of trusts. Every one in business has to pay our protective tariffs alike; no one gets any abatement of them. But this favoritism in freight rates given to a few gives

them a controlling advantage over all others.

And let no one be under the delusion that it is now to cease. You can't stop an evil by merely passing a law against it. One coterie of five men or less is receiving \$25,000,000 a year by this rate favoritism, and another has received \$500,000,000 since 1887, and so on through a long list of industries. So great is this rate favoritism that the gross freight receipts of some roads compared with the total tonnage carried is less than if all freight had been carried at the rate for coal, which is the lowest of rates. Do you think these men are going to give up this vast means of aggrandizement without a long struggle lasting a generation or more? You know little of human nature if you do. Some have come to the conclusion that government should take the railroads and run them in order to end the abuse. It is certain that if the abuse can be ended in no other way the people will compel government to take the roads. The people have only to become more and more incensed at the state of affairs, the present state of affairs has only to be brought more prominently into the view of the people, and we will have the whole clamoring for government ownership.

This country and government of ours are great enough to do anything. There is nothing radical or startling about government owning and running railroads when one-half or more of the railroads of the world are owned and operated by government. For my part I would rather not see government do it. Private enterprise is too valuable to be eliminated from railroad building and management if it can be avoided.

My own view, which I express with diffidence, is that it is only necessary for government to appoint the general freight agent of every railroad, for he could stop all rate favoritism at once. It would not be his office to fix the schedule of rates, but only to see that every one paid the schedule rates, no more and no less. The summary dismissal by him of any local agent who gave a false rate and his criminal prosecution by government would soon destroy the evil.

Some at once cry out that there is no law for this, or that it is unconstitutional, as though our laws and constitutions were like those of the Medes and Persians, never to be changed. Laws and constitutions must be changed to conform to changed conditions. Lincoln said a political constitution should not outlast a generation in its entirety. Macaulay says of the British constitution that, although it is constantly changing, there never was an instant of time when the chief part of it was not old. William J. Gaynor.

**Indefinite.**

"They say that cigars affect the brain," observed the young man with the exhibit of necktie, "but they will never bother me that way."

"No?" murmurs the young woman with the vigorous chin.

"No. I never use 'em."

"Never use which?"

We are the Largest  
Handlers in Michigan of

**Hot House Lettuce**

RADISH, PARSLEY AND RHUBARB

**C. L. REED & CO., Grand Rapids, Michigan**



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**

**Absolutely Pure and Colorless Flavor 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, "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.

**When Ordering  
Don't Forget the Quaker Brands**

**Quaker Tea**

**Quaker Coffee**

**Quaker Spices**

**Quaker Flour**

**Quaker Can Goods**

**Quaker Mince Meat**

**WORDEN GROCER COMPANY**

**Grand Rapids, Mich.**

**The Prompt Shippers**





### Movements of Merchants.

Ypsilanti—D. B. Seeley, jeweler, has moved his stock to Milan.

Onsted—J. S. Kane has sold his stock of wall paper to W. F. Muck.

Vermontville—H. H. Kirk is adding a line of groceries to his meat market.

Rochester—Frank Shoup has sold his stock of groceries to Mr. George, of Troy.

Pentecost—C. L. Austin will soon close his general store and remove to Ohio.

East Jordan—The new meat market and grocery of Bowen & Barnett has been opened.

Pinckney—The L. L. Holmes Clothing Co. will soon open a clothing store here.

Saginaw—J. H. Eno has sold his grocery stock to Houch & Hammond, of Oxford.

Owosso—The Owosso Paint and Wall Paper Co. is succeeded by C. H. Strabler & Co.

Mt. Clemens—Groesbeck & Wallace will succeed H. V. Groesbeck in the cigar business.

Clifford—The general stock of Luther Lathrop & Co. will be sold at trustee's sale on March 7.

Detroit—Brownlee & Co. are succeeded in the wholesale lumber business by the Brownlee-Kelly Co.

Otsego—E. J. Franklin will continue the grocery business formerly conducted by Wolcott & Franklin.

Sturgis—Mr. Schier, of Benton Harbor, has purchased the stock of dry goods and cloaks of Geo. B. Tompkins.

Coldwater—Wells Knapp has sold his stock of boots and shoes to F. C. Stillson, of Fremont, who will continue the business.

Portland—A. & D. Friedman, who recently moved their stock of clothing to this place, have turned same over to Albert W. Schloss as trustee.

Charlotte—C. V. Roblin & Co. have discontinued their branch store at Olivet. Ernest Roblin, who was in charge, will return to the Charlotte store.

Saginaw—John King, for the past thirteen years manager of the meat department of the Hayden Fancy Grocery Co., will open a meat market of his own.

Maple Rapids—A. H. Gruber, formerly engaged in trade at Middleton, Alma and Shepherd, will soon engage in the undertaking and furniture business here.

Adrian—Geo. W. Tietz, formerly employed by J. Fred Betz, has formed a copartnership under the style of Tietz & Freytag to conduct a grocery and meat market.

Marion—A corporation has been formed under the style of the Marion Grain Co., with an authorized capital stock of \$8,000, of which amount \$4,000 has been subscribed and \$1,000 paid in in property.

Rockland—R. J. Kneebone, of Ontonagon, and Geo. W. Stannard, of this place, have formed a co-

partnership and purchased the meat market of the Richard Chynoweth estate and taken possession.

Mesick—Donnelly & Co. have sold their stock of general merchandise to L. J. Tripp and Chas. Dean. Mr. Tripp was formerly engaged in trade at the same stand and Mr. Dean has been employed as salesman in the store for several years past.

Lansing—Carl Le Barron and Murray Williams have formed a copartnership under the style of Le Barron & Williams and engaged in the grocery business here. The stock was supplied by O. P. De Witt, the St. Johns wholesale grocer.

Detroit—A corporation has been formed under the style of the Kuser & Mullin Co. to conduct a general market business, with an authorized capital stock of \$10,000, of which amount \$5,700 has been subscribed, \$1,000 being paid in in cash and \$4,700 in property.

Rochester—H. J. Finsterwald has sold his clothing stock to his brother Louis, who will continue the business under the style of the Rochester Clothing Co., as heretofore. H. J. Finsterwald will remove to Detroit, where he will engage in the umbrella business.

Port Huron—A confectionery factory will be conducted by a new corporation under the style of the J. B. Haviland Co., which has an authorized capital stock of \$10,000 common and \$3,000 preferred, of which amount \$11,000 has been subscribed, \$1,000 being paid in in cash and \$1,000 in property.

Manton—The Meyer Hardware Co. has re-organized its business and been incorporated under the same style. Louis Meyer, the senior partner, will retire from active work and L. H. Meyer has sold his stock, although he will probably remain with the firm for a time. R. P. Manwaring, of Grand Rapids, is one of the new stockholders. Carl O. Meyer, for the past three years identified with the wholesale hardware department of Foster, Stevens & Co., in Grand Rapids, will return to Manton and give his attention to the sales department. Fred H. Meyer will be the manager. The officers of the new company are: President, R. P. Manwaring; Vice-President, Louis Meyer; Secretary, C. O. Meyer; Treasurer, F. H. Meyer.

### Manufacturing Matters.

Gaylord—The Huff-Mitchell Co., which manufactured wagons and sleighs, has changed its name to the Gaylord Manufacturing Co.

Assyria—The Assyria Creamery Co. has sold its plant to F. E. Allen, of Dowling, who operates the cheese factory there. He will convert the creamery into a cheese factory.

Detroit—The Howell & Spaulding Co., which manufactures steel horse collars, is succeeded by the Johnston, Slocum Co. The capital stock is increased from \$25,000 to \$35,000.

Hastings—About two-thirds of the machinery in the new plant of the Press & Tool Co., of Chicago, is in place. Forty-two hands are employed. Fifteen skilled men from Chicago are instructing local young men in the work.

Sault Ste. Marie—The Peninsular Bark & Lumber Co. has merged its business into a stock company under the same style and increased its capital stock from \$25,000 to \$35,000.

Tustin—Spencer & McDavitt, of Marion, Ind., have purchased the old grist mill building here and will establish therein a first-class heading factory. It will employ about fifty men.

Carson City—H. P. Fitzpatrick is succeeded in the ownership of the Carson City Cheese Factory by Louis Ligrow, of Carson City, and Harry J. Wilson, of Butternut, who have taken possession.

Holly—Operations at the new plant of the Holly Cabinet Co. will begin as soon as stock arrives. Ten or twelve expert men will arrive to begin work shortly. The force will be increased gradually.

Detroit—The Sibley-Housley Machine Co. has been incorporated to conduct a manufacturing business. The company has an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Marquette—A corporation has been formed under the style of the Consumers Lumber Co. to manufacture forest products, with an authorized capital stock of \$35,000, all of which has been subscribed and paid in in property.

Coldwater—The Pratt Manufacturing Co., engaged in the manufacture of cutters, is arranging to build extensive additions to its plant, by which it will acquire about 5,000 feet of floor space. The addition is to be three stories high.

Ludington—The Ludington Basket Co., which conducts a manufacturing business, has merged its business into a stock company under the same style, with an authorized capital stock of \$18,000, all of which has been subscribed and paid in in property.

Detroit—A corporation has been formed to manufacture duplicating machines, with an authorized capital stock of \$65,000 common and \$35,000 preferred, of which amount \$75,000 has been subscribed, \$10,000 being paid in in cash and \$65,000 in property.

Detroit—The Michigan Aluminum Foundry Co. has been incorporated to manufacture aluminum castings. The company has an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed, \$1,500 being paid in in cash and \$4,500 in property.

St. Ignace—The entire holdings of the Simmons Lumber Company, whose mill and headquarters are at Simmons, on Duel Lake, in Mackinaw county, have been bought by a newly organized concern, the Earle Lumber Co. The railroad connecting Simmons with the Soo line, the sawmill, the timber limits, the village buildings and property are all taken over in their entirety. Superintendent A. G. McClellan, whose activity and business energy brought the model village of Simmons into being, is engaged in a similar capacity with the Earle Co. The mill is already running and the hum of industry stirs Simmons again. Dr. W. G. Earle, the head of the new concern, is President of the Wisconsin Land and

Lumber Co., said to be the largest manufacturer of hardwood flooring and other dressed hardwood products in this country.

### Recent Business Changes in the Buckeye State.

Portsmouth—The Murphy Shoe Co. is invoicing its stock preparatory to selling out.

Swanton—J. F. Grove, dealer in general merchandise, is dead.

Cincinnati—Geo. J. Lampe is succeeded in the dry goods business by Geo. Lierup.

Columbus—Hartwell Tuller is the successor of T. J. Boyd, dealer in general merchandise.

Columbus—The fruit business formerly conducted by Pietsech & Sutton will be continued in future under the style of the Fulton Market Co.

Forest—W. A. Mapletoft will continue the hardware business formerly conducted by Mapletoft & Ernest.

Kinsman—The Kinsman Refining Co. is succeeded by the Kinsman Milk Sugar Co.

Columbus—Bryce Bros. & Co., clothiers, have merged their business into a stock company under the same style.

Columbus—L. J. Streng will continue the clothing business formerly conducted by Streng, Fox & Co.

Geneva—The dry goods business formerly conducted by J. B. Stephens & Son will be continued under the style of the J. B. Stephens Son Co.

Hillsboro—R. E. Donohoo will continue the bakery business formerly conducted by Donohoo & Donohoo.

Marion—The Marion Lumber & Coal Co. is succeeded by the Wollenweber Lumber Co.

Mt. Vernon—Bartlett & Norrick will continue the grocery business formerly conducted by E. Bartlett.

Cincinnati—Robt. Quehl succeeds A. C. Quehl in the drug business.

Cincinnati—Chas. Fraid is succeeded in the manufacture of skirts by Fraid & Gralsky.

Marion—Keeler Bros. are succeeded in the jewelry business by L. D. Keeler & Co.

Massillon—Jos. Warth will continue the grocery business formerly conducted by Warth & Lux.

Youngstown—Wm. McIntosh succeeds J. S. Black in the grocery business.

Columbus—Isaac David will continue the clothing business formerly conducted by Osterman & David.

Greenfield—Allen Bros. succeed Ward Allen, grocer.

Sabina—J. S. Lesh is succeeded in the implement business by Lesh & Jenkins.

Toledo—The Merrill Co. succeeds the Co-operative Merchants' Co.

Toledo—John Schaefer is C. O. Deimling's successor in the grocery business.

Williamsport—R. D. Griffith will continue the business formerly conducted by the Haynes Furniture Co.

Mrs. Harriett M. Stafford, 341 E. Bridge street, is succeeded in the grocery business by Klaas Bakker, of 131 Jennette street.

No institution makes itself sacred by labeling all others as secular.





**The Produce Market.**

Apples—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 is firm and unchanged. All grades are in good demand and the outlook is for a steady and unchanged market for the next few days. There can be no notable increase in the supply as long as the cold weather continues, and until it breaks conditions will probably remain strong. Creamery is held at 32c for No. 1 and 33c 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 and 75c for California.

Cheese—The market is very firm and there has been a further general advance of 1/4c in all markets. Stocks of cheese are lower than usual at this season, and as prices are above normal any further radical advance is not likely in the near future.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—The receipts of fresh have increased during the past week, and the market has declined 4c per dozen in consequence. The quality of the current receipts is very fine and the consumptive demand good. As prices are still above normal there will probably be a decline when the receipts increase still further. Storage eggs are now quite exhausted, and the trade is being supplied entirely by current receipts. Fresh range from 16@17c.

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 \$3.65 and Messinas are in small demand at \$3.50.

Lettuce—13c per lb. for hot house.

New Beets—50c per doz.

New Carrots—50c per doz.

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—California navels are not showing the keeping qualities they did some weeks ago, and it is said that the trees are blooming now, which accounts for this. As soon as the blooming is over the fruit will be in fine condition again. Floridas are steady at \$3.25. California Navels range from \$3 for choice to \$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 without change in price or condition.

Radishes—30c per doz. bunches.

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

**Controversy Over Price of Tomatoes.**

Battle Creek, March 5—Secretary Gibson, of the Business Men's Association, is in receipt of a letter from the Lutz & Schram Co., of Allegheny, Pa., calling off the proposed local preserves and pickle industry. The reason given for dropping it is that the farmers surrounding Battle Creek are insisting upon 25 cents a bushel for tomatoes, while the company is not willing to pay to exceed 21 cents. The writer of the letter insists that the farmers do not know their best interests, and points out that tomatoes can be raised at 15 cents per bushel and money made. The institution has several factories scattered over the country, and 21 cents is the most paid anywhere, while in La Grange, Ind., they pay only 19 cents. The farmers everywhere are growing prosperous from the industry, and besides, the factories employ a considerable number of helpers in putting up the preserves. Accordingly the additional 3 cents per bushel wanted by the ruralists has defeated Battle Creek in landing the enterprise.

Out in Colorado there is a town with the bristling name of Brush, the chief distinction of which has been its dirty streets. The authorities were importuned, without avail by good citizens and especially the women, to clean up at least once in a while. They only laughed until the other day the wives, mothers, daughters, sisters and sweethearts of the citizens put on their short skirts, shouldered their brooms and made the entire main street in that city look like a transplantation of a thoroughfare in "Spotless Town." The modern woman may scorn the broom and duster, but instinct and heredity are so strong that when she does take them in hand things hum, and mere man, along with the cat, seeks refuge outside. So in this case they did a good job and the men who laughed now laugh no more, the streets are cleaned and the women have added another to their growing bunch of laurels.

The President is reported as favoring the leasing of the public domain in the West for grazing purposes for a small fee, with the reservation that the homesteader who wishes to create a home for his family shall be protected. Not the least interesting phase of this decision is that the plan to be followed is as old as the Anglo-Saxon race and the ancient institution of the "no man's land" where the animals grazed is revived thereby.

The Bacon Lumber Co. has changed its style to the Marshall Lumber Co.

**The Grocery Market.**

Tea—There is a continued steady to firm undertone and prices are maintained fully up to the level of quotations last week. The low grade teas, especially Indias and Ceylons and Congons, are firmly held as the offerings are very limited at present. The situation is pretty strong all around.

Coffee—Both Rio and Santos grades show an advance of 1/2@3/4c from the lowest point. Much of this advance has occurred in the last two weeks. The coffee tendered on March contracts proved much smaller than the expectation, and practically all of it is said to have been taken by Crossman & Sielcken and Arbuckle Bros., the two controlling forces of the market, who seem just now to be acting in harmony. The receipts of Rio and Santos coffee are now 6,000,000 bags in excess of the receipts up to the same period of last year, and the market is 2 1/4c higher than in 1901-02, when the next largest Brazil crop was harvested.

Canned Goods—No interest is shown in future New York corn, the prices demanded for favorite brands being considered too high, while those which are offered within buyers' limits are not apparently sufficiently well considered to admit of business. Maryland packers appear to be making no effort to sell future Maine style. So far as can be learned none of them have yet made opening prices. Spot peas are in very small supply and generally held at prices which buyers are reluctant to pay. There is still a market for future peas, but few of the packers seem to be in a position to avail themselves of it. The business in future beans has been heavy, but is about done. Some of the brokers say that they sold twice the quality they were able to place last year and attribute this to the fact that all of the jobbers bought short last season and found themselves without stock long before the consuming demand had been satisfied. Their liberal purchases out of the 1907 pack were made to prevent a repetition of that experience. California asparagus packers have not yet announced opening prices on the coming season's output, but brokers have no fear that the large advance orders already booked subject to approval of prices will not all be confirmed. Spot tomatoes are dull and in the absence of demand prices are nominal. Advances from Baltimore report greater activity than last week as a result of the concessions made by some packers.

Provisions—Hams are high, which has caused less trading and smaller consumption. There is likely to be an increased supply in the near future, and this will lead to lower prices. All other smoked meats are in the same position. Pure and compound lard are both firm at unchanged prices. Canned meats are dull and unchanged. There is a fair demand for dried beef at unchanged prices. Barrel pork is firm at unchanged prices.

Dried Fruits—Raisins are scarce and high, both loose and seeded. The price is gradually working up, and the

demand is for small lots only. Apricots are scarce, but dull. Apples are in slow demand at unchanged prices. Prunes remain unchanged. There is a good demand for large sizes, but practically no demand for small. Large sizes are very scarce on the coast. Peaches are slow, but are still scarce and high.

Syrup and Molasses—Glucose is unchanged, having made no fluctuations for many months. Compound is in good demand at ruling prices. Sugar syrup is quiet at unchanged prices. Molasses is in small demand at unchanged prices.

Fish—Cod, hake and haddock are unchanged and firm; demand fair. Salmon is unchanged and dull. The combine of sardine packers announce another advance of 30c in quarter oils and 10c in mustards. This does not take effect, however, until March 15, and meanwhile the faithful may come in out of the wet with orders at the old prices. This sop has not gotten any business to speak of, however, as buyers claim to be able to buy from second hands considerably under the market. The consumptive demand for sardines is dull. Imported sardines are steady to strong, but in quiet demand. Norway mackerel are firm, scarce and in good demand. Irish fish are inclined to be weak and quiet.

**The Grain Market.**

Prices have been selling off gradually during the past week, making a net loss on wheat of about 1 1/2c per bushel. Yesterday's market, however, showed a slight reaction from the lowest figures of the previous day. May wheat in Chicago is now quoted at 76c per bushel, with July and September at about 1c per bushel premium. The visible supply showed an increase in wheat for the week of 1,371,000 bushels; corn, 1,235,000 bushels. Decreases in oats of 548,000 bushels; rye, 12,000 bushels, and barley, 60,000 bushels. This brings the present visible supply of wheat at 44,884,000 bushels, compared with 47,283,000 bushels last year; corn at 11,102,000 bushels, compared with 16,208,000 bushels last year, and oats at 10,904,000 bushels, compared with 24,451,000 bushels last year.

Corn holds steady for cash, with options a fraction lower. The demand for shipment has been quite brisk, both export and domestic trade taking hold quite freely.

Oats have suffered a sharp decline during the week, more particularly in the options, but a part of this decline has been regained, while cash markets have shown very little, if any, weakening. There has been a good demand, with comparatively light offerings from first hands.

Millfeeds are firm and higher, selling at from \$2@3 per ton above the price of corn and oat feeds, an unnatural condition. Corn is low as compared with other feeds, and the general feeling seems to be that higher prices are in order.

L. Fred Peabody.

The Baxter Co., 55 Monroe street, which conducts a laundry and clothing and men's furnishing business, has increased its capital stock from \$100,000 to \$125,000.





### Appearance of Celebrities Should Be Taken Advantage Of.

That general store certainly had an eye to the main chance, the other day, when it had a special sale of Black Cat hosiery with one large window devoted entirely to the exploitation of this particular brand of footwear, which was accomplished by the introduction, high and dry, of clotheslines hung full of all sizes of the Black Cat goods, common clothespins of the "pincher" sort being employed for the attachment. The hose were graduated as to length, running from longest to shortest on one line, which arrangement was reversed on the next, and so on throughout the window space. In a large clean wire cage, right up next to the glass, so that a near view might be caught by pedestrians, was the piece de resistance of the exhibit: a handsome big black cat and her precious family of six as inkish little specimens of cathood as ever you saw. They were old enough to have had their eyes open for some time—had reached the period of their baby lives when a kitten begins to sit up and take notice, as 'twere. Their mother had her own ideas of feline propriety and cuffed them around when she wasn't coddling and feeding them and washing them up for their performance in public. The floor outside the cage was covered evenly with thick layers of cotton batting, forming a striking contrast to the B. C. hosiery on the clotheslines high above it, while the floor of the cage was sprinkled with white sand to the depth of a couple of inches.

\* \* \*

In a recent trade journal, much of whose contents is turned over to the subject big-typed at the top of this column, I ran across to-day a clever idea carried out in one of the illustrations, which was that of a window gotten up by James W. Mann for the B. B. Fowler Co., of Glens Falls, New York. Here is the description given below it:

"This window was trimmed to help the sale of tickets for a comic opera, 'Priscilla.' The ceiling was hung with pine branches and then festooned with long strands of Southern grey moss—Florida moss. The mirror frames were covered with bark to represent trees. A scene in the opera shows Priscilla sitting just outside a cabin spinning. This idea was carried out in the display with the cabin made of slabs, the spinning wheel and a figure posed to represent Priscilla. The figure wore the same costume used in the play. This was given by local talent for the benefit of a local institution. The pictures were of the different members of the cast. Fine Cluny, Japanese and Mexican drawn work were shown. One piece held in stock for two years was sold by this display for \$28."

I wish I might have shown a cut

of the magazine picture, but I did not see it in time to have one made. Such a window is shown to have been a paying investment as it was the means of disposing, for a goodly price, of a piece of merchandise long held in stock.

I am wondering why more Grand Rapids dealers did not take advantage of the presence in the city of the renowned Arctic explorer and lecturer, Commander Robert E. Peary. Either a large or a small window could have been entirely given up to a display pertaining to polar expeditions. Even a grocery store could have had a touch of reflected fame by the use of a picture of Mr. Peary, with a short description of some of his expeditions. Canned goods of every kind could be put in such a window and they would not soon be forgotten. Lack of enterprise only can account for this failure to promote publicity.

### Keep Animal Cages in Show Windows Absolutely Clean.

Written for the Tradesman.

I have noticed, occasionally, in the regular contributions to the Window Trimming Department of the Tradesman, mild references to a topic which should be handled more harshly; I mean the subject of cleanliness in regard to the employment of live animals in an exhibition window. If they are used merely as a drawing card, without merchandise in conjunction they may be allowed the freedom of the window (which should first of all be provided with a tight pan the exact size of the space) and be confined there simply by wire grating in the background. If any goods are displayed they should be attached high to the sides of the window or hung in the center above reach of the animals. Sometimes a large cage holds them, in which case, also, a tight pan should be placed underneath or you will witness the turning way of a disgusted public and your window will then have frustrated its purpose. John Burton.

### An Ungallant Actor.

A well-known American actor, who is old enough not to consider himself a matinee idol by any means, was somewhat surprised and pleased in a St. Louis hotel a short time ago when a pretty girl stopped him in the corridor and presented him with a rose, without saying a word. He was more surprised and less pleased to receive a note the following day reminding him of the incident, and asking him to send the giver of the flower two seats at the theater in which he was playing "as a memento of the occasion."

"My dear young lady," the actor replied, waxing sarcastic as he realized what had been the object of the attention he had been paid, "I would be glad to send you the seats you ask for, but, on consultation with the manager of the theater, I have been informed that the seats are all fastened down, and that he is opposed to having them sent away as souvenirs in any event, so that you will have to be contented with an autograph for a souvenir of your benevolence of yesterday instead."

### WIDOWS AS WIVES.

#### Why Merchants Should Not Marry Young Girls.

Marry a woman between 36 and 40 years of age, no more, no less, if you would be a success in life. To marry a woman under 40 years of age is to double the chances of failure, and to marry one over 40, unless a widow, means that the chances of failure are even greater.

In these rules all question of love is eliminated, and also all widows are excepted. It is dangerous to wed a widow under 35, while above that age they are of great assistance to helping a man forward in worldly paths.

Perhaps half of the failures in life are due directly to marriage. The great trouble is that men who are forced to work for a living let their hearts rule their brains and, in choosing their life partner, they use bad judgment. They marry girls, perhaps pretty, perhaps charming, perhaps wholly lovable, but entirely impossible as helpmeets and simply an added weight to the burden.

While not advocating or even suggesting that the quality of love should be considered a negligible one, or that men who work shall be barred from the privilege of loving, yet it is a fact that the man who works generally hurts his chance of success rather than helps it by getting married. It can not be argued from this that marriage itself is to blame. It is not. Marriage is one of the greatest economic steps ever taken by a man. It is the purest form of communal endeavor, and, if both parties to the marriage contract do their full duty, the task of earning a livelihood and the burden of life itself are made easier.

The trouble is that the man chooses a wife who, instead of being the "helpmeet" that she was supposed to be under the original marriage plan, merely is a creature to be loved and supported at an added expense. A man can afford marriage on a salary which barely suffices to maintain himself if the woman is competent to assume the household duties. No man can afford marriage if he takes unto himself a wife who can contribute nothing to the family and merely expects to be supported and supplied with necessities and luxuries. American men have, through their intense respect for womanhood, come to look upon marriage in a false light. I have seen men, who ought to know better, ready to fight because some one suggested that perhaps their wives contributed something to the support of the family. I have known men to grow angry and abusive because some one enquired if their

wives did their own work. They consider it a disgrace for the wife to work, either for some one else or in their own homes. Yet these same men would grow even more indignant if their wives were classed with the kept woman who merely sells her favors for the luxuries of life and to avoid working at honorable toil.

No other nation on earth, either from a social or economical standpoint, is so foolish as to consider it disgraceful for the wife to be anything but a handicap to her husband.

A sensible man, when he enters into a business partnership with another man, investigates, studies his partner, weighs his capabilities carefully, considers every possibility. He would not think of forming a partnership with any one who would not help him. Yet this same man will deliberately enter into a life partnership with some woman, probably incapable of assisting him in any way, and possibly one who will ruin his prospects and handicap him so heavily that he can not succeed, and then, instead of trying to train her so that she will carry a little of the burden herself, he will insist that she do nothing.

In doing this the man does not only himself but his wife a grave injury. He cripples his own earning power and at the same time makes her more incompetent to make her own way in case he dies and leaves her helpless.

These things being true, the man who seeks business success and money enough to insure a comfortable old age either should ignore marriage entirely or marry some woman who will assist him and at the same time herself.

That brings up the age question. Now the man who is marrying merely for business purposes, meaning to advance himself in the world either socially or financially, should marry a widow, provided she is old enough to have outgrown the silly stage that follows, in most cases, the doffing of the first mourning. A widow over 35 years of age and any place be-

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tween that and 55 will be found to be the most profitable investment for a man who desires help, comfort and home comforts. He can not, under the circumstances, expect any overweening or passionate love or any maudlin sentiment such as might be lavished on him by some school girl.

The second best investment is an unmarried woman, preferably one who has been forced to support herself in business pursuits, and who is somewhere between 36 and 40 years of age.

At 36 a woman has outgrown most of that sentiment or dreaminess that wrecks so many families. Her ideals have been replaced by the realities. She has learned to appreciate instead of to expect, to help instead of pouting because the man has not time to be her slave, to realize that the man has some right to have friends besides herself, and to be willing to strive to return and repay the favors shown to her.

Physically she has outgrown the likelihood of grave disorders so common in womankind. The chances of her handicapping the man by developing diseases or disorders that produce chronic invalidism, of necessity expensive, and wearing surgical operations are reduced to the minimum.

The man who marries a girl who has not passed the stage of puppy love usually repays for a year or two of happiness and passionate love with years of sickness, nervous disorders, or, what is worse, by seeing the love die without giving birth to that friendship and companionship which

make later life happy and fill it with contentment. If he marries the girl on the verge of "old maidhood" he generally finds her in the transition state, possessing most of the silliness of girlhood and little of the training and experience of womanhood.

At 36 she begins to realize the duties entailing upon her as a partner in the marriage contract. She has gained experience. She has seen glimpses of a lonely life, and she has longed for a man to help and protect her. Therefore she is ready to help, competent to be a real partner and prepared to appreciate. Furthermore, she has a deep knowledge of mankind, and knows how to manage a man so as to make him contented and happy, and how to make him and train him to fulfill her own wishes.

The average woman who passes 40 unmarried begins to sour.

That is a hard statement, but it remains a fact.

After the average woman passes 40 and still is single she seems suddenly to revert to 18, as far as common sense is concerned, and she usually remains in that condition, if still single, until she reaches the stage where she passes it up as hopeless and is willing to admit herself at least "middle aged." She becomes cranky, perverse and hard to get along with, and is a bad business partner for any man.

If he must wed a woman of the age known as "uncertain" he should take one above 55 rather than between 40 and 50.

It is a significant fact that the majority of men who have made great

successes are men who have married women who had passed the girlhood stage. One may seek through hundreds of cases before discovering one in which the man would not have been better off, from a purely business standpoint, if he had been jilted by the girl he made his wife before she was 21. If he made a success of life, investigation will show that he made it after the first spasm of love passed and they began to get ready to either hate or endure each other, in spite of the handicap. It was not by her assistance.

There are exceptions to all rules. Occasionally a girl of 18, wiser than her years by far, sees her duty, faces it bravely, aids and supports the man in his endeavors and makes a heaven for him.

But as a general rule it will be found that men capable of winning big successes in the world get no such help, and also it is the rule that the girl who develops the greatest capacity to suffer, to endure, to work and strive and help towards the uplift of the family is wasting her efforts on some man who is not worth the effort. In other words, necessity has developed her abilities.

Of course, the workers who read this will marry the girl they think they love—but the question is, would they not be happier and more prosperous if they used common commercial sense in selecting a wife rather than permitting some fancied love or strong passion to sway them? Would it not be better to wed a woman of 40, a home maker, a comfort-

er, a chum, than a bundle of nerves, a pretty face, and vanity half revealed by inexperience? Eli Muntz.

#### Branch Plant To Be Erected.

Port Huron, March 5—The Meisel Milling Co., one of the biggest manufacturing industries in this city, announced last week that it would soon begin the erection of a branch plant at Port Arthur, Ont., at a cost of \$75,000.

For several months past Robert M. Meisel, senior member of the concern, has been in Port Arthur negotiating for the erection of the plant. While at that place he secured exclusive Canadian rights, which means that the concern will be the only one in the Northwest to manufacture farm and milling machinery.

The change will not affect the local plant in the least and the factory here will run the same as ever with a full quota of men.

On April 1 Contractors A. J. Smith & Sons will begin the erection of the new St. Clair County Bank building at the south approach to Military street bridge. The new building is to be erected at a cost of \$40,000. It will be one of the finest bank buildings in Eastern Michigan. It will be built of Bedford stone. The structure will be fire proof.

All of the machinery has arrived for the Fead Knitting Works and the same will be installed at once. The company reports a large number of orders on hand and promises to give employment to a large number of men and girls.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, March 6, 1907

### THE ARMY WINS OUT.

It with absolute honesty that the Tradesman assures its readers that President Roosevelt had not given it even a hint of his intentions in relation to the Panama Canal situation when it published the editorial last week entitled, "Engineering Proposition."

As though to vouch for the accuracy of the Tradesman's showing in regard to civilian civil engineers and military civil engineers comes simultaneously the announcement of Mr. Stevens' resignation as engineer in charge of the Panama Canal and the appointment of Maj. Geo. W. Goethals, U. S. A., as his successor.

Accompanying the announcement was given the fact that the tremendous international improvement will be made under the direction of the War Department by army officers and without the letting of contracts.

If there is one thing in the carrying out of great national engineering projects which hampers the very best of civilian civil engineers who are employed by the Government to direct and push such enterprises it is the interminable red tape routine insisted upon by the War Department. If there is any single phase of directing such a work in which the military engineers are incomparably superior it is in the disbursement of funds appropriated for the carrying on of the work.

The military engineer may make a mistake of many thousands of dollars in his estimates as to the cost of a certain improvement and, so far as the public is concerned, no harm is done. On the other hand, it is rare, indeed, that a military engineer is unable to account for every single penny applied to the prosecution of an engineering problem.

Thus we get at the nub of the perpetual political conflict between civilian civil engineers and military civil engineers. The civilian knows how a thing may be done thoroughly and in the shortest possible time; and his professional pride, his energy, his best skill and his patriotism all combine to urge him on to do things quickly. The military civil engineer knows how a thing may be accomplished, but he also knows that bureaucratic tradition gives him all the time there is in which to achieve the results de-

sired. And, besides, it is not good military form to become anxious and earnest over any particular situation.

The civilian civil engineer sees need of a great derrick of some especial design or is informed as to the absolute necessity of having another bottle of India ink at once. In either case he knows that it is possible to meet either demand quickly by using authority and the wires, and chafes under the delay caused by Department routine in the way of recommendations, requests and requisitions and, by and by, just as various eminent civilian civil engineers had done before him, Mr. Stevens resigned.

The appointment of Maj. Goethals, U. S. A., to the position thus vacated practically ends a four years' politico-engineering struggle, with the United States Army victorious. The digging of the Panama Canal will now proceed with due dignity, deliberation and thoroughness, so that when the State of Oklahoma celebrates the semi-centennial of its coming into statehood it will be possible to cross the Isthmus by boat.

### A PURELY LEGAL RESOURCE.

To those who know the record of the man it seems incredible that former United States Senator William E. Chandler would lend himself and his ability as a lawyer to any cause in law which could have about it the least suggestion of persecution.

For this reason alone it is fair to assume that Mr. Chandler is thoroughly convinced that there is good reason for his appearance as special counsel in the filing of a bill in equity asking for an accounting of the financial affairs of Mary Baker G. Eddy, the founder and leader of Christian Science.

The bill is directed specifically against nine persons who have had for years the practical management of the material affairs of a wonderful woman, who has reached the age of 86 years and was sought, so Mr. Chandler declares, in no spirit of disrespect for Christian Science. Moreover, it is an effort, so Mr. Chandler claims, really in Mrs. Eddy's interest.

It would be not at all strange or remarkable if even such a woman as Mrs. Eddy has proven herself to be should fall into the hands of dishonest men and, on the other hand, it would be very remarkable if, with such an opportunity as has been and is being afforded to those who have control of the lady's business, every one of the nine men should prove absolutely upright and unwilling to "feather their own nests."

In plain English, the bill in equity means that there are grave suspicions that one or two or all of the nine men against whom the bill is directed have been dishonest to the end that Mrs. Eddy's son and other legal heirs may be deprived of their rights in her estate and that some or all of these men have personally profited thereby.

That is what is meant, and the charge, if proven to be false, will contribute the greatest victory to Christian Science that has yet been recorded. In keeping with the tenets of their faith Christian Scientists do not discuss the "error," as they term it,

and there are hundreds of thousands of the faithful all over the world who are "holding the right thought." That is their privilege and right and if "mortal thought" in this case can be so overcome the triumph will be faultless.

From whatever aspect the case is viewed it will prove a good thing for Mrs. Eddy because, under the formal, strict usage of the court, the truth will be revealed. If the men suspected are really guilty the facts will be much more serviceable now than to have them brought out five, ten or twenty years hence. If they are proven innocent the result can not but prove almost a benediction to every Christian Scientist living.

There is not the shadow of a color of religious prejudice or persecution about the proceedings. It is purely a civil case in law, so that there is no call whatever for the opponents of Christian Science to gloat and glee over the downfall of a faith they are not interested in or informed about. On the other hand, it would be idle for Christian Scientists to worry over it—but we are reminded that that is one of the many human weaknesses that members of the faith do not permit to enter their consciousness.

### THE ARMORY PROPOSITION.

It is a fact that the older and more wealthy states of Massachusetts, New York, Pennsylvania and Maryland provide, and have for a long time provided, ample and admirably equipped armory buildings for the use of the militia troops within their borders. It is also a well demonstrated fact that it is a necessary, as well as an admirable thing, for states to encourage and maintain a sufficient quota of citizen soldiers.

The State of Michigan has maintained companies, regiments and a brigade of militia for many years and at a very considerable expense. One part of this expense has been a certain allowance for rent of armories for individual companies.

There is a battalion of militia in Grand Rapids to which the State pays annually for rent of the armory, it is stated, the sum of \$1,200. The armory at present occupied, while it is well worth the price paid for it, is in no sense adequate for the needs of the organization or at all commensurate with what it deserves.

And so it happens that there is a measure now before the State Legislature which, if it becomes a law, will provide armories, according to needs, for companies, battalions and regiments.

This being the situation the Grand Rapids Battalion is conducting a campaign looking toward the erection, with the State aid indicated, of an armory building which shall combine everything that is desired in an armory and at the same time provide all the essentials of a great convention hall or auditorium.

The plan is a good one and should be carried out, but with the perpetual and unequivocal understanding and appreciation of the fact that such an enterprise may never pay a net profit on the investment, that is, directly. Indirectly, there will come to the city in general a generous profit.

Grand Rapids needs an auditorium which can comfortably seat at least 5,000 people and more if possible. With such an auditorium available our city might secure both National and State conventions, which we can not now accommodate; it would be possible with such an auditorium to secure exhibitions, grand orchestral concerts, musical festivals and other public functions which are denied us now because our present audience rooms will not, at popular prices, "hold enough money" to make such ventures profitable. Thus is presented another side of the situation.

Now as to possibilities. There is now and then in the Eastern States a building of steel construction and splendidly designed, which is utilized as a public retail market on the street or ground floor, as an auditorium on the second floor and as an armory on the third floor, which, because of the between-joists heights, is from 70 to 80 feet above street level. A splendid income from the market floor and fair incomes from the two remaining floors produce a net profit in some instances of from 2 to 2½ per cent.

It would seem with such an incentive as now exists in the needs of the State troops, the needs of our city and the possibility of producing a proposition which will at least pay its way that the Grand Rapids Battalion might evolve and carry out a plan successfully, thus securing a building which would provide all that is required.

The Chamber of Deputies in France is likely soon to pass a series of laws that will reform entirely the system of caring for the insane in that country. The principal fault has been that hundreds of people have been confined in order to get hold of their money when they have not been at all insane. We know how willing our "celebrated" alienists are to go on the stand and swear according to the wishes of the man who holds the bank notes, and in France they easily bribe men to do the same thing. No more terrible crime can be imagined than to confine a sane man in a mad house, and if necessary the whole body of lunacy laws should be overturned to prevent it. Some reference has been made to a similar state of affairs in America, but it by no means approaches alarming proportions.

The railroad lobby is beginning to assemble at Lansing for the purpose of discrediting the bills already introduced for the regulation of passenger and freight traffic. It is very generally believed that a coalition has been formed by the railroads, the International Harvester Co. and the private banks of the State to prevent legislation along any of these lines. It is known that the Senate, which is generally the center of the railway cabal, is devoid of such an obstruction this year, but reports are current to the effect that fifty-six of the members of the House have banded themselves together for the purpose of defeating any legislation which is not desired by the three interests above named.



JOHN BALL.

Review of His Long and Useful Life.

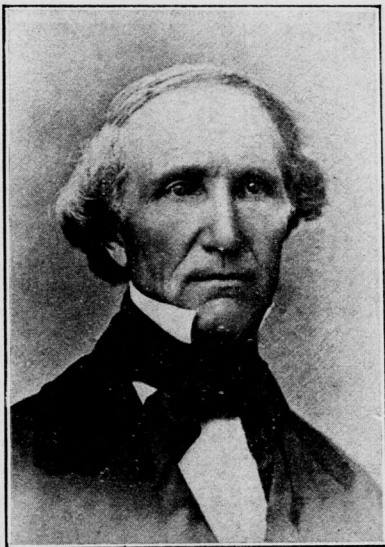
John Ball was born in 1794 on Tenny's Hill, Groton township, Grafton county, New Hampshire. This was in the second term of Washington's administration. He was forty-two years old when he first came to Michigan and had a life full of adventure and travel before that time. I will have time to relate but a few instances of his early life, choosing those that had bearing on his character and work here in Michigan.

One of his earliest recollections was the election of Thomas Jefferson. Before this election the pastor at the town of Hebron where his parents attended church preached a political sermon in favor of Jefferson's election. His parents and about half of the congregation were Federalists and took decided exception to this sermon. One of the parishioners said: "We employed you, Mr. Page, to preach Christ and him crucified, and you have preached Jefferson and him justified." This matter caused a division in the church, a bitterness among the neighbors, and a lifelong sorrow to my grandmother. The whole matter was freely discussed before father, who was then considered too young to understand what was going on, but wise beyond his years, it made a great impression on him and set his mind to thinking on religious subjects. A few years later there came a revival in the township. Everyone was converted but four and the lad of eleven or twelve was among the four. But his doubts on the narrow doctrines preached in those days blossomed into a broad liberality and charity that I can not better explain than by telling a story of pioneer life here in Grand Rapids. In early times when everybody had to be hospitable, Wm. H. Godfrey was entertaining at his house on Ionia street, where Sherwood Hall's store now is, a gentleman whose name I do not know. Father was calling that evening and heard this gentleman criticizing the Catholics. He stopped him, saying: "Do you not realize, sir, that your host here is a Catholic and a true gentleman?" Rebuking him for his lack of charity, he continued, "There is not a God for every denomination, but for Catholics, Presbyterians, Congregationalists, there is but one God."

In those old days everyone respected and loved my father, but there were many good orthodox persons who had serious doubt of his future state, but I have lived to hear his very doctrines preached from our pulpits and know that he was only two or three generations ahead of his time.

His early struggles for an education were probably the cause of his deep interest in the foundations of our public schools here in Grand Rapids. When he was a lad New Hampshire did not have a state fund for education, but each town was assessed according to the number of children and this gave the town of Hebron but a few weeks of school during the year. Grandfather Ball

deemed that this was sufficient education for his boys, together with a thorough knowledge of farm work, and took it quite unkindly, when his youngest son, at the age of sixteen or seventeen, importuned him to send him to a private school. He finally gave a reluctant consent. No sooner had father more instruction than he began to teach, and so between farming in summer and teaching a term in winter, he got through the Salisbury Academy, took his examination and entered Dartmouth College in 1816. He was then twenty-one. When he informed his father of his resolution the old man was surprised and far from pleased. He said, "Well, John, you must expect no help from me;" but his father was better than his word and did advance him money to the amount of two hundred dollars, but, in spite of this help, and the help of his good mother, who clothed him by her spinning and weaving, and his continuous labor summer and



John Ball in 1855

winter, he found himself in debt to the college when it came time to graduate. According to the rules of the college, the diploma was not given until the tuition was paid in full. Father's classmates, learning of the situation, had him sign his note and the majority of them endorsed it so that he might receive his parchment with the others. Father, in writing of this in the latter part of his life, said "I am an old man now, over eighty years of age, but the tears come to my eyes when I think of this act of kindness on the part of my classmates." He began immediately to read law, still supporting himself as best he could by teaching.

It was natural sequence of this long struggle for an education, with his conviction that it was the need of every child, and with his warm heart and love of children, that thirty years of his mature manhood should be given to the service of education here in Michigan. When he was in the State Legislature in 1838 he was on the Educational Committee and helped frame the laws that govern our University. In 1839, when there was talk of having a branch university here in Grand Rapids, a fact that gave the name of College Avenue to one

of our streets, we find his name on the subscription list for twenty-five dollars. This list was headed by Jefferson Morrison with \$100.

The loss of the early records of District No. 1 prevents my stating accurately when father became connected with the early school boards. Mr. James H. McKee who was clerk for many years, while father was moderator, says that it covered a period of some thirty years, presumably between 1840 and 1870.

In speaking of these early school matters, father himself said, "Our village gained some in population and business, and some of us began to look about to see what were our schools, and found that the provision was very deficient. So about 1848 we agitated the subject, and after several trials effected a junction of the two districts on the east side of the river into one Union District. There was then no school house, the one on Fulton street had been burned down, and the schools we had were poorly kept part of the year in private houses.

"We got a place for a house and against much opposition succeeded in raising the sum of \$2,500.00 to purchase a site and to build a house. For a site we pitched upon the present one of the High School building. It was then all woods back of there, not a house. We had paid \$600 for the land and contracted with David Burnett to erect the old stone school house, which all older citizens will remember, for \$2,700.00. I gave to help on the enterprise \$100.00. The school opened in Nov., 1849, with six teachers in two rooms. But we soon made the basement into another to supply the want.

"A Mr. Johnson was the principal, and Miss Hollister and one other lady were assistants. In the secondary or primary department were Miss Mary T. Webster, now my wife, and Miss White and Miss Hinsdall, her assistants. There was much interest taken at the opening of the school, and a number of the citizens came in at that time. The principal made quite a long prayer on the occasion, at which some of the citizens, the Catholics, took alarm, and complained of it. So the trustees, six in all, of which I was one, considered the matter, and wishing our school should prove, what it was intended for, the

place and means of instruction to all the children of the village, unanimously adopted this rule: that teachers in opening the schools should only read or rehearse the Lord's prayer. And it proved satisfactory and all went on smoothly. And so many applied for admission that we at once went to work to fit up the basement of the building for another primary department. And the next quarter, that, too, was filled. At the end of the first quarter Mr. Johnson resigned, and the Rev. Mr. Ballard was employed to take his place."

I learn from the early teachers that the task of finding, and he generally had to send East for that purpose, and employing the teachers fell on him. He looked after them all with true fatherly care. They were met at the depot and taken to my father's and mother's home and entertained until they found suitable boarding places. He frequently visited the schools and entertained the children with stories of his life out West among the Indians.

In 1854 the Grand Rapids Lyceum of Natural History was formed, father being president. This Grand Rapids Lyceum in 1868 joined with the Kent Institute, forming the Kent Scientific Institute, and in 1869 there were drawn up articles of agreement between the fractional school district No. 1 of the City and the Township of Grand Rapids, parties of the first part, and the Kent Scientific Institute of said city, party of the second part. These articles were signed by John Ball, Moderator, and Thomas D. Gilbert, Director, of the first part, and John Ball, President of the Kent Scientific Institute, of the second part.

The above is about all that can be learned of these early schools. The loss of those early records is irreparable.

But to go back to my father's childhood:

One of the neighbors of grandfather Ball in New Hampshire was a Mr. Ordway, whose son, Sergeant Ordway, was member of the Lewis & Clark expedition. On his return he had no more eager listener to the story of his travels than young John Ball, and traveling was one of the passions of my father's life. Travel he did and travel he would, from the time he was a little boy and wandered beyond the confines of his father's

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farm to get a more extended view of the White Mountains to the time he was an old man eighty-nine years old, and went once again a few months before his death, in company with his sister, three years older than himself, to see again together the scenes of their childhood. Prudent and careful always in his expenditures, when it came to travel for himself or his family he threw economy to the winds. During his life he traveled over the entire United States, over Europe, visited the Sandwich and Society Islands, rounded Cape Horn and stopped in Rio Janeiro. His most adventurous trip was a trip to Oregon in 1832. He went in company with a Bostonian, by name Captain Nathaniel Wyeth. I do not think that this expedition of Captain Wyeth has been given the notice in history that it deserves, for it was only the third expedition that had crossed the Rocky Mountains in the United States, Lewis & Clark's and the Astorians being the other two. The missionaries, Jason Lee and Marcus Whitman, came after him. It is perhaps because the object of his trip, being an attempt to establish a fur and salmon trade in rivalry to the Hudson Bay Company, was a complete failure that we hear no more about it.

I have not the space in this paper to give any of the details of this trip. Will only say that while at Fort Vancouver father returned to his old vocation of school-teaching, and had for his pupils half-breed children, whose names, David McLaughlin, Tom and Wm. McKay, and Ranald McDonald, later became well known in the annals of the Hudson Bay Company. Ranald McDonald has been made the hero of a book by that name, written by Mrs. Eva Emily Dye, of Oregon, and father is made one of the minor characters.

During the Portland Exposition in 1905, due honor was given father as the first school master in Oregon and the first American who raised a wheat field there.

Some two years after father's return from Oregon he was practicing law in Troy, New York. This was in 1836, a great year of speculation, when conservative Eastern capitalists speculated wildly in Western government lands. Some of his friends there, knowing his love of travel, proposed to him that he take their capital West and buy and sell land on speculation. Father readily accepted the offer. He left Troy, July 31, 1836. It took him one week to get to Detroit. He crossed New York State by the Erie Canal to Buffalo, then left by boat for Detroit. He went down to Monroe and Toledo, but found prices of land too high, though these places were very small. He then made an excursion into the southern tier of counties, learning at that time the surveyors' marks and the art of following the blazed trail through the woods. He found some land that suited him, but on returning to Monroe found the land office closed. Quite disheartened he returned to Troy. His friends were not at all discouraged and sent him back. A land office at Ionia for the

sale of the lands in the Grand River Valley had been opened and he was told to try his luck there. He returned to Detroit October 1st, bought a horse and started for Kalamazoo by the territorial road. He found company in Eastern friends until he reached Kalamazoo, and on the suggestion that they continue with him to Ionia they said they would not risk their lives and health in any such enterprise, so alone he turned northward, spending the first night at Yankee Springs, where Mr. Lewis had his log cabin. My father in common with all the travelers of that day always paid a glowing eulogy to the hospitality he received at Yankee Lewis' Tavern. Mrs. Lewis had the best of suppers, and there was the biggest of fires in the fire place to

tious houses. There were a few small houses on Waterloo street and warehouses on the river. The Eagle Tavern was the only hotel; the Bridge Street House was just started. There were also a few houses north of Monroe street, but lots were selling for fifty dollars a foot on Canal and Kent streets, so father thought it no place to speculate in, and immediately started for the woods, locating and purchasing lands in Allegan and Barry counties.

I can not tell all of his adventures in land locating, but one of his first trips was in Ottawa county. He and Mr. Anderson started from Ionia, spending the night at Grand Rapids, and before breakfast the next morning went to Grandville. They went to the house of Mr. Charles Oakes,

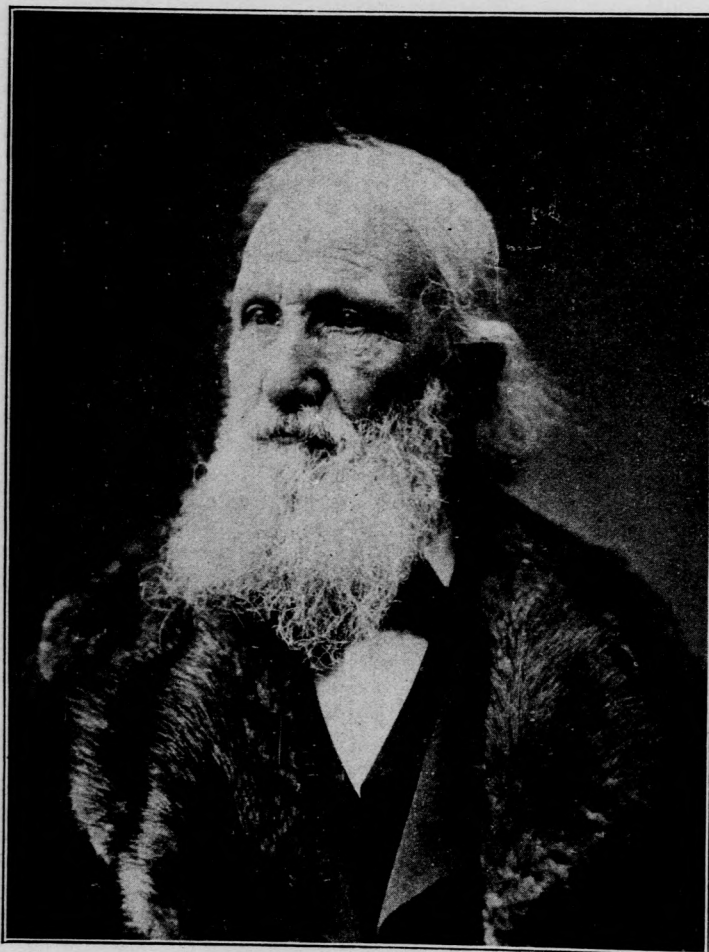
down to sleep as best they could, though the howling of the wolves and the trampling of the deer could be heard all around them. The next day, on going a little farther, they came into a dense forest of beautiful pine, and spent the day trying to learn its extent. They slept that night without their supper, saving the little they had left for breakfast. They continued their researches the next morning, but warned by their failing strength they started north thinking to find a road between Grand Haven and Grandville. They did strike an Indian trail and some Indians, whom they tried to induce to take them up the river in their canoes, but the Indians were going on a hunting expedition and the silver dollars offered were no inducement to them. So they footed it the best they could, and night overtook them again before they reached the settlement. The next morning found them near Grandville, and fortunately there was a supply of food, to which, after being out three days on one day's ration, they did ample justice.

A little later father returned and located 2,500 acres of pine land. These pine lands had oak openings, and there grew the largest oak that was ever seen in Michigan. It was seven feet in diameter and had a clean trunk about 70 feet high with a beautiful spreading top. It was cut down and sent East for navy purposes.

The winter of '36 and '37 was an open winter and was spent by father in camp or on horseback. He explored through the counties of Kent, Ottawa and Muskegon. At one time he went down the Grand River in a sleigh to Grand Haven and there made the acquaintance of Mr. Ferry and Mr. White and T. D. Gilbert, lifelong friends. In the spring of '37 he was poled down the river by Capt. Sibley and his men, and walked up the beach to Muskegon where he found the Indian traders, Mr. Frontier and Mr. Lasley. The former had a clerk, Martin Ryerson, the father of the Mr. Ryerson who has given us our beautiful library. On returning to Grand Haven, he came back in a log canoe. Paddling up the river in a log canoe is not the most enjoyable way of navigation, and he got off at Mr. Yeoman's, the only settler on the river below Grandville, stopped there over night and footed it the rest of the way.

In the spring of 1837 he took up his residence permanently in Grand Rapids, boarding at the Eagle Tavern, which was then kept by Louis Moran.

He was obliged to make many trips to Detroit to change his notes and drafts into specie as President Jackson had decreed that only specie could be exchanged for government land. He took this trip in as many different ways as were possible, the two principal ways being either by Battle Creek on the territorial road, or by the northern route, as it was called, which from Detroit brought the traveler the first day to Kingston, the next to Mr. Williams' on the Shiawassee, the next to Mr. Scott's on the Looking Glass, these being the only settlers in Shiawassee and Clinton counties. At one time he stopped at



John Ball in 1873

invite the hungry traveler. The next day he stopped at Mr. Leonard's on the Thornapple, when night brought him to Mr. Marsac's at Lowell. Following the Indian trail he reached Ionia the next day.

Ionia at that time consisted of a half dozen houses, the land office and a tavern. After studying the maps at the land office, he started for Grand Rapids, arriving here Oct. 18th, 1836.

He described Grand Rapids at that time as being inhabited by half French people, who had followed Louis Campau, and half speculators, like himself, and a very lively little place. Mr. Louis Campau's house, situated where the Widdicomb Building now is, and Richard Godfrey's house, standing on the site of the Aldrich Block, were the most preten-

who protested that he could not feed them though he would care for their horses while they went into the woods, but after some urging Mrs. Oakes got them a scanty breakfast. They were sent on to Brush Creek where a saw mill was being built, and Mr. Boynton kept a boarding house, to get supplies to take into the woods. Mrs. Boynton had no bread for them, and they were forced to wait while she baked a loaf of unleavened bread, so with this and some raw beef they started to locate some pine lands that Mr. Anderson had a memorandum of.

They started due west on the section line, and, after walking all day, did not find their pine land, so roasting their beef by the fire, they rolled themselves in their blankets and lay



Mr. Edward Robinson's, who lived in a log house a mile below Ada. He had a baker's dozen of children but still welcomed the traveler to his small quarters.

This continued traveling soon made him well known to all the isolated settlers of Michigan. It was also known that in politics he was a Democrat or Jackson man, having first voted for Andrew Jackson in 1824.

In the fall of 1837 Governor Mason was up for re-election and father was nominated on the same ticket for State Representative for the unorganized counties of Ottawa, Kent, Ionia and Clinton. I find among father's papers a curious old dodger gotten out by Mr. Mason's opponent, Mr. Trowbridge, in which the settlers on government lands were warned that they would be arrested if Mason was re-elected. The only polling place for Ottawa county was Grand Rapids. Seventy men came down the river on the steamboat and marched in line to the polls. Father received 397 votes out of the 505 cast.

He was the third Representative from the district after the organization of the State Government, the first being Maj. Britton from Grandville, Judge Almy, of this city, being the second.

It was in the middle of the summer before Grand Rapids began to feel the effects of the great financial panic of 1837. It was so far away from the center of civilization that it was several months before it felt the depression that was affecting the Eastern cities. So when it came time for father to take up his duties in Detroit, he practically had no business to leave behind him, for buying and selling of land had ceased. He was still a bachelor and had no family cares to worry him. All he had to do was to put his effects in his saddle bag and mount his horse. He left Grand Rapids December 15th, arriving at Detroit the 23rd. He put up at the old National Hotel, and at first had a room to himself, but as the hotels grew more crowded he was requested by the landlord to receive a roommate. It proved to be Mr. Barry, afterwards Governor Barry. This incident later had a bearing on the growth of Michigan, as we will see as I continue my story. One of the tasks of that Legislature was the appropriation of the five million dollar loan on different State improvements. Thirty thousand dollars was laid aside to improve the navigation of the Grand and Maple Rivers.

The organizing of townships took up considerable time. The number of townships was quadrupled in father's district, and Grand Rapids was incorporated as a village. It was that winter that the Canadian Patriot War occurred that helped to bring emigrants to Michigan. General Scott came to Detroit on business connected with this war on a steamboat during a January thaw. That thaw occasioned a great flood in Grand Rapids, quite as large if not larger than anything we have experienced in these days.

Legislature did not adjourn until April 7. Father sold his horse and

returned in a wagon in company with Mrs. O'Flynn, Mrs. Watson and Miss Lucy Genereau, Mr. John Godfrey's first wife. The passage took them six days, but they had such a good social time that the journey did not seem long.

On arriving at Grand Rapids father found everything dead. It was no longer the lively little place he found when he first came here. Everyone was leaving who possibly could. A blight had fallen on Michigan, its lands and its finances were at a discount, for this was the time of wild-cat banking. The Peoples Bank, of which Mr. Louis Campau unwillingly became president, had commenced operations, but not having the required specie on hand when the bank commissioner called, this commissioner, Mr. D. N. Bell, after giving them a month's grace to raise the funds, put it in the hands of a receiver, appointing father. The summer was passed in winding up that business. He spoke of taking but one trip at that time and that was to Port Sheldon, a village that was started by Philadelphians and was expected to outrival Grand Haven.

Everyone was leaving Grand Rapids that had money enough to get away. Father went East to visit his mother, but came back, much to the surprise of his friends, who had not expected him to return and expressed regret that they had already nominated Robert Finney for representative in the Legislature. I have often wondered why father did return to Grand Rapids at this time, but he was in love with Michigan and thought that there was no more beautiful site in Michigan than right here.

The lands that had been purchased from the Indians north of Grand River by the Washington treaty of 1836 were surveyed in 1839, and the few settlers who had "squatted," as it was then called, upon those Government lands were in great trouble. There was no money with which to purchase their farms, and so when the lands were brought into market they were in great fear that they might be bid off on account of the improvements upon them. Some raised money at the rate of 100 per cent. in order to bid off the lands, but they need have had no fear for there were no buyers.

The following years were indeed hard years for Grand Rapids. Everything was done by barter, as may be seen from the following advertisement:

"Grand Rapids, Jan. 21, 1843.

"Wood wanted immediately in exchange for salt at the salt works. 110 pounds of salt will be given per cord for good hardwood, including white and yellow oak, delivered at the works. The wood is to be cut four feet long, split in suitable size for burning and compactly corded. The salt is warranted to be of good quality.

"N. B.—Salt constantly on hand for sale and most kinds of produce received in payment."

About the only money that came in was in the fall, when the Indians received their annual payment. The Indians then had a good time and

left all their money behind them.

But socially probably the people of Grand Rapids never had a better time than in just those years. They were all poor together and there was no rivalry. Impromptu sleighrides and dancing parties were gotten up, and the young men would come to my father and say, "Now, Mr. Ball, you must come with us, because then the mothers will let their daughters go."

There were also more formal occasions, as will be seen by these invitations, which I find in my father's papers. One reads:

"The Grand Rapids, Fort Sheldon and Grandville Committee respectfully solicit the company of Mr. John Ball at Mr. Osgood's Hotel on Thursday next at 4 o'clock p. m.

"Monday, Jan. 28, '39."

Another reads:

"The managers respectfully solicit the company of John Ball, Esq., at the Eagle Hotel on Friday, the 29th inst., at 4 o'clock p. m.

W. D. Roberts,

W. H. Reynolds,

A. W. Pike.

"Thursday, Nov. 20, '39."

The third one is printed. It reads:

"New Year's Ball.

"Gentlemen and ladies, come, let us unite

In peaceful union and social delight.

With music and dancing our spirits to cheer

We'll kick out the Old and wing in the New Year.

"The company of

"Mr. John Ball, Esq., and lady

"Is respectfully solicited at the assembly room of S. Withey, in Kent, on Wednesday, the 1st day of January, 1840, at 2 o'clock p. m.

James A. Rumsey,

Abram Snively,

Perry Hill,

Matthias Rollison,

Hezekiah Green,

Lovell Moore,

Managers."

The young people not only had a good time but there would be occasional weddings. The marriage of Mrs. Richard Godfrey's sister, Mrs. Fay, to Mr. Bridge was one of the social events of the time. The children, too, had their enjoyments, white and Indian children playing together. My father often contributed to the good times of the children. Mrs. E. B. Powers, daughter of Mr. Wm. Godfrey, told me the other day how he would give children's parties. It was when he first lived in his home on Fulton street and Mrs. Kingsbury kept house for him. He would invite all the children of the village, and after Mrs. Kings-

## 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

EVERYBODY should have money  
in a good bank, because it is  
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Pay the depositor 3%, credited semi-  
annually. Your savings may be with-  
drawn at any time.



bury had given them their supper they would form in two lines and taking the mandrakes they had gathered he would throw them down the line, having a prize for those who caught the most, then gathering them in his carriage, behind his old horse, he would take the child that lived the farthest away home first, until they were all finally returned to their parents.

Another social event probably remembered by old settlers was when the Rev. James Ballard would give a husking bee on his farm at the corner of Burton avenue and East street. Mr. Ballard thought dancing was sinful, so the day was ended with kissing games.

In 1840 father formed a law partnership with A. D. Rathbone. Their office was where the Gas Company's office now stands. There was a school house in the same block. A Debating Society was formed. The greatest debaters were Rev. Mr. Ballard and C. I. Walker, later of Detroit, and it was in this school house that was given the first agricultural address ever given in Kent county. Mr. Bridge was to give this address, but, as he was sick, father took his place.

In the fall of 1840 was what was called the "hard cider campaign." Father was the Democratic candidate for State Senator, Henry P. Bridge the Whig candidate. When the returns were coming in father's unconcern as to the result quite exasperated his friends, Col. Finney saying to him impatiently, "Oh, Ball, how can you keep so cool?" But coolness was one of father's strong characteristics. He was defeated, and I think never ran for office again except on educational matters.

The United States offered to the new Western States five hundred thousand acres of land, to be used for internal improvements. Michigan gladly accepted this offer in the session of 1841. Mr. Barry was then Governor, and knowing father and his experience as a woodsman he asked him to select these lands in the southwestern portion of the State. Father had hardly enough business in his law practice at that time to prevent him from accepting the offer, which he gladly did, happy for a chance to get into the woods again. He asked the Governor for some advice as to whether he should make these selections near the settlements or down the lake, and whether they should be pine or farming lands. He answered that he would leave it entirely to father's judgment.

He started out exploring, taking Frederick Hall, of Ionia, with him and James Lyon, son of Judge Lyon, of the Bridge Street House, with whom he was then boarding. On his first trip he explored the eastern part of Ottawa county, north of Grand River. He found most of it first class beech and maple lands. Then he made a trip to the Muskegon River to see the prairies near Croton, but found them only miserable pine plains. He then struck the Flat River and explored around where Greenville now is. Luther Lincoln and son were then the only inhabitants of Montcalm county. He also explored

as far as the Pere Marquette River, following the Indian trail to Muskegon Lake, where he found one sawmill and a half dozen houses. Swimming his pony across the head of the lake after a boat, and doing the same at White Lake, where Mr. Chas. Mears was the only settler, he struck the lake shore at the Clay Banks, where he found Indian planting grounds. He returned by a more inland route, and thought this trip one of the hardest he had ever made.

After giving a good deal of thought to the matter he decided to report sections of land nearest the settlements. This was opposed by some people, they fearing the State would hold the price of these lands so high that it would impede immigration, but father reasoned that the State's indebtedness was so widely diffused among its inhabitants that enough pressure would be brought to bear upon the Legislature to put the lands on the market at a reasonable price. The result showed that his opinion was right.

In the fall of that year he was exploring in the township of Bowne. There was one day he stayed in camp as the weather was dark and threatening. Towards night a high wind from the southwest came up. He and his camp boy, Michael Thorne, could hear the crash of the falling trees in every direction, but they did not know as they would better themselves by trying to get out of the woods, so father wrapped himself in his blanket and slept his usual sound sleep, but not so with Michael. He stayed awake, keeping a good fire, expecting a tree on him every minute. The next morning the icicles hung thick from their ponies' sides, and it was snowing hard, so they decided to reach the first settlement, which was Ada. When they arrived there was already two feet of snow on the ground. This was the famous cold winter of '42 and '43, when the cattle froze and food for man and beast became short before spring. It was a winter that father did not camp in the woods. The first day of April the thermometer was at zero and there was four feet of snow on the ground. Teams could cross on the ice in the river up to the 20th. We had the counterpart of this cold winter a few years ago. It was this year of '42-'43 that the Rev. James Ballard held a protracted revival meeting, called the forty days' meeting.

Father selected four hundred thousand acres of the five hundred thousand of improvement lands. He made his selections near the settlements, and it resulted as he anticipated. The Legislature of 1843 passed a law putting the price of these lands at \$1.25. They were payable in State dues, which at first could be bought at 40 cents on the dollar, and settlers who at first were afraid he would select their lands now came to him to do so, so that they could get them at the cheaper rate. In this father obliged them as much as possible, and so the squatters on the north side of the river, who had remained with fear and trembling thinking that they might lose their improvements, were now able to buy their farms.

Father had to receive his pay, too, in State warrants, which was unexpected by him, and on his complaining to Governor Barry he was answered that the law provided only such funds for that purpose, and that he should have noticed the provision of the law before. The Governor suggested that he indemnify himself by making some good purchases with what funds he had. These lands were first offered for sale in August, 1843, at the State Land Office in Marshall. Father was there and bought some lands for some of the settlers who had furnished the means. Those were all the sales that took place at that time. No one offered to purchase them on speculation.

Up to this time all the emigration was going past Michigan to Illinois and Wisconsin, but, hearing that there were selected lands in Michigan to be had at a very reasonable rate, the emigrants stopped and looked at them. Father kept a run of all the sales in the Land Office and had corrected plats. He was there to meet the emigrants and give them his knowledge in regard to the lands, so most of them, although they came just to look, remained and others followed them.

Father was tired of living in the backwoods alone and he threw his whole heart and soul into the work of detaining these emigrants. It is a saying among the old settlers that anything he undertook generally succeeded. Anyway the flood of emigration began to come in. Father aided them in every way possible, not only with advice but with money, for but few of these early farmers could boast of five hundred dollars, and many of them had not enough to buy their places. Many times father would make the payments for them and give them time on his fees.

How warmly and kindly he spoke of these first settlers who built their log cabins and cleared the forests, their wives, too, playing their parts as well as the men, and after a few years of privation and hardship they found themselves in possession of farms, houses, cattle and horses. This kindly feeling toward these farmers was fully returned by them. I think it must have been about this time that father gained the affectionate title, by which he was so well known in Southwest Michigan, of "Uncle John." He took as much interest in their prosperity as if they were his own family and they all looked to him for advice or assistance.

All these newcomers had to come to Grand Rapids for their supplies, and, as little money as they had, what they brought was of great help to the poverty stricken villagers. Father made a great effort to bring the Holland colony, headed by Mr. Van Raalte here to Grand Rapids. Mr. Van Raalte said his people wanted to be near the water and father thought there could not be a better place than the Grand River, but, no, he wanted his people by themselves to keep them uncontaminated. A suggestion that they could go to Muskegon county was answered that he would like some settlers between

his people and the wolves, and so they settled in Holland. They had seen but few trees in their country and were poor woodsmen. In chopping down the trees they chopped in all directions so that they lay helter skelter on the ground, and had to get experienced choppers to help them out of their trouble, but with their indomitable industry they eventually got on quite well. In spite of the efforts of their reverend leader to keep them compact, they had to come to Grand Rapids for supplies and some remained for employment. Their good guilders also helped our struggling village.

Slowly but surely the village grew. Some of father's relatives and acquaintances followed him here to Grand Rapids, and father was so happy to have them come he could not do enough to make them welcome.

It was under these circumstances that he gained the reputation, and I think justly, of having done more than any other man of early times to promote the settlement of our city and county.

Lucy Ball.

#### Save Time.

There are three ways to save time: by working as rapidly as is consistent with thoroughness and carefulness; by having a method so that you progress in a straight line toward your objective, instead of zigzagging toward it; by filling up unavoidable dead days with some sort of useful occupation.

Take your recreation after closing hours, your rest at night. Do not sandwich small allowances of recreation and rest into the hours that should be devoted to work. Make every minute count through the day.

Minutes make the sum of hours, dimes make the sum of dollars. Conserve your small change of one kind as well as the other. A spendthrift in the use of time is as pitiful as he who wildly sows his money to the winds, and lives to ask alms in old age.—Salesmanship.

In Canada there is a very earnest crusade on foot which seeks to lessen the use of profanity. It is urged that the habit of swearing is not only wicked but vulgar and utterly without defense or excuse from any point of view. That this is so there is no disputing and even those who now and then or habitually indulge in an oath are entirely willing to say when asked that the practice is indefensible. A good many boys and young fellows indulge in it because they hear their elders and somehow think it makes them grown up and big. The English language has sufficient expressive words and phrases so that there need be no resort to that which is vulgar or profane. It is a mistake to suppose that profanity is bright or clever or that it indicates moral strength or courage. Those who are habitually profane are not any better understood or more emphatic than those who find other words in which to convey their sentiments. The Canadian newspapers apparently have joined in the crusade, which promises to be and anyhow ought to be successful.



# Lee, Cady & Smart

Succeeding

## Lee & Cady Phelps, Brace & Co. and The Smart & Fox Co.

Owning and Operating the Following Plants:

Lee, Cady & Smart, Cass & Larned Sts., Detroit

Lee & Cady, Eastern Market Branch, Detroit

The Smart & Fox Co., Saginaw

H. W. Jennison Branch, Bay City

Valley City Coffee & Spice Mills

---

This company will offer to the trade of Detroit and Michigan the advantages and facilities of a modern metropolitan wholesale grocery house in keeping with the requirements of a great city and state.

Realizing its position of service in the community, IT WILL ORGANIZE ITS SALES DEPARTMENT along lines that will guarantee to the trade the attention and efforts of men of large experience and close application to the study of their wants.

THE SHIPPING DEPARTMENT will be conducted with the determination of fully meeting the demands of the day for rapid and careful filling of orders.

THE CREDIT DEPARTMENT will be conducted in a spirit of liberality, which will assure every dealer the fullest possible accommodation which the circumstances will permit.

THE BUYING DEPARTMENT will be conducted by experts of recognized ability, which will guarantee to the patrons of the house the purity and reliability of the goods handled.

Hoping to receive favorable consideration at the hands of the trade, we remain

Yours very truly,

LEE, CADY & SMART.





### Weekly Market Review of the Principal Staples.

**Domestics**—The demand for all classes of merchandise classified as domestics continues uninterrupted. Small orders are received from every known quarter. Interest for the past two or three weeks has centered largely in napped goods, the curtailment in the production of which is now a matter of history, but the real effect has not as yet manifested itself. It will be interesting to watch the course of these fabrics during future developments. That higher prices will be received for goods bought in the future goes without saying. It may be that buyers are not aware of this or the attempt to place further orders would show itself at once. Certain important lines have signified their intention to do this, while others equally and perhaps more important have replied in the negative. Tickings, denims and fabrics of this character call for a good volume of business as a regular thing and the past week shows no cessation of this demand.

**Bleached Goods**—The demand for bleached goods is fully as good as at any previous time, with the possibility of securing available spots growing more and more rare as the season advances. While some have sold for future delivery far down into the balance of the year and in some cases have completed the year, others have deemed this course unwise and have acted accordingly. One large house has sold its bleached goods as far ahead as August and September and has withdrawn them temporarily with a view of reopening them later on. This course may be recommended for at least one excellent reason, this reason being the fact that it will enable them to catch up somewhat on deliveries, find out where they stand and establish a better price basis for future operation. Houses handling quilts and such fabrics report being in very satisfactory positions. One house states that it has sold all and perhaps more than it can deliver. The improvement in conditions, so far as these fabrics are concerned, has been general and is not localized in any one connection, as was formerly the case.

**Dress Goods**—While jobbers are not yet through as a matter of finality, they are so nearly so that the difference is a very small matter. The results can hardly be called eminently satisfactory, and yet a very good volume of business has been done. Worsteds fabrics to the jobbing trade had a very large call, some very satisfactory orders being taken. The coming week will see further openings on a more extended scale, no doubt, or rather about the first of March. Some quiet testing of the trade for these lines has been going on for a week or more, but the general openings are yet to come. Some houses are not a little behindhand with their samples, owing, no doubt, to the large

volume of spring business now under way. Duplicating orders continue to come in very satisfactorily for spring goods, and follow, for the most part, the staple lines, such as panamas, voiles, etc. Continued favor for chiffon broadcloths is also observable. That the coming spring season will be a successful one there is not the least reason to doubt, so far as the retailers are concerned. Many of the latter will no doubt be compelled to handle different lines than has formerly been their habit, but for this they have no one but themselves to blame. Of the improvement in woolen goods for this period little can be said that has not already been touched upon and, as for the fall season, it has become quite marked. The absolute elimination of worsteds that was predicted by some overardent enthusiasts will not be an issue of any importance, as the jobbing trade took hold of the latter altogether too readily for such a thing to be possible. Doubtless one of the most popular fabrics for fall will be cloth plaids. They have done very well for spring and a continuation is not at all unlikely. Any fabric suitable for suiting purposes will be well taken, since this is a popular form of street apparel.

**Hosiery**—Conditions in this market are not at all active, most of their filling in for spring goods having been purchased. Out-of-town buyers, however, keep up a good interest in the market, both in filling in for spring and placing orders for fall. There is no restriction in the buying as it covers the general market, embracing all lines. Most goods bring handsome premiums over their first prices, although there are still buyers who think that they ought to operate on the original terms. Those familiar with the real conditions are glad to pay the prices asked, provided they secure the desired delivery, and in some cases the fact that they are able to secure any delivery at all is satisfactory. Many other lines are fast growing scarce, and as far as some lines are concerned it is impossible to secure them at all, the market being thoroughly cleaned out; 144-needle goods have long been very scarce and advances of 2½ and 5c have easily been secured, but as there are none now in the market advancing the price avails nothing. In the lower grades the scarcity is almost equally pronounced and the prices for favorable deliveries strong.

**Underwear**—The market is necessarily not very active, in this respect being not unlike hosiery, unless it be that there is a better prospect for hosiery as a whole, for the reason that it is not as closely sold. Toward the latter end of the week there was very little business on account of the holiday, but the early part of the week could not be called much of an improvement. There was some business transacted in ladies' popular priced goods and also ladies' carded yarn ribbed goods. Other lines are comparatively dull. In the lines above referred to the most reputable makes are now fast drawing into a well-sold position. To be sure, some will have the opportunity to increase the business booked, and will be able to take

**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



care of it; however, this does not affect their present position as a whole. Certain lines of medium-weight wool goods have enjoyed a remarkably good business this season and the forward prospects are very favorable. Deliveries in almost all cases have been very poor. Some, to be sure, have been immune to the prevailing trouble with which the trade has been wrestling for some time, but these are those mills that run on one weight the whole year around. For instance, whether it be heavy or light weight, they run on those and nothing else, not six months on light weights and six months on heavy weights. This is an excellent policy, provided there are no "off" years. Stocks can be created and deliveries made at a time when customers most desire immediate goods. Several houses netted handsome returns under this system.

There has been an exceedingly fair call recently for medium grade sweaters and a reasonably decent demand for the finer makes also. For the most part it is a sort of between seasons for them just now, being too late for the jobber for the most part and far too early for the retailer. Some retail buying has been done, however, although not to a very great extent. The local demand has not been thoroughly bad; at the same time it has not been at all exciting. Oxford is the color the most frequently called for and is one upon which the most business can be done. This, to be sure, is in the higher class goods. The medium grades have found their best business in boys' and youths' goods in mixed colors.

#### 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.

#### Enlarge Jenks Factories.

Harbor Beach, March 5—The Jenks interests in this city are planning to completely remodel their buildings in order to make them fire proof. It is announced that over \$25,000 will be spent with this end in view. The capacity of the big starch factory will be doubled. Numerous other changes also will be made. Work, it is expected, will be begun at once.

#### Optimism in Missouri.

There has been a dreadful flood in Missouri. One old fellow, who has lost nearly everything he possessed, was sitting on the roof of his house as it floated along. He was gazing pensively out over the waters when a man in a boat approached.

"Hello, Bill."

"Hello, Sam."

"All your fowls washed away, Bill?"

"Yes; but the ducks can swim," replied the old man, with a faint smile.

"Peach trees gone, too, eh?"

"Well, they said the crop would be a failure, anyhow."

"I see the flood's away above your windows."

"That's all right, Sam. Them winders needed washin,' anyhow."

## The Faith

that your customers  
place in you is based  
not so much on your  
personal character as  
on the class of merchandise that you  
sell.

Whether that faith  
is to be strengthened  
or wiped out depends entirely on  
your goods.

If time and again  
you are obliged to  
make explanations  
and excuses, people  
are not likely to put  
much faith in what  
you may say about  
your goods.

If, on the other  
hand, people find  
that they can depend  
on your goods, your  
trade will naturally  
prosper.

## Summer Underwear

Men's, Ladies', and Children's Full Line.

Ladies' from 45c to \$4.50 per dozen.

Children's from 90c to \$2.25 per dozen.

Men's from \$1.75 to \$9.00 per dozen.

Also a nice line of Men's, Ladies' and Children's Combination Suits.

Good time now to fill in your stock. Our prices are right.

**P. STEKETEE & SONS**

Wholesale Dry Goods

Grand Rapids, Mich.



### When you buy a Carpet

you want it to look well, to fit well, to wear well. The pattern may be all you want, but if the carpet is not woven right, or if the material is poor, it will fail to give the satisfaction you expected.

### DEPENDON TRADE MARK EXTRA SUPER CARPETS

are made of pure wool yarns, thoroughly shrunk before weaving, so that there won't be any wrinkles or bad spots after you get the carpet sewed. And then—you know a pure wool carpet will hold its color and keep good looking until it is practically worn out—and it wears longer too.

### THE DEPENDON TRADE MARK TICKET

on our carpets and art squares bears the picture of William Penn, and if you buy that kind, your money will be well spent.

Space for your name here

YOU CAN  
DEPEND ON  
"DEPENDON"

## Dependon

has been registered by us as a trade mark for such goods as we deem especially worthy of consideration by merchants who prefer to sell their customers only such merchandise as is thoroughly dependable.

The raw material in Dependon goods is honest material—the colors pure and fast—the workmanship high class—the process of manufacture the most modern—thus producing a finished fabric, the excellence of which, for the price, is surpassed by none and equaled by few.

Dependon goods cost no more than the kind you have been in the habit of buying, but as they are better, your margin of profit will naturally be larger—and you will have the additional satisfaction of knowing that when you sell a piece of Dependon goods your customer has received the best possible value for her money.

#### The Retail Ad

shown in the center is a sample of the ready-to-use ads that we furnish free of charge, in electrotape form, to merchants handling Dependon Merchandise. Others are shown in the Dependon Book, which also contains a retail selling campaign, outlined in every particular, illustrations and descriptions of effective window displays, etc. Shall we send YOU a copy?

**John V. Farwell Company**  
Chicago, the Great Central Market



## OCTOGENARIAN'S VIEWS.

## Make Good To Your Employer The Wages Received.

Written for the Tradesman.

A lengthened life of almost four score and ten years, more than one-half of which has been spent behind the counter, is the only excuse I deem necessary for publishing this address to the toiling host of wage earners, both male and female, whose daily lives are made up of one continual round of patient work, and in many cases of meek forbearance.

In the various pursuits you have chosen it is presumed that all of you are ambitious and anxious to succeed and make good to your employers the wages you receive. The question that naturally occurs to you should be, How can we best do this and maintain our integrity and self-respect? For, depend upon it, the places that you occupy carry with them not only great responsibilities but great temptations. Alas that you should sometimes be employed by those whose methods and instructions for dealing with customers, if literally obeyed, would shock the sensibilities of those of you who have been bred from infancy to believe that "Honesty is the best policy," and make you distrust the occupation you have chosen if such methods are necessary to success. Fortunately such cases are rare, but I recall one instance of the kind that came under my observation more than fifty years ago:

A strong healthy boy 15 or 16 years of age, whose home influences had always been along the line of strict honesty, took a notion to leave school and learn the grocery business. He readily found a situation with a grocery house doing quite a large business in a country village. All went well for a few weeks until one day a country customer brought in a lot of strictly fresh laid eggs. The clerk counted them and the proprietor paid the woman the cash for them, glad to get them because they were scarce. A basket of eggs standing on the counter from which they were retailing had proved to be anything but fresh, and the new clerk had said so when the question was asked by a customer. His truthful answer he saw angered his employer, but he thought no more about it until the customer who had sold the fresh eggs had left the store. Then the proprietor told the clerk to take the two baskets of eggs into the back room and carefully mix them. "Then," said he with a sneer, "you will have fresh eggs to sell the next customer." The young man innocently suggested that the transaction was not quite honest, but he was met with the reply that it was his business to do what he was told and ask no questions. He mixed the eggs as he was ordered, but when pay day came around he promptly threw up his job. That grocer's business did not prosper long. He was obliged to sell out or go into bankruptcy, while the clerk who persisted in his ideas of strict honesty became a successful business man and an honored citizen. He is still living, in a beautiful village in Southern Michigan.

I would earnestly impress upon the minds of all those to whom this ad-

dress is dedicated the necessity and duty of being courteous and faithful to your employes and customers—very courteous and very faithful. As for myself, realizing from experience the strain upon good nature to which you are often subjected, I am indifferent to any sort of treatment if it be not absolutely rude; but my anger is aroused when I witness rudeness to a woman and constant negligence of the interests of an honest employer.

As it is for the boys behind the counter that this address is especially meant, I would remind you that intellectual culture, as far as it comes within your reach, should never be neglected. As far as possible keep well posted in the current events of the day. If your daily duties admonish you that your education has been neglected in some branches with which you ought to be familiar in order to be more useful to your employer, and which are necessary to your own rapid advancement, use every means available to fit yourself for all the requirements of your situation. A course of lessons at evening school, or business college if within your reach, would afford the best opportunity for improvement and would be time and money well spent. In your efforts I am aware that you will find yourselves somewhat handicapped, especially in any course of reading you may wish to pursue, from the general aversion on the part of employers to any kind of reading matter in sight during business hours. This difficulty may be overcome by reading at home, or at the Young Men's Christian Association rooms or some other good reading rooms. By all means give the Y. M. C. A. rooms your patronage in preference to the pool rooms. Cleanliness in all your habits and neatness in dress you should regard as of the first importance. Frequent visits to the bath and total abstinence from the use of tobacco in any form are great aids to advancement if not absolutely necessary to perfect success. At this point I am reminded of a conversation I overheard between two ladies as they came out of a popular fancy store in the city of Owosso a few days ago. One of them remarked to the other, "How very polite and obliging Mr. — always is." "Yes," was the reply, "but did you notice the odious stench of tobacco he carried about him?"

Besides the disgusting odor that is sickening in the nostrils of your fair customers, there are other more important physical reasons why you should shun it as you would a pestilence. A physician of great experience in the hospitals and private practice in an Eastern city has well defined it as that "bane of youth, that stupefier of expression and of intellect, that deadener of bright eyes and elastic limbs, tobacco." We all know that it lowers the nerve forces when smoked, greatly stimulates the desire for drink, creates a thirst that water will not quench and add to this the useless expense that it involves and is it not enough to make you shun the useless habit if you have not already acquired it, or use every mental effort you possess to over-

come it if you have? I am aware that many of my young friends who read the Tradesman will sneer at what they charge as a foolish prejudice against tobacco, but, depend upon it, maturer years will bring many of you to think as I do. Do not wait until the fitful flutterings of a cigarette heart or the premonitory symptoms of nicotine paralysis warn you that it is too late.

My friends, the ladies behind the counter—it will not be necessary for me to remind them that, in addition to uniform courtesy and politeness, to be tidily gowned without extravagance is an absolute requirement to success as a saleswoman. They seem to know that by intuition, as a walk through any of our up-to-date dry goods stores will fully demonstrate. As a rule you will meet with the most agreeable manners and a taste in dress that would not be out of place in a drawing room.

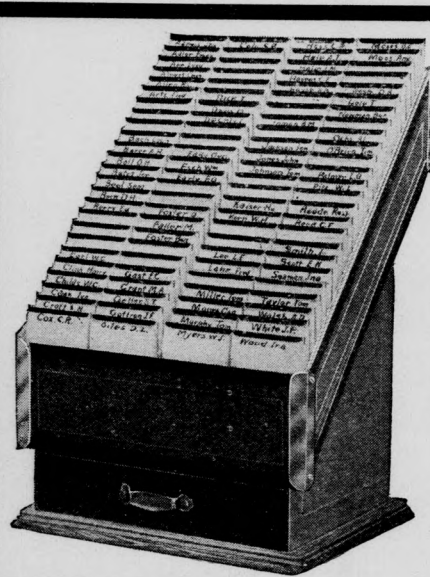
In conclusion I would admonish you all that the unwritten history of your own lives that you are making now will be very plainly written upon the tablets of your memories, to be recalled when your eyes have grown dim and your limbs are palsied with age. What shall the record be? A clean and useful life that has enjoyed seeing others around them made happy, honesty in dealing with all, integrity in public affairs, loyalty to your country and to God, justice to yourselves and charity to all, forgiving your enemies as you hope to be forgiven. If all of these are recorded to your credit when you reach the "lean and slippered age" and un-

roll the scroll of memory, then you may wrap your mantle around you, assured of sweet repose.

W. S. H. Welton.

## Legitimate Trade and Mail Order Trade.

With the eyes of all business men on the action by the courts on combinations for the restriction of trade there is no occasion for those who unite in co-operation for a commendable purpose to entertain any nervous anxiety. There is a need, however, for conservatism in any movement to protect legitimate trade interests. There is a strong disposition at the present time to unite in some method of counteracting the demoralizing effect of the mail order houses. Although well within the pale of the law, their methods of marketing goods have in far too many instances had a baleful influence in every respect. Those who conduct their business in conformity with the rules which have been established as legitimate through time-honored observance are outspoken in their testimony as to the generally low quality of the wares distributed by the catalogue houses and as to the demoralizing influence which the prices they have made have had on the business of the men who stand in the large city or at the crossroads to serve conveniently people in their vicinity. These tradesmen suffer from the comparison made with the prices they quote on high grade goods, which class of goods they must distribute to maintain their reputation in the community.



## 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



### The Earth a Steam Boiler.

Steam from the earth is the steam for to-morrow. It is proved beyond peradventure that the heat of the crust of the earth grows gradually greater from the surface inward. This varies with different localities. A thermometer lowered into the wells near Pittsburg and Wheeling showed an increase for every fifty feet. The temperature at the bottom of the Pittsburg well was 129 degrees. Suppose two holes were bored directly into the earth's surface 12,000 feet deep and fifty feet apart. According to the measurements made in the Pittsburg well, at the bottom there would be a temperature of more than 240 degrees, far above the boiling point of water. If heavy charges of dynamite or some other heavy explosive were to be lowered to the bottom of each hole and exploded simultaneously, and the process repeated many times, the two holes might have a sufficient connection established. The rocks will be cracked and fissured in all directions, as in deep oil wells when they are shot. If only one avenue were opened between the holes it would be enough. The shattering of the rocks around the base of the holes would turn the surrounding area into an immense hot water heater. The water poured down one hole in the earth would circulate through the cracks and fissures, the temperature of which would be more than 240 degrees, and in its passage it would be heated and turned to steam, which would pass to the earth's surface through the second hole. The pressure of such a column of steam would be enormous. Aside from the initial velocity of the steam, the descending column of cold water would exert a pressure of at least 5,000 pounds the square inch, which would drive up through the second hole everything movable. This done, the water heater would operate itself and a source of power thereby be established which would surpass anything now in use. It is estimated that the plan could be carried out near Pittsburg for \$50,000. The Yellowstone valley probably would yield commercial temperature at shallow depths.

### Heroism in Labor.

We agree with a contemporary who says there is plenty of heroism in common life. It may be a sort of passive heroism, but it is heroism just the same. He who does the hard task with cheerfulness, who shakes hands with hardship as if it were his friend, who bears his burden without complaint, who does drudgery with undaunted spirit—there is something of the hero in him. No one unless there is something of this spirit inside of him can rise above his task and be content. It is the unheroic who allow the task to master them. And especially is there heroic stuff in that man who goes cheerfully to the work that is uncongenial to him.

Morris tells us that art is the expression of a man's joy in his work. And he who faces the work he dislikes to do with cheerful spirit may not be an artist, but he has hero's blood in his veins. The father who

goes to a daily grind that does not fit his taste, but who does it joyfully because he can thereby minister to his own, is a hero—commonplace, perhaps, but a hero. The mother who takes up the drudgery of her household, not because it meets her pleasure, but because she finds joy in doing for her loved ones—she is heroic. Our human nature is full of this heroic action.

On the other hand, he who whines because his task is unfitting and sputters about it for sympathy's sake may get sympathy. But he will not get admiration because he does not deserve it. In its heart of hearts humanity loves the brave man who fights on to the death and goes down with the colors flying and the drums beating the march. It adores the hero who battles on with broken sword. Only its eyes are not open to see these things in everyday life.—El Paso Times.

### Build for To-morrow.

It is not enough that you have closed one successful day, although there is in it the promise of another day to-morrow.

The wise merchant is the one who founds his business on the rocks of good goods, fair prices, fair and square treatment, personal acquaintance with your customers and the inevitable square deal.

It benefits you nothing if in your merchandising you get the better of a buyer to-day because the buyer is sure to become cognizant of the fact and his trade is in the balance. One price is the rock of retail safety. Then there can be no aggrieved customers. The fact that you favor a customer in the matter of price makes him at once suspicious of the stability of your price and question whether or not some other customer is not more favored.

Peddlers, itinerant merchants, box-car merchants here to-day and away to-morrow care nothing for the aftermath, but the merchant who expects to continue in business can not afford to lose a single opportunity to strengthen his position.

Know your customers. Know them personally. Make a study of them as you do of the profession of merchandising. Know their resources. If you make a practice of this you will not lose so much. Know their tastes in groceries, in dry goods, in all things.

Knowing your trade is one of the most important aids to good merchandising. It is so much easier to suit your customers in short orders when you have them sized up as suggested. This leads to satisfaction.

### An Improvement.

"The Uncle Tom's Cabin show at the op'ry house last night was considerable better than when it was here a year ago," grimly said the landlord of the Pruntytown tavern.

"How so?" inquired the picture enlarger.

"O, they had one more dog and three less actors."

An umbrella in a crowd offers a splendid field for the exercise of vital religion.

## The Sun Never Sets

Where the

### Brilliant Lamp Burns

And No Other Light  
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

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

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

BRILLIANT GAS LAMP CO.

42 STATE ST.

CHICAGO, ILL.



### 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.

## Here's a Test Worth Trying

When she asks you, Mr. Grocer, for just "coffee," give her a can of Dwinell-Wright Co.'s "White House." She'll learn mighty quick, and in a couple of times she will, of her own accord, ask for "White House." It's a dead sure thing, and the responsibility is shifted from your shoulders on to hers. See? \* \* \*

SYMONS BROS. & CO.

Saginaw, Mich.





## THE POTATO MARKET.

## Promoter Believes That He Can Corner It.

Written for the Tradesman.

He was long and lean and his shoulders bent forward as if blown in by the winds of adversity. His headpiece was an old-fashioned "plug," which had been battered until it looked like an accordion. His coat was buttoned close about the neck. It was frayed at the wrists, and greasy in front, and faded to a dirty plum color at the back. His trousers were ragged at the bottom and shiny at the knees. Taken altogether he looked like a man who had missed all the red lights thrown out by Fate and blundered into the excavations of hard luck.

He walked into the grocery with a shyness which seemed to indicate a doubt concerning the character of his reception. The door was left on the latch, as if to expedite his journey to the outer air. He approached the grocer with a ragged and soiled fold of legalcap displayed in both dirty hands.

"Good morning," he said, with assumed dignity. "I see you are not busy at this time. Might I presume to present to your notice a little matter of business? Yes. I have no cards with me, unfortunately, but among business men that hardly is necessary. I am the man from the potato country."

The grocer sat down on the end of the counter and looked the man over critically.

"You look it," he said.

"Exactly. From the potato country. I'm offering an opportunity for investment. Chance of a lifetime. Dividends never less than 200 per cent., with a sum equal to the original capital placed in the reserve and undivided profits each year. This is one of the rules of the company. There are only a few shares for sale. How many shall I set aside for you?"

"What's the game?" asked the grocer.

"Ha! Ha! Ha!" laughed the visitor. "That is a very good name for it! Yes, a very good name! In fact, it is a game; but a game of skill, and not a game of chance. No, sir, not a game of chance. Skill, sir, is the word."

"All right," said the grocer, "go on. Dip in."

"I had supposed," began the visitor, "that every man, woman and child in the great Northwest understood the game, as you facetiously term it. As I said before, I am the man from the potato country; from the fertile fields of Northern Michigan, where the tubers grow as big as your head and where they can be bought for the insignificant sum of ten cents a bushel—ten cents, sir. You wouldn't believe it, sir, but they can often be bought for less than that—even for six cents. But we will, for the sake of argument, say ten cents a bushel the year round."

"You are doing a lot of talking without advancing the plot," said the grocer, who had once had a short story rejected by the editor of a ten-cent magazine. "Get down to the works."

"Briefly, then, I am in the city for

a few days for the purpose of selling a few—a very few—shares in the Great Northern Potato Company, Limited. We guarantee 200 per cent. dividend, and also guarantee to leave each year an equal sum in the undivided profits and reserve funds."

"You buy potatoes at ten cents a bushel," said the grocer. "That's all right. Now, what do you do with them?"

"Sell 'em for \$5 a bushel. Yes, sir, for \$5 a bushel. We are able to do this because we use my air-tight, moisture-proof, anti-combustible shield. This shield, sir, will in time revolutionize the world of commerce. We take the tubers from the ground. We boil 'em. We bake 'em. We French-fry 'em. We German-fry 'em. We cream 'em. We fix 'em in all the ways which will tempt the flagging appetite or please the blasé millionaire's taste. When they are ready we enclose 'em in one of my patent shields. Hot, and fresh, and bursting with the natural richness of the tuber, they are popped into one of my shields. Each potato has a shield, unless they are mashed. Each package has a shield. You can send 'em to the North Pole and open them there and you will find 'em just as good as the day they were put up. They also keep the heat, these shields. They will keep anything enclosed in their tenacious grasp, sir. Why, not long ago we received a letter from a man living exactly under the Equator. He wrote—"

The grocer began moving toward the door.

"I've got to go," he said.

"All right, I'll walk up to the bank with you. This man wrote that we ought to send out a little more cool air with our potatoes. He said that when he broke the shield off a baked potato it was just as hot and mealy as the day we had put it up. Now, what do you think of that for a proof of merit? Look here. You're in the provision business. You now have to go down cellar, or into the back room, or somewhere out of your ordinary line of duty to fill an order for a half bushel of potatoes. Well! You patronize the Great Northern Potato Company, Limited, and you don't have to do that. You step back to that shelf when you receive an order for potatoes. You say:

"Will you have 'em fried, or baked, or mashed, or creamed, or how?"

"The customer wants 'em mashed, for dinner, say. You take down a little package about as large as a brick, and there you are. There's your mashed potatoes! The customer takes 'em home and heats 'em in the oven, puts a little butter on top, and the men folks will swear that they were just taken from the kettle."

The grocer stopped at the front door.

"I don't want any stock," he said. "I own a big potato farm out here, and I don't want that sort of competition."

"Ah! Then you are just the man I'm looking for. You see, we need a farm close to the city to start with. We can't be bothered with freight delays, and all that. The fact that we should have to pay you about a

dollar a bushel for your potatoes would not matter. Observe the selling price! That is where we come in. On the selling price. And the shipping point is something, too. Now, you can have 100 shares of this stock, original price \$10 a share, for \$50. How does that strike you? We are about to launch an enterprise that will astound the world, and you can get in on the ground floor for 50 cents a share—half a dollar, five dimes, two quarters. Do you hesitate? Then I'll give you a written guarantee to take the stock off your hands in ten days at an advance of 100 per cent."

"You talk like a mining company's advertisement in a mail order paper," said the grocer. "Why don't you

## My Personally Conducted Sale Will Help You

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

**B. H. Comstock, Sales Specialist**  
933 Mich. Trust Bldg.  
GRAND RAPIDS, MICHIGAN

## GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

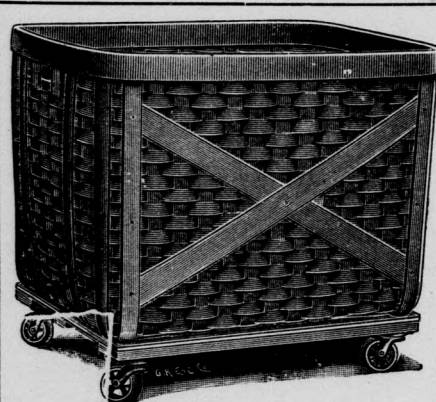
Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

## 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.



keep the stock if it is going up so fast?"

"It is the expenditure of the money we are getting for stock which bounces up the price. You still hesitate? Then, let me make you one last offer—let me make one more attempt to place you in the Rockefeller row. Give me a chance to put you in the Hall of Fame as one of the men who rejuvenated the world by investing in the Great Northern Potato Company, Limited."

"What is your patent shield made of?" asked the grocer.

"Ah! That is my secret! Millions will be benefited by it, but none shall ever know the secret. Not until I cease to be. Let me tell you what it will do: You take a pig two months old—a roaster. You clean and dress this pig, and roast him, and get him all ready for the table. Stick a carving knife in him if you want to and have him stuffed with oysters, then you treat him with a little of my air-tight, moisture-proof, anti-combustible shield preparation. There you are. You may ship this pig to a friend at Manila, or a chum at St. Petersburg, or put it on a ship going around the world. When the shield is removed that pig will be just as rich, and juicy, and crisp on the outside as if it had just been taken from the oven."

The visitor's mouth watered as he talked of the juiciness and crispness of the roast pig, and he looked so hungry and so tired, and so nervy under all his burdens of poverty and wrong-headedness that the grocer began to feel sorry for him.

"And you still hesitate? Then I'll tell you what I'll do: I'll sell you the 100 shares of stock in the Great Northern Company, Limited, for \$25, and guarantee to take it off your hands in a week at \$100. This is the best offer ever made. In addition I'll let you into the secret of the shield which is to revolutionize the world. Now, then?"

The grocer backed out of the door.

"If that won't answer—"

The grocer was halfway to the corner, but the visitor had him by the tail of his coat.

"If you could advance me \$1—only four quarters, ten dimes—on a quantity of stock in the Great Northern," he said, "I'd esteem it as a favor. I'm expecting a couple of thousand from a financial concern in the East, and I'll return the money at exactly 2:30 to-morrow afternoon."

The grocer handed out the dollar.

"Go back to the store," he said, "and tell the clerk to give you a can of beans and some crackers and cheese. A man with the imagination and the nerve you have has no right to go about hungry."

And the grocer found him still eating when he returned from the bank.

Alfred B. Tozer.

#### Dead Heads.

"Conductor," said the gasping passenger, vainly trying to raise a window, "there are at least a billion microbes in this car."

"You ought to be able to stand that if the company can," growled the street car conductor. "We don't get a blamed cent for carrying 'em."

#### Promoted for Being Polite—Discharged for Being Rude.

This is the day of little things, and the worker who can do half a dozen little things perfectly has a better chance of recognition and success than he who can do one big thing well, but whose execution of the little things of life is faulty.

It requires no wonderful equipment of intellect to tell a man that when at a restaurant another man stops at his table to talk to him or to the woman that he is with he should rise and remain standing until the visitor asks him to sit down. Anybody ought to know this. Yet because one man remembered it and did it one night in a cafe in Chicago at which his employer, unknown to him, happened to be dining, the polite man got a better job.

"I can use men who understand the little things of life," the employer said. "That man did not wear the silly grin that many men think should be the inseparable companion of little acts of graciousness. He seemed to be respecting himself and the man for whom he rose. The chances are that if he were placed in another position in which courtesy would be of value to the house as well as to himself he would be courteous. I can't get too many of that kind of men."

An able man once lost a good job simply because he looked over the shoulder of his boss, who was reading a newspaper. The boss was not interested in the newspaper. He willingly would have passed it to Mr. Inquisitive if the latter had expressed a wish for it. But asking for what he wanted was not the other's way. He rubbed over the boss' shoulder and he rubbed himself out of a job.

A man may be the most honest and able man in the world, but in the few minutes' conversation he has with a newly met acquaintance on the street or in the store or the office or the shop he has no chance to prove this.

The man he meets is impressed by the way he handles himself, not by the qualities that may be inherent in him and that may form his chief claim to distinction. Upon first meeting there is no opportunity for the possessor of those shining and sterling attributes to prove that he has them. For all the man who has just met him knows he may be the brightest man in the world or the thickest headed dullard. The first impression, which is likely to be a lasting one, or, if it is not lasting, it requires evidence to remove it, is formed upon what the man looks like and what he says.

And he can not say anything that can counterbalance an unfortunate manner. As Emerson says, "How can I listen to what you say when what you are is thundering in my ears?"

It is up to the man who wants to get ahead fast and surely to be agreeable to those people he meets. Courtesy is the small change of life. Everybody ought to have some of it in his pockets. Yet there are hundreds of breaches of the simplest rules committed every day and by

people that ought to know better. Sometimes they amount to nothing. They may be committed in the presence of people who themselves know no better or who do not care. But there always is the chance that, like the employer who was lining in the restaurant and like the employer who was reading the newspaper, some man whose opinion counts may be around.

Men in business find that they get along with little friction simply by thinking of others instead of themselves in connection with the small, courteous trifles of life. A man who always is thinking of himself is bound to be awkward and to be put out of countenance many times because all things can not go to please him. The man who is thinking of the comfort and well being of those with whom he happens to be thrown in contact seldom is embarrassed. He always is looking for a chance to do a friendly turn to somebody else. Every time he finds such an opportunity he finds at the same time a little cement with which he unconsciously cements closer to him and to his interests the men for whom he has done the little favors.

It is by the little things that men climb. Many a man who might have done tremendously well has been held back and handicapped simply because he has held the foolish opinion that the man who is courteous and friendly shows in some way his inferiority. As a matter of fact, it is the best man who in most cases has the best manners. But whether the man is best or worst, he helps his case immensely upon its first presentation by having some manners and using them.

N. L. Low.

If all the cigars smoked in the world each day were rolled into one, the man smoking it could light it on the center of the sun and use the moon for an ash tray. He would be, in proportion to the cigar, so tall that he would have been dead and buried ten thousand years before he heard his wife telling him that he was smoking too much.

## 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

## The National Cream Separator

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

**Hastings Industrial Company**

General Sales Agents

Chicago, Ill.

## DIVIDEND No. 38.

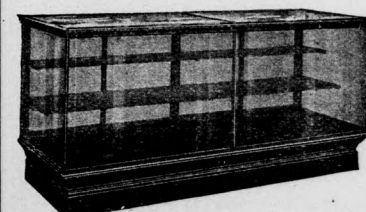
The checks, more than 2,100 of them, for the thirty-eighth regular quarterly dividend of two per cent, on the issued capital of the Citizens Telephone Co. to the amount of \$49,648.91 were mailed on January 19.

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.

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



## HE KNEW TOO MUCH.

## Even Education May Unfit a Weak Brain.

Written for the Tradesman.

The young drug clerk had just received his certificate from the State Board and had an idea that he was about the only person in the world who really knew anything about chemistry. To his mind a test-tube was greater than a battle ship like the Oregon. He knew all about drugs, and he didn't care who knew it.

But knowledge is a good deal like a diamond: if you don't show it people will not know that you possess it. Who would buy a thousand-dollar diamond and hide it under the lapel of his coat? Who would learn all about the ingredients of the things sold in drug stores and keep the knowledge secreted under a fairly even part of brown hair? Not this young clerk, to be sure. So the clerk talked confidentially with his customers, while the proprietor said things under his breath and hoped he'd get over it.

One day a dainty thing in a violet suit and a picture hat that was a wonder came to the clerk and asked for rouge. Of course she blushed as she mentioned the thing she wanted, possibly just to show the clerk that the red stuff wasn't for her pretty cheeks. And, really, she didn't need it for that purpose, for the red blood showed through the velvet surface of her transparent skin like anything, and the clerk was quite fascinated. He stepped to the toilet case and took out the article required.

"I was told to be sure and get the genuine thing," said Miss Beautiful, with a fascinating pair of eyes fixed upon the clerk's face. "There are so many imitations in the market, you know, that—"

"Oh, this is the genuine thing," interrupted the clerk. "I really can't see why any one should imitate this sort of thing."

"Couldn't it be made cheaper if they adulterated it?" asked the girl. "I'm just afraid to use it, anyway, because there might be some harmful thing in it. You're sure this is pure?"

"Absolutely," said the clerk.

"Funny stuff, isn't it?" asked the girl. "I wonder what it's made of?"

Right here is where she made a mistake. The clerk had been aching every minute since her appearance to show her that he wasn't any common drug clerk, that he knew a thing or two about science, and was long on the whenceness of things, even if he did work for a stipend of \$7 per. Here was a chance to get into the lime light, and he lost no time in doing so.

"It is made of Venetian red and iron pigment," he said, loftily. "These materials are cheap enough, but the process of manufacture is expensive, and that's what makes rouge so costly."

The boss shook his fist at the clerk, and acted as if he was getting ready to throw something, but the clerk was too busy with his burning thoughts to notice what was going on at the back end of the store.

"To be honest about it," continued the misguided clerk, "the materials come mostly from the old tin things

which are thrown out into alleys and picked up by peddlers."

"It must be awfully nice to know so much about everything," giggled the girl. The boss was wishing that a fire would break out, or the soda fountain would explode, just to prevent his going forward and killing the clerk.

"It's all in the business," continued the clerk, joyfully, for the flower showers which came his way were not many and not of a character to cherish fondly. "You see this rouge is made of a by-product."

"The idea!"

The girl didn't know a by-product from a rough weather signal, but she wanted the clerk to think she did, and so they talked, all unconscious of the danger signal which was flying in the rear of the store.

"You wouldn't think, to see a load of old tin go rattling through the streets, that this beautiful product came from it," continued the clerk.

"Why, I should think it would cut the—the face, you know," ventured the girl.

The clerk smiled superiorly.

"Our tin things," resumed the young man, "are not tin. They are iron washed with tin."

"Fawncy!" said the girl.

"And they put the old tin cans and things into a pickle—"

"Mercy! And is that where the pickles get so—so—"

The boss was approaching.

"Oh, it's not the kind of pickles you're thinking of," blushed the clerk, "not the kind you get at restaurants, you know, in a little long dish, but a pickle made of acids and water."

"My, but it's interesting!" faltered the girl, beginning to back away.

"It's a very interesting study," replied the youth. "The acids and water leave the iron clean, you know, but there is the sediment in the water. Then there is a finely divided iron rust floating in the water."

The beautiful creature laid the rouge down on the show case and looked out into the street.

"The very idea!" she said.

The boss got within pinching distance, but just then the clerk side-stepped, and the muscular motion which would have relieved his arm of about half a pound of flesh went to waste.

"Then this water is evaporated," said the clerk, but the girl stopped him.

"Why, aren't there microbes and such wiggly things in alleys?" she asked.

"Of course," replied the clerk, "but the process—"

"Won't they bite if you get them on your face?"

"Oh, but the process the Venetian red and the iron pigment are put through—"

"I've heard papa say that you just can't kill microbes," said the girl. "Do you suppose they could get out of that box and bite through my glove?"

"Oh, but there are no microbes there," hastily explained the clerk.

The boss was reaching down under the counter for something heavy

enough to drive the clerk through the floor into the basement, where he could finish him with approved methods of torture.

"You said they got this rouge off alley cans," said the girl. "How do I know that there isn't one of those alley microbes crawling on my new hat this minute? I should think you'd be ashamed to sell such things."

"But this Venetian red," began the clerk, "is—"

The girl pushed the rouge away and moved toward the door.

"I know I shall see them in my sleep!" she wailed.

"If you'll just wait a minute," began the clerk.

Miss Beautiful tilted her chin and made for the door. There surely was now no need of rouge on her pretty face.

The boss stepped forward.

"I wouldn't like to have you leave the store thinking—"

The girl turned an angry face.

"Mercy!" she cried. "Have you got a new line of the things they get in alleys?"

"But that fool clerk—"

The fair creature bounced out of the store and made for the corner.

The clerk saw the boss reaching for him and made a run for the door.

The girl saw the clerk escaping from the vengeance of the boss and thought he was pursuing her.

When the clerk reached the side of the big policeman who was trying to quiet the fears of the girl the minion of the law dropped the girl and took him by the neck.

"What does this mean?" demanded

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



Get our prices and try our work when you need

## Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

## ANNOUNCEMENT

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

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

Serial No. 2688

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

Battle Creek, Mich., Jan. 2, 1907

### WHOLESALE GROCERS:—

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

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

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

Yours very truly,

HYGIENIC FOOD COMPANY



the clerk, who seemed to see all the great facts of nature getting into a muddle. "Take your hands off me!"

"Be aisy, now!" said the officer.

"He's crazy," said the girl, "and he's been putting things on me that he caught on tin cans in the alley."

"I just tried to explain," the clerk started to say, but the boss came up and said to the policeman:

"He's crazy. Take him in. Crazy as a March hare!"

The policeman made a grab at the druggist.

"He's crazy, too," said the girl. "I just know he's got a handful of something to throw at me."

"Be aisy, now," repeated the policeman.

But the druggist got back to his store just about a foot ahead of the officer and made explanations through a locked and bolted door.

The clerk came back for his coat late that night. The girl never came back at all, and all her friends think the store the abode of lunatics. The druggist now has a clerk 75 years old, who won't answer a civil question.

Alfred B. Tozer.

#### How Trifles Sometimes Cost Applicants Desired Positions.

"How shall I find a job?"

There is no one question in all this industrial and commercial age more frequently uttered and more generally hard to answer by the person who reiterates it or by the one who is expected to make the suggestion.

"What kind of a job?" one may ask, only to receive the still harder implied question, "Oh, anything! I need the money." Or, at the other extreme, the optimistic one in too full confidence suggests that he is no common type of salaried man—that something approaching his real worth, without having to work up to it, would appeal to him at the moment.

In comparison it is almost nonessential to make the point that this is an age of specialties, and of special men of special training. It is between these two types only that a lay suggestion has a hope of carrying—between the man who wants anything and the man who is seeking to put a slipnoose around a star.

For the man anywhere seeking a position at anything for which he is competent it is lost sight of that in an application for a position the greatest impediment to securing a place is the personality of the applicant. Men in the business world of long experience are disposed to overrate their ability to read character and judge of the fitness of men. Long ago the best cerebral diagnosis of the most popular phrenologist became discredited with the masses. Ask the keenest of neurologists, alienists and psychologists of to-day to look over a man and attempt a reading of his character save on the broadest lines above mediocrity, and a fee will not tempt the expert to put himself upon record. But the business man without professional record at stake persists in his character reading of his applicants.

In most of these judgments of an applicant the business man is the instrument of his own prejudices.

There are a few things in the manner, speech and actions of his fellow men which he detests. For an applicant to give expression to even one of these shortcomings of the employer's measure is for the applicant to lose all hope. Manifestly it is impossible for the average applicant to find a line on these petty prejudices in detail. Yet as manifestly the proposition comes home to the applicant that he, too, might profit a little by character reading of his prospective employer.

I think I have done my full individual share in this world as an unlicensed and unpaid labor agent. I feel that the number of occasions on which I have brought a worker to a prospective employer, if reduced to a total in figures, might surprise even myself. Yet how many times I have brought this prospective employe to an employer and seen and felt the applicant more surely shatter every chance he might have had than if he had made a week's study of the means of failure!

Types for all positions naturally are conceded. Uncouthness of manner, for example, would have little bearing in the case of a sober, sturdy man seeking the position of stoker in a boiler house. But in many of the most promising positions for men in higher places the merest suggestion of such a thing is ruinous to all prospects.

I recall a case in which I accompanied a young man of considerable ability and promise to the private office of a friend, asking consideration for the young man for a position which I knew to be vacant. We sat down in the office and the employer began to question the young man. Doubtless the young fellow was nervous—perhaps a little ill at ease—but in the first three minutes of the interview I saw every possible chance that he might have had fade into nothingness. In the beginning the action was the crossing of one ankle over his knee and the rubbing of one corner of the mahogany desk with the toe of his shoe; the last straw was the thrusting of both feet against the base of the employer's revolving chair, one leg crossed over the other as if applicant might have been employer stretched at ease. Yet in leaving that private office that young man expressed disappointment that my recommendations had proved unsuccessful.

It would be too much to say that there are not lines of work in the world where such evidences of easy sang froid might be regarded favorably by a prospective employer. But there are a thousand other lines where the unmannerliness of such an action might call for rebuke on the part of the man giving audience to the applicant.

There are few places in the world where the expression of innate good breeding is misunderstood. For a young man to receive good breeding it is anticipated that he must have courage and backbone. Without these constitutional requisites breeding becomes a cloak for shams, but with them the two qualities are set off in the most primitive company. The logging camp in the great woods will

not be long in recognizing that breeding has a purpose in the world of men.

Few young men appreciate how the nervous temperament in busy men makes them intolerant of the small laxities of speech and manner. Prepare for this condition, for it exists. If you can command experience of men, prepare to make use of the knowledge. Remember that the prospective employer is "sizing you up" from the moment he fixes his eyes upon you. Prepare to do a little "sizing up" on your own account. If he be of the nervous temperament and under nervous strain, size him up. Meet his nervous exactions if you can—be sure that no pose, speech or mannerism of yours is likely to ruffle or offend. Let him lead—you will have done quite enough if you can follow.

R. N. Horace.

#### We Need More Such Men.

He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose memory a benediction.

J. L. Stanley.

He who commences many things finishes few.

## Mica Axle Grease

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

## Hand Separator Oil

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

**Standard Oil Co.**  
Grand Rapids, Mich.

## CHILD, HULSWIT & CO.

INCORPORATED.

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## 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

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GRAND RAPIDS

DETROIT OFFICE, PENOBSCOT BUILDING

## Pure Apple Cider Vinegar

Absolutely Pure

Made From Apples

Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

**Williams Bros. Co., Manufacturers**

Detroit, Michigan

## U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

## Pure Horse Radish



If your wife doesn't suit you

Adopt your mother-in-law.

"AS YOU LIKE IT" horse radish

Is the best you ever saw.



## SUNNY SOUTHLAND.

## Grand Rapids Man Enjoying Himself in Florida.

Written for the Tradesman.

Miami, Fla., March 2—Your suggestion that I write a letter to the Tradesman is, for me at least, a good one and a happy solution of a problem. I am, thank God, blessed with many friends and so many of them put in requisitions for letters that it was a serious question to me how I was going to comply, as I am too poor to carry with me a competent stenographer—or any other kind—and too lazy to write them all myself, so you can readily see what a godsend that suggestion of yours was and the reason I avail myself of its advantages. I am going to write you the letter and let you distribute it. Only those who wish to need read, no compulsion about it, so no harm done.

As you are aware I have contracted the last two or three years the habit of dodging our severe February and March weather by a visit to the Sunny South, where the birds are ever singing, the flowers always blooming and the hotel keepers ready and anxious to relieve us of any financial burdens we are carrying about us in our pocketbooks.

Originally I came for my health, but I think now that I am under some obligations to my good friends, Fowle, Udell and others in the fuel business, who have slowly but surely elevated the prices of that very necessary article so far heavenward that I am forced, from economical motives, to keep up the habit and they, consequently, contribute to some extent towards expenses. I hereby tender to them my thanks.

It's a perfect morning, as it has been every morning since our arrival, the mercury standing at 72 deg., and at noon it will be in order to stick to the shady side of the street. It is hard to realize that you people up in Michigan are wading around in the snow.

Now I will not weary you with an extended account of our trip from Grand Rapids to New York over the Grand Trunk and Lehigh Valley Railroads, although I might relate many amusing incidents along the route. Suffice it to say it was a very pleasant ride. The route of the Lehigh Valley is always very, very fine. I

will say this, however: The way to come to Florida, if you have the time—and those who come are, of course, supposed to have all there is—is to go to New York and sail from there to Jacksonville via the Clyde Line. The steamer was large enough—although of course not a Cunarder—was clean and comfortable, the ship's officers were pleasant and accommodating and the table was good. We enjoyed the trip exceedingly. Stopped about ten hours at Charleston and had a good opportunity to see that interesting old war town, with its famous old forts, Sumpter and Moultrie, its narrow old-fashioned streets, its climbing honeysuckles and wisteria vines, its old Saint Michael's church, where long, long ago worshipped George Washington and Lafayette.

As we waited before turning into one of its narrow streets for a mule cart to come out, old Captain MacGee, who was riding with us, remarked: "Now if that mule would tip his ear just a little the other way there would be plenty of room." The Captain is a "jolly old sea dog" and related to me a story about a trip he was making once. In the company was a good-natured priest, who kept continually firing at passing flocks of ducks, without ever hitting one but succeeding splendidly in scaring them away so that no one else could. At last one of the party, a little out of patience, remarked, "Well, if you don't do better work in your congregation than here you won't accomplish much good." "Ah!" replied His Reverence, "if I succeed in scaring them half as bad I will be content."

We reached Jacksonville at 10 a. m. and, having made the acquaintance of some very charming people on the steamer who were going up the Saint Johns River to Sanford, concluded we would change our proposed all-rail route to Miami and go up the river with them. The Saint Johns is a noble river and the trip was very enjoyable.

We sailed at 3 p. m. on the steamer Frederick De Barry, after a pleasant call on our old friend, Arthur Meigs, and his family, whom we found well and happy.

About the first thing we "ran up against" on the boat was a merry scrap between two darkies to settle the important question of who should

own a certain colored girl. Such questions often lead to serious differences of opinion, you know. They were having a regular "monkey and parrot" time of it when the Amazonian stewardess suddenly appeared on the scene and it rapidly changed. She cuffed them right and left, using her tongue meanwhile quite as liberally as her hands, and soon set them to thinking. She was a veritable Napoleon at quelling riots, although she did not particularly resemble him in other ways. Explaining the matter to me afterwards she said: "Oh, dem ole fool niggahs! Yo' can't do anyt'ing wid 'em, but I'll larn 'em, I'll larn 'em." And she certainly did—she was a whole college faculty in that line.

Everything then ran smoothly until supertime, and over that I would fain draw a veil. But someone has said that the best thing one can do who has made a mistake is to warn others so that they will not fall into the same error, so I will say to any one and every one contemplating this trip: "Provide yourself with lunches in Jacksonville before sailing." The table on the Clyde Line of ocean steamers is good, and I am sorry I can not say as much for their river steamers, but they haven't given it much attention, I fear, and it is simply "the limit;" I smell 'em yet. Why, one of those meals would make a mummy seasick in the middle of the Sahara. We profited, however, by our experience at supertime and for breakfast took ours in "original packages" only, such as oranges, bananas, crackers, eggs boiled in the shell, etc., and examined carefully to see that "signatures on each were genuine" and "seals unbroken." I suggested to the waiter that it would be economy in dishes to have the milk and cream served in the same pitcher, with two spouts labeled respectively "Cream" and "Milk;" but the joke was lost on him. He solemnly replied, "Yes, sah," and I felt guilty.

The night ride is through the river in its widest parts, stretching out often into lakes, but in the morning you reach the narrow river, where it is very pretty and interesting. The banks are lined with palms and various colored vegetation of all kinds, contrasting beautifully and forming a magnificent view. They say the river is full of alligators, but I didn't

see any. Small loss, as I don't hanker after either 'gators or turtles. Occasionally you see dreary little habitations with two or three Florida crackers sitting outside sunning themselves, apparently well content. To me hell would have at least this one advantage, company.

We reached Sanford at 10 a. m., a rather nice little town claiming 2,000 inhabitants, but I think they must include the fish in Lake Monroe, on which it is situated. We had to put in the time until 11:35 in some way. Our very pleasant companions, Mr. and Mrs. Henry Morgan, of Brooklyn, left us here, so we seated ourselves on the hotel porch, after a walk of inspection around the town, and rested. An attache of the hotel asked us if we intended leaving on the 11:35 train and we replied, "Yes." "Well," said he, very politely, "it is twenty minutes late." We thanked him and set our minds at ease and about five minutes before train time (11:35) sauntered

## ATLAS MASON JARS

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

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

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Great Variety, \$8.50 to \$350.00

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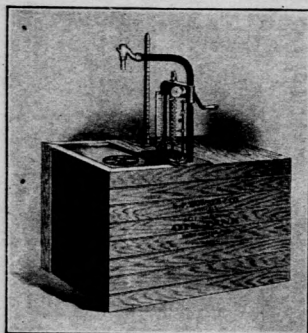
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## Delivery Wagons

We have an extensive line of wagons, and if you expect to buy one it will pay you to see our line before placing your order.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.



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## Gain More Oil Customers

Bowser Self-Measuring, Self-Computing Oil Tanks bring you more trade because customers appreciate the fact that the oil is drawn instantly, that the measure is always accurate, that the oil is pure, and that the store itself is so clean.

Besides bringing new customers, the Bowser increases the profits on all sales made by preventing evaporation, leakage, waste, over-flow and over-measurement.

The Bowser costs you nothing because it is paid for by the money you are now losing.

Write now for free booklet M explaining the many Bowser styles.

S. F. BOWSER & CO., INC.

Fort Wayne, Indiana

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



leisurely down to the depot—just in time to see the train pulling out. Well, your Uncle and Auntie made some rapid moves for about thirty seconds. They would have made interesting moving picture subjects for our friends—and our minds were exercising themselves pretty lively, too, I guess. I know I would like to have seen that young man for about a minute before we left; but it's probably just as well I didn't. We got aboard all right and he did not accomplish his "hellish design," which was simply to "hang us up" at his tavern for a day. The train, we learned, was made up there; it was, in fact, the end of the stub line and, of course, was never late. I wonder how many poor unfortunates he succeeded better with. I am remembering him in my prayers.

We reached the main line of the F. E. C. R. R. on time, but the fast train for Miami had passed half an hour before. Did you ever realize how dead sure a train is to be on time when you are not? And did you ever see anything quite so slow as a baggage man about traintime—ever note how deliberately he does things?

We concluded to wait for the fast train next day, so registered at the "Indian River House." It is a melancholy ruin, a "has been," and all around are signs of its departed glory, what had once been beautiful grounds—roses, oleanders, palms and shaded walks—now grown up to weeds. Probably not one-third of the building is now in use and it looked lonesome and made us feel homesick. On entering, however, one thing we found retained all its youthful vigor and voice: the office bell. It was not surpassed by either that of the Ponce de Leon or Royal Poinciana, and the proprietor seemed to have an idea that it made amends for all deficiencies and evidently took immense satisfaction in pounding it vigorously and then flying around in front of the desk and answering it in person. He was a very condensed individual, embodying in himself proprietor, book-keeper, cashier, chief clerk, night clerk, porter and bell boy; but he was pleasant, accommodating and entertaining. Another very important feature in this temple of hospitality had evidently been retained and that was the cook. The meals were good and even the table linen and china might not compare

unfavorably with The Morton. But the beds! Oh, the beds! Well, they were clean, so much can be truthfully said; but they were anything but downy couches, in fact seemed to be made of putty or some similar material, and the forms of those who had rested(?) in them from time to time had formed a sort of composite mould that fit nobody and in which it was impossible to turn over. Besides, the putty had gradually hardened, as putty will, you know, in time, and as I lay there I mentally likened myself to a kind of bas-relief, as it were, and imagined what a handsome figure I would make in a nice black frame. However, we would have slept fairly well had it not been for the cursed Southern roosters, which don't seem to know night from day and crow all night long. Now, why they do this I can not imagine. I noticed, though, that the hens all stuffed their ears with cotton on retiring; and I have developed a fearful appetite for roosters.

I like 'em fried and I like 'em broiled and I like 'em baked with rice; In fact, cooked roosters in any style are particularly nice.

You know what a reputation the colored man has for an appetite for chickens. Well, for me the mystery is solved, I don't blame him. As I lay there in misery the following suggested itself to me and I proceeded to put it on paper in the morning:

And the rooster, never slowing,  
Still is crowing, still is crowing,  
Crowing louder, louder, louder than  
he ever did before!  
And his crowing has the meaning  
Of a demon mad and screaming,  
And the moonlight o'er him streaming  
Shows him bigger than before.  
Will he ever stop that crowing?  
Quoth the rooster, "Nevermore!"

(With apologies to Ed. Poe.)  
And later on came this:

Nobody sleeps 'cause the roosters  
They don't sleep at all,  
But crow all night till broad daylight  
As loud as they can bawl.  
Nobody cries but the roosters  
When they go into the pot;  
Nobody sighs when the chicken pies  
Come on to the table hot!

We left this town at 12:56 p. m. and after a 7-hour ride of some two hundred miles farther south on the railroad of Uncle Henry Flagler, as he is familiarly known, reached Miami.  
Heman G. Barlow.

#### How Will Square Toes Take?

This question is being debated by last manufacturers, shoe manufacturers and retailers of footwear. The square toed, short vamp effects are being brought forward in shoes for the fall and winter of 1907, and their popularity is a question of no little interest to all concerned. A good number of shoe manufacturers feel that the public will welcome a change from the pointed toe, which has had a long run, to a square toe last. Again, on the other hand, there are makers of high grade footwear who ridicule such change as going "from the sublime to the ridiculous," and look upon their bringing them forward as a hopeless case. While the controversy is going on, there is much in favor of the square toed shoe. First, there is a marked saving in the cost of cutting leather, which is decidedly profitable to the manufacturer, because the last is a full size smaller than lasts now in vogue, and means a saving in both sole and upper stock. The square toe last suggests cutting off the toes of the pointed toe lasts now in use. To do this means trouble, because doctoring up lasts in this manner means ill-fitting lasts, inasmuch as the last would be too full across the ball of the foot and let the foot go forward in the shoe instead of holding it back in the manner which properly-special-made, square toed lasts would do. Cut-off lasts would kill the new styles, as it would be impossible to get perfect fitters. Ill-fitting shoes relegate shoes to the P. M. pile quicker than anything else. The public is anxious to get "something new in footwear style," and there need not be any fear in bringing out the square toed shoe provided they are made on the proper lasts with correct patterns, as every shoeman knows that the shorter shoe is best adapted for easy walking and has a snappier, more stylish effect. They will become popular, too. Let them come.—Shoe Trade Journal.

You can not lift the world by pulling down your face.



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.  
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## 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



## LITTLE MISTAKES.

## They Are Serious Handicaps To an Established Business.

Errors of routine long have been regarded as the most serious handicaps of established business. In the first place the error of routine always appears a needless error. It is hard to explain satisfactorily.

"What is the matter with your organization?" is the inevitable counter question when a customer making enquiry of methods is told just how the error came about.

In the business of this house most of the complaints come from out of town, either by telegraph or mail. In the system devised for discovering "What is the matter with our organization?" a mail clerk and corps of assistants are established whose duty it is to open all office mail not directed personally to officials and heads of departments. A clock dating machine marks the day, hour and minute of the receipt of a letter.

Mail matter in the ordinary routine of business is passed on up to the proper place in the proper department. All mail matter complaining of errors in any department of the business is passed on to the complaint clerk of the house, whose duty it is to start the first move for fixing the responsibility for the mistake that is complained of. Acting in conjunction with the complaint clerk is an organized body made up of representatives of several departments of the house. Wherever a complaint seems to be of sufficient weight to prompt investigation and the necessity of placing the personal responsibility, this board is required to investigate the circumstances and return a finding. Unless the general manager shall find reason to intercede, the finding of this body is final and without appeal.

If the error be a minor one, not likely to recur in the course of business, a notification of the error to the proper department head for righting is sufficient to dismiss the incident at his discretion.

In the comparatively short life of this system in this one house the absurdity of certain types of errors already has been made manifest in a striking way. One of these errors in good business method may be described in point:

One of the house's customers at a distance sent in an order for goods from a small Western city, inclosing his personal check for \$7, referring to the check by number and amount in the letter which inclosed the commercial paper. But through an oversight on the part of the customer the stenographic letter enveloping the check was not signed. Several weeks after the receipt of the first letter inclosing the check, and after the formation of the complaint bureau, this new department of complaints received a letter of enquiry from the customer asking reasons for the delay in shipping. As the date of the first letter antedated the complaint bureau itself there was additional interest in running the matter down.

It was found that this unsigned letter which named the bank on which the signed check had been

drawn, the check number, and the check total, had been "held up" in the order department awaiting this second letter of protest in order that the name of the man might be discovered. In this process of retention this order had passed through the hands of six persons in the department and had been held by each of them on account of the absence of the customer's name from the order letter, although it had been signed properly to the check! And to a described \$7 check from a town of 10,000 population in Kansas!

In tracing this order through the many hands in the house it was discovered that when the letter was opened the mail clerk had passed the check to the cashier and the order letter to the shipping clerk. When the shipping clerk was asked to explain he showed that the check had not been seen at all in his department; that, therefore, his department was not responsible.

"But the name of the town, the name of the bank, the number of the check and its amount were all recited in the order letter," contended the inquisition board.

"But the check was gone—gone long before," was the reply. "What chance had we to discover the name, which hadn't been signed to the letter?"

Yet scarcely one door away from the office of this house was the bank with which the house did business, and a messenger sent to the bank with the memoranda that was in this order letter could have had the name of the careless correspondent in fif-

teen minutes! Instead the order had been held up three weeks for the lack of that one easily found necessity!

At least this plan for tracing mistakes of detail is promising the house an immunity from the small personal and departmental frictions of a great business that so inevitably follow a complaint serious enough to involve two or more departments, each of which may be seeking to escape responsibility.

In such a case where two or more departments may have been involved and where no one of them has final jurisdiction, the controversy—for lack of some final authority to settle the case—may become such as to disorganize an otherwise admirable esprit de corps. The general manager may not think it important enough to call up for a hearing to the end, he may not have the time for the investigation. Self-interest, or often an inability of the one in error to recognize his responsibility, may prompt all possible parties to an attitude of self-defense against all charges. All of which leaves the too busy manager himself in doubt of the proper place in which to ask for greater concentration and attention to detail.

In these days of the philosophy of "get the business," it has been too easy for the business man to overlook the necessity of delivering the goods. A salesman who might sell a thousand orders a day for 300 days in the year would have to go out of service in a week if his house could deliver only 500 orders a day.

In the smooth running organization of a great business lies its greatest

strength. No salesman can represent in whole hearted manner a business house whose methods are such as to make prompt delivery of his sales an uncertainty. There is something wrong in a business organization where customers' complaints are looked to as one of the inevitable, never-failing concomitants of that business. Merely to correct errors when a customer has pressed the error home to the house and taking no means to discover the cause of the error and prevent it in the future is not consistent with good business methods. Neither manager nor customer can find assurance for the future in the circumstance.

Mistakes of routine probably never will become impossible anywhere. At the same time the mistake of routine may be among the most serious that happen to any business. The suggestion of needlessness in the error almost always is present, and doubly so to the customer who has been the victim of it.

In this manner a system in any business which will show where mistakes are made and which will go further, investigating why they are made and everywhere planning to make a similar mistake again impossible, is a system which ought to appear worth while. Irwin Ellis.

Is it strange that the heart is starved when we give it neither food nor mealtimes?

You do not have much faith in your Father unless you have some in his family.



If you are wandering in the desert of dissatisfaction, if you want to get out of the burning sands of competition, the Kar-a-van is the oasis to which you should turn your attention. At the pool of trade, in the stores and in thousands of homes it is filling a long felt want, and filling it so completely that there is no room for doubt or argument.

JOIN THE KAR-A-VAN CROWD

Sell **KAR-A-VAN** Coffee

A complete line under one Brand, Six Grades

THAT RICH CREAMY KIND

Retailing at 20c to 40c per pound

**The Gasser Coffee Company**

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

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

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



**Pertinent Hints To the Butcher.**

One of the most important things for the retail butcher to keep in mind is attentiveness to customers, both by himself and his clerks. The American people are high strung, and consider themselves of great importance, and this is especially true when they get a little money to spend. It is human nature to like to be treated courteously, and aside from business reasons it is the duty of every man to treat his fellow man in a courteous manner. Every man and every woman looks for it and resents every form of discourtesy. But when a man starts a butcher market he is dependent upon the people for his success, and although he may be tired, and although he may be in a bad humor as the result of business annoyances, if he wishes to be a real success he must hide beneath a cheery countenance and a kindly word every form of annoyance. A smile begets a smile and a beaming countenance drives away impatience. There will be times in every market when some of the customers will have to await their turn, but it is practically inviting your customers to seek a new market to allow them to stand around unnoticed while half a dozen customers are waited upon, and then to say in a gruff, hurried voice, "Well, what can I do for you?" Such treatment tells your customer that you do not care a continental for him, all you want is the money he will leave with you, and that you do not care how much you inconvenience him so long as you get the money. When the prospective customer crosses your threshold you should immediately greet him pleasantly. Give him to understand that you are sorry to keep him waiting and that you will gladly serve him as soon as possible. Don't forget that the little girl or the little boy who comes to your market has influence at home and that a cheery salutation with a genuine ring to it will make the little girl and boy your business ally in his household. One of the great assets of a butcher and one of the most valuable qualities of a clerk is to be able to keep waiting customers in a good humor. But you can not do that by ignoring those in waiting. You can not keep them from leaving your store by ignoring them.

Another mistake that many butchers make is to smile most deferentially upon the rich and influential customer in the presence of a number of other customers, and then to vent their spleen upon the half dozen or more customers who have noticed the former affability. Did it ever occur to you that the poor man eats just as much and perhaps more than the rich man? He may not buy the choicest cuts and may not leave quite so much money with you, but you well know that if every one purchased only the choicest meats you would lose all the medium and cheaper grades of meats. Further, the poor are vastly in the majority, and without them your business would be ruined. Then, too, the poor man or woman appreciates courtesy much more than the rich, for they get it everywhere and think nothing of it. They often resent assumed courtesy,

for they are able to detect it quite readily. No American likes one who makes himself a slave in manner. Make your courtesy natural, but make it the same for all. Don't stoop to silly flattery, but flatter people by a genuine desire to serve them well and by courteous attention. Abject, senseless flattery is not only resented, but breeds distrust. The customer is likely to weigh his purchases when he arrives at home if the proprietor or the clerk has put on the coat of flattery too thick.

Perhaps it will be thought that a word of caution with regard to the over-representation of goods is entirely superfluous and ungracious. I wish this were the case, but I fear that the observation is not at all out of order. Very often the zeal and ambition of the clerk carries him farther in this direction than his employer would wish him to go. Again, there are those in the business who allow their desire for gain to impart an elastic quality to their consciences, and who lose sight of the fact that nothing can be more fatal to their final success than misrepresentation, no matter how mild.

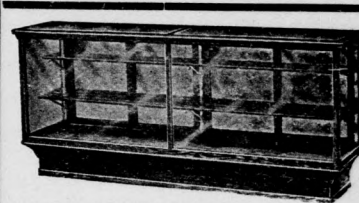
As a sheer matter of policy, it is far better for the butcher to understate than to overstate the merits of his goods. When a butcher gains a reputation in his community for never misrepresenting his goods he is on the high road to success. He will command the trade of his neighbors and he will hold it against obstacles.

In selecting his clerks every butcher should give careful consideration to securing those that have tact, pleasing manners and all that is included in the term "a good personal address." At the same time it will be well for him to remember that a clerk may have all of these qualities and still be a comparative failure. Here is a clerk, for example, who outclasses all his fellow-workers in personal popularity with customers. His graces of manner attract the patrons of the store to him to a degree which marks him as an exceptional favorite. In spite of this, the totals of his sales from week to week fall below several of his co-laborers at the counter. He puts in as many hours as they do and works as diligently as they. Here, on the face of things, is a clear contradiction which is decidedly puzzling to the butcher. What is the difficulty? The answer is plain to the thinking business man. The clerk just described lacks that decision of character that is necessary to the successful salesman. He can not decide what the customer wants and he talks about what the customer does not want until much time is taken up, and the customer buys a piece of meat that is not cared for and goes away half or wholly dissatisfied, and then gets the impression that the meats in that market are of an inferior quality.

Before leaving the subject of what the storekeeper should consider in the selection of his help, let me say that, as a general thing, the employment of relatives is to be avoided. The man who selects his assistants because they are relatives is not at liberty to make the selections on the broader line of their real qualifica-

tions for the work in hand. Further, the relatives of a man consider themselves above other employes, and think they are as good as the customers, and are in many cases apt to show their importance by irritability whenever they are out of sorts as the result of ordinary business annoyances.

If a merchant moved from one store to another every month he never could succeed. A prosperous store keeps one location. Your advertising in your newspaper should occupy a certain place on a certain page regularly. It can be found there at all times. It costs more for a certain place? You willingly pay more rent than your competitor on a side street, don't you?



**A CASE WITH A CONSCIENCE**

is known through our advertising, but sells on its merit.

The same can be said of our **DEPENDABLE FIXTURES.**

They are all sold under a guarantee that means satisfaction.

**GRAND RAPIDS FIXTURES CO.**

So. Ionia and Bartlett Sts. Grand Rapids, Mich.

**Queen City Chocolates**

The chocolates of quality.

Use them in your business and

**Increase Your Candy Sales**

Guaranteed and made by

**Straub Bros. & Amiotte**

Traverse City, Mich.

**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



## GREAT RESPONSIBILITIES.

## The Attitude That Should Be Maintained Towards Them.

Written for the Tradesman.

"Well, forevermore! Wasn't that chap a smooth talker, though?" enquired Jason Bartram of the village merchant, who had just said good-bye to the alert, well-dressed youngster who, with his grips hanging heavily at either side, was hurrying toward the station to make the 4:40 train.

"Yes, he's a fine fellow. Sorry I couldn't give him an order," replied the merchant, who in a half abstracted manner busied himself straightening up the few piles of clothing on the table extending through the center of the store.

"Beats all," resumed Jason as he changed legs so that his right hip, which had been leaning against the counter, might have the rest it so much needed, "how them traveling men kin talk. They jes' seem to know exactly the word to use every time and whether they sell or not they're always as polite an' nice as a basket of chips."

"That's why they keep their jobs," replied the merchant. "Now, there's that young man. I don't know a thing about him more'n I knew five years ago, when he first began making this town once a month. I know he's the representative of a big house in the city, that he's always in a hurry, but not so much so that he's nervous, that he is forever in good humor, is a good story teller, tells good clean stories and knows every time he calls just about what I need in his line. More'n that he's square. If he happens to have a pointer on spring prices or prices any other time during the year he never fails to tell me and he never grumbles if I seem to overlook his opinion on the matter and buy or don't buy, as I feel like it."

"An' he looks as though he lived mighty well without sloppin' over," ventured Jason. "I s'pose he has an easy time though an' gits good wages, an' that's more'n half."

"I've never smelled liquor or tobacco on him," answered the merchant, "so I guess he's temperate all right."

"Smellin' don't tell everything," responded Jason, "with these new fangled things to take the breath away after havin' had a drink."

"Mebbe so," said the merchant, "but a man can't drink steady like and cover the ground that young man covers. You said he prob'ly has an easy time. He doesn't. He makes three an' sometimes four towns every day. He practically lives on the cars."

"Forevermore!" ejaculated Jason.

"He figures that it is just so much gained whenever he can sleep and eat on the cars. Time is what counts with him. He's just got to see about so many customers each day and that is all there is to it."

"How much do you s'pose he gits?" asked Jason as he walked back toward the stove with the merchant.

"I dunno. Maybe a hundred dollars a month and a certain amount allowed each day for expenses."

"Go on! A hundred a month an' expenses?" responded Jason.

"Some get more an' some less," continued the merchant; "but I would not want to tackle the job at any price."

"Prob'ly 'cause that ain't jes' exactly your lay," came Jason's opinion.

"No, that ain't it," was the reply. "I can sell goods all right and I know how to meet folks; but I like my own comfort too well. I'm no gadabout and never was. It's an awful job for me to go anywhere and then, too, I'm very fond of my home. Why, if I couldn't go home for meals three times a day I think I should just about go crazy in a week or so. Now, that young man just in here has a wife and two children, mighty pretty children, and a fine woman, too, and his home—he invited me to his house for dinner once when I was in the city—is a beauty, just as swell as you'll see most anywhere. And yet he's away from that wife and those children a week at a time usually and sometimes two or three weeks. I just couldn't stand that sort of thing." And the merchant stepped forward quickly to meet a customer who had just entered the store.

"A hundred dollars a month an' expenses," mused Jason Bartram as he stooped and picked up a lump of coal that had fallen from the scuttle. "An' away from such a wife, such children and such a home fer a week or more at a time. Of course, it's good wages, but—my! wasn't he a good talker though! Them words of his jes' seemed to flow out his mouth like hog grease from a skillet."

"Say, Jason, step here, will you?" came from the front end of the store, and when he joined the merchant he introduced him to "Mrs. Watson, mother of John Watson, the young man who clerked for me and went to the city three years ago to take a position in that wholesale store. Remember?"

"Member him, should say I did. He worked for me on my farm one winter, 'fore he worked for you, didn't he, Mrs. Watson?"

The widow allowed the correctness of the statement and then, at the request of the merchant, related how she had just received a letter from her son that he had been promoted to the position of salesman and that the territory assigned to him covered a good portion of each one of three states.

"And Mrs. Watson came in," said the merchant, "to ask my opinion about it. She wants to know if I think John has acted wisely in accepting the position. What do you think, Jason?"

"Le's see," pondered Jason as he rubbed his bald spot, "John's 'bout 25 years old, ain't he?"

"Twenty-four," said the mother.

"Married?"

"Goodness, no; no thoughts of it."

"Well, under them conditions I think it's all right, provided he gets good wages."

"And so do I," said the merchant.

"Not because of the wages so much as because it shows that John is a comer. He's made good in the city and by the time he gets too old to

travel he will be so well fixed as to position and income that he will not be required to travel."

"Forevermore," responded Jason reverently. David Washburn.

## How Pearls Are Made in Oysters.

Parasites act in the making of pearls. In the Ceylon pearl oyster the formation of pearls is due to certain larvae which undergo a portion of their development in the tissue, gills and mouth of the pearl oyster. Of these larvae, such as for some unexplained reason do not succeed in carrying out their life cycle become immured in the center of a pearl. Economically, these unpleasant little creatures are of supreme importance to the Ceylon pearl fishery, as their presence in the oyster causes the formation of the finest quality of pearls and those of the highest luster. In 1859 Kelaart called attention to the possibility of infecting other beds with the larvae of pearl producing parasites in order to increase the quantity of pearls. Beds of Ceylon pearls thus might be grown in other parts of the world. Kelaart says that the nucleus of an American pearl is of nearly the same form as that found in the pearl oysters of Ceylon.

A hard and fast theology often leaves many hazy lines in morality.

If your faith possesses your heart it will propel your feet.

Days are sacred in proportion as they serve high ends.



## The "Ideal" Girl in Uniform Overalls

All the Improvements  
Write for Samples

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

## San Francisco, California, Crowd.

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

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



## Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis

Consolidated Salvage Company

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

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



### Why Lou Changed His Place.

The rolling stone may not gather moss, still it receives a polish that enhances its value.

There was Lou. He was not the rolling stone; in fact, he was anchored to the earth.

Born and raised in a small town, he learned the machinist trade in the one shop in the town, and was deprived of even a common school education, being compelled at an early age to help support a widowed mother.

Lou was a plodder, steady as a cart horse. He loved work for its own sake. Wages? Why, he received the limit—that is, he did until he was married, and then the company kindly reduced them. But a little thing like that never feazed Lou. He was in for a steady job and that is what was promised him.

He devoted his evenings to his books, for fortunately he was left a library by an elder brother, and became well posted on current topics, and he studied mechanics perseveringly, until he became an authority on the subject. He was ambitious and possessed initiative—that is, he did at one time, but the foreman came near destroying this ambition.

While serving his apprenticeship he constantly was improving the various devices used about the shop. Given six large crank plates to turn up and face off, he decided that it was foolishness to stand there at the lathe all day and work a handle by hand, so he "rigged" up an automatic cross feed, which worked beautifully, and Lou sat down with a grin on his face and watched the machine do the work.

When he had about finished the job and was turning up the last one the foreman came over to him and said: "Lou, what do you call that?" With commendable pride and visions of a raise in his wages, he replied: "Mac, that is my patent automatic cross feed." Looking at it for fully two minutes in silence Mac finally said: "Take the d—n thing out and throw it in the canal!"

At another time, given a difficult and intricate piece of work that required much thought and many costly experiments, Lou finally perfected it and showed it to the foreman, who in turn took it to the superintendent, who was delighted with it, and said he wanted the President to see it. In the meantime Lou was "on edge."

"Gee," said he, "if they offer me a quarter more a day I won't take it. Nothing goes here but a half dollar."

The President came out of his office and looked the sample over, saying: "That's fine; that's all right. That's just the way I always wanted to have it made."

After that Lou made no more improvements—not in that shop.

Still, he hung on to the job and saved money—yes, actually saved money—at \$2 a day, for another pet hobby of his was that no matter how small a man's wages were, he should save something. Aided by a faithful and economical wife he managed to lay by enough to purchase three houses, thus adding to his income. He became a fixture in the town, was elected councilman, also director in

the Savings Bank. But on an evil day the Treasurer of the Savings Bank absconded with all of the funds, and the directors were sued to make good the loss. This left Lou almost penniless.

"I am 'down and out,'" said he. "I will become a rolling stone. I am paying too much of a premium for staying in this town, anyway." And he got up and got out.

That was four years ago. To-day Lou sits in the superintendent's chair of one of the largest manufacturing concerns in the State, in full and complete control, with every one at his beck and call. His talents are recognized and appreciated. Taken from the depressing environments of a "one horse" town he has a fair field and full sway.

A letter from him the other day stated that he had a better position, was making more money, and was better satisfied than at any time during his life. His only regret was that he had not become a rolling stone twenty years sooner.

He also said that he was ready at any time to roll again if he could roll uphill—always uphill.

J. W. Younger.

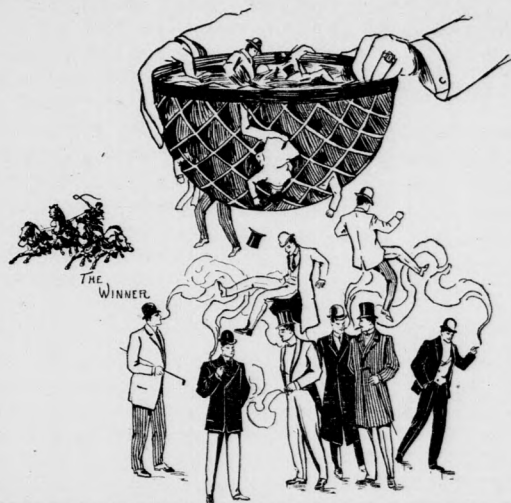
### France a Prosperous Nation.

Parisian prosperity is miraculous. Notwithstanding limited natural resources in respect to coal, iron and other metals, with not a pound of cotton or petroleum produced within her borders, with a stationary population and heavy burden of public debt and national defense, France is one of the most prosperous of nations. Paris, gorged with money, has become the banker of continental Europe. The underlying sources of this prosperity are summed up in a sentence: A genial climate, a soil naturally fertile, and kept to the highest point of production by intelligent intensive cultivation; industry and frugality of living on the part of the working classes; and, above all, the instinct of artistic taste, fostered and developed by education and governmental influence until it has become a national attribute. France industriously is prosperous because she commands the rarest and surest of assets—the esthetic taste which creates models and standards for other peoples, and the consummate handicraft which multiplies in the product ten, twenty, or a hundred times the value of the material of which it is composed. It is this which enables French ateliers and workshops to turn out the choice products which defy the tariff walls of other nations and make Paris the Mecca not only of cultivated amateurs but of the merchants from foreign countries who deal in the choicest and most valuable forms of merchandise.

### Didn't Work.

"I wonder why it is," remarked one of the two men who had just lunched, turning to speak to the other, "that they always have pretty cashiers at these restaurants."

But the pretty cashier, although she blushed and smiled, did not fail to detect the Canadian quarter he threw down in payment of his check.



## Stocking the BEN-HUR Cigar Sorts Out for You the Best Trade

One of the strongest points of this brand is, that while it suits all classes of smokers, it particularly appeals to those whose good judgment leads them unerringly to select the most worthy smoke out from the bewildering mass of 5c varieties shown.

With this cigar, smokers do not find that a cheap, inferior filling lies under a fancy gilt label and a fine appearing wrapper. All through the Ben-Hurs are true blue.

They are given a welcome place in the showcases of wise dealers, who have learned that the better the class of trade they cultivate the better will be their business as each year rolls around.

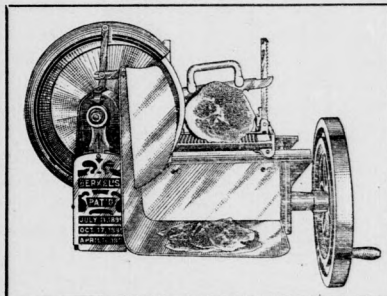
**GUSTAV A. MOEBS & CO., Makers**  
Detroit, Michigan, U. S. A.

## The Oyster and Some Other Things

An oyster is the most conservative thing in creation. He hooks himself onto a rock in a certain place, opens his shell and waits for what comes his way. Sometimes it's a little food, sometimes some unproductive driftwood, but oftener a competitor in the struggle for existence, better equipped than he, comes along and gobbles him up. Only one oyster in many thousands lives to reach maturity.

There's a business moral in there, somewhere. Let's see if we can find it.

More grocers than you'd think attempt to conduct business in the same way. They have a stock of goods and a store, and then wait. A little neighborhood trade comes to them, a little of the unproductive poor-pay element, but that's all. The man down street who is equipped to give his customers the best food in an up-to-date way gobbles most of the business and sometimes gobbles them as well.



Take sliced meats, for instance. That is—or ought to be—one of the most profitable lines. Suppose you were able to give better-looking, better-cooking, better-tasting ham and bacon and dried beef and sausage, and more slices for the same money. Don't you know that people would come to your store and buy, and buy other things as well? Of course they would.

### The American Slicing Machine

will enable you to do this, and yet make a better profit on each sale.

Your store will have something that will distinguish it from others. Thousands of merchants have proved this.

You can prove it without expense.

Send for the evidence.

American Slicing Machine Co.

60 Fifth Ave., Chicago





### Difference Between Old Ideals and New Realities.

Among the most valued of my friends is a charming and accomplished gentleman, whose sole grievance against life is that fate deprived him of the precious privilege of marrying his grandmother. Not literally, of course. That worthy dame has been in her grave these many years, and there are obstacles of time and place even if there were no legal objection to the match, but my friend still cherishes the fond belief that woman's progress has been backward and that the modern woman is but a poor and miserable representative of the female angels who once inhabited the earth.

"I tell you," he is wont to say, when he mounts his hobby, "that the so-called woman question is one of the curses of the day. The mania women have now for deserting comfortable homes and rushing into the cities in search of careers, and to go into business, and—"

"How many women," I interrupt, "have you known, personally, who had a good home, but left it for the delirious excitement of pounding a typewriter all day in a back office or the hilarious fun of standing behind a counter for ten hours on a stretch? Did you ever know any woman who worked who did not have to?"

"And who thereby," he goes on, airily waving my question aside without answering it, "throw away woman's most potent weapon—her clinging dependence on man."

"You can not cling, no matter how adhesive you are, if you have not something to cling to," I interpose, but he does not notice me.

"It is one of the most lamentable mistakes of modern civilization," he continues. "Just think of the modern woman, self-sufficient, independent, crowding man at every turn in the business and professional world, and compare her with our grandmothers, gentle, timid, shrinking women, whose whole horizons were bounded by their homes, and who were content to be merely the graceful vine that wreathed itself about the sturdy oak."

"Well," I say, "a vine is not precisely my ideal of what is noblest and best in life. I like something with a little more backbone to it. Besides, I have seen more than one oak choked to death by the vine that clung about it until it smothered it and pulled it down. And I have seen many a poor vine bereft of its support, and with no strength of its own, lie flat upon the ground to be trampled under foot by the hurrying world."

"Ah," says the man, ignoring my remarks, "that was the type of woman men admired, and women have made the mistake of their lives in getting away from it."

"We have gotten away from it, thank heaven," I reply fervently, "and what is more significant still is

that men have gotten away from it, too. You may rail all you please at the modern woman, but you would not stand for the old woman with her faints and her helplessness and her ignorance one minute now. If your grandmother should come back she would bore you to death. You can not any more go back to the vine type of woman than you can go back to stage coaches and tallow dips, after you get used to automobiles and electric lights. The modern woman is simply a modern convenience and a labor-saving device we can not get along without."

The beauty about an argument is that nobody is ever convinced, and you can always start fresh every time and go over the same ground again. The man and I have threshed this subject out dozens of times, I always contending that a woman has just exactly as good a right to make money and enjoy the pleasures and perquisites of life as a man, and he holding that her only aim in life should be to cling to some man. Neither one of us ever change our opinion a particle, but the other day the argument had a rather curious ending.

It chanced that both of us were invited to a studio tea where a lot of the newest new women had gathered. One was a popular actress, another was an expert buyer for a big department store, another was an artist whose pictures sold, another was a physician with a paying practice, while still another was a successful newspaper woman. All were low-voiced, gentle-mannered, refined, cultured and beautifully gowned. The man enjoyed himself. He is bright and witty, and I could see his face flush as his bon mots were caught up and his funny stories made their appeal at every subtle turn to the clever audience that was listening to him and applauding him.

We left the house together and I said, "I felt awfully sorry for you. The new woman is so emphatically your bete noire that it was rather rubbing things in to invite you to such a gathering. There was not a woman there who did not contradict your grandmother theory at every point. The actress ought to have continued to eat the bread of dependence of her ungracious relatives. She did not. She defied the kinsfolk who thought she ought to be willing to wear their cast-off clothes and darn the children's stockings and do most of the housework for her board and clothes. She owns an apartment house of her own now. The business woman was left a widow without a dollar and a crippled child to support. She has made things lively for a good many men who wanted the fat job she is holding down. The artist kept the wolf from the door while her husband was writing a book. If the newspaper woman and the doctor had lived fifty years ago, in the halcyon days you are so fond of talking about, they would have been sitting down in some obscure corner, making beds and cooking dinners, when they had anything to cook, and eating their hearts out in envious longing for the good things of life, instead of having them."

## 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.



"Every one of these women," I continued, "started without a cent. She has made a good living for herself. She has helped others. Best of all she has not been a burden on any poor, over-worked father or brother and, if she is not worth as much to the world as your lackadaisical, timid, shrinking vine, I do not know what's what, that's all. Moreover, for the life of me, I can not see why the woman who turns first in the morning to the stock report in the paper is not just as womanly as the one who turns to the 'married and died' column."

But the man only grunted in reply to my words.

A few days after that he came to see me about a poor family we were interested in. It was one of those pathetic cases where the breadwinner dies suddenly, leaving a houseful of helpless women to face the world alone.

"They will have to go to work," I said.

"They can not," he replied, "they do not know anything to do. Why, I do not suppose Mrs. Blank ever decided a question for herself or bought a railroad ticket or checked a trunk in her life. She would not even know how to go about it. She is one of those gentle, timid, clinging little creatures that do not know a bit more about the practical affairs of life than a baby."

"Well, that kind of woman is always so appealing to men," I suggested, maliciously; "it is what they like."

"Don't you believe it," he ejaculated, "it's a confounded nuisance when you are trying to help them. I was up there this morning for two hours trying to explain some business to her, and she did not understand it any more than a blithering idiot. I never saw anybody so unreasonable. How on earth any woman can be so ignorant of the common commercial usages in this day beats me."

"Why don't you marry one of the girls?" I asked. "They are just the sort of women you admire—they do not dabble in stocks or keep up with politics or feel they have a right to vote or desire to compete with men in business, and either one of them would ask nothing better than just to cling to a man through life and let him do her thinking for her."

"Thanks, awfully," he returned, "but when I choose a method of suicide it will be something less painful than being bored to death. Fancy life with a woman who never read and did not know anything!" Then he looked up and our eyes met.

"I am converted," he said, with a laugh, "and I am glad I did not marry my grandmother."

"In my library," I said, "I have a pair of beautiful old silver candelabra."

"Yes?" he said, interrogatively.

"And I have had them fitted up with electric bulbs. They are just as picturesque as they ever were," I went on.

"Yes," he said again.

"But they give more light," I added with a smile. Dorothy Dix.

### Business and "Fame."

Surprise has now and then been expressed that no "business man," no man of affairs conspicuous for his achievement and meantime contributing to the world's betterment, has as yet found a place in the Hall of Fame, that decidedly unique institution in the New York University. Soldiers have won niches there; so have orators and poets and inventors, great authors and statesmen and philanthropists; but never a great "captain of industry." This seeming discrimination was explained—or sought to be explained—by Chancellor MacCracken recently.

He was addressing some hundreds of the graduates and undergraduates of the University's School of Commerce at their fourth annual dinner, along with their invited guests. Only the official "one hundred electors," he said, "can tell exactly why they have as yet placed upon the roll of the famous the name of no man of business 'who confined himself to business activities.'"

"My own theory is," he continued, "that it is because no mighty man of business has ever convinced the world that he was striving to serve his fellowmen by means of his business activities as his chief object."

Could all the "famous" whose names occupy places in the University's Hall of Fame have stood that test? Was it the "chief object" of every author and orator and statesman thus honored to serve his fellowmen? Did not the sordid purpose of keeping the wolf from the door move many of them, initially? It is here recalled that one of America's most famous orators used to admit that he lectured chiefly for f-a-m-e—"fifty, and my expenses." And there is at least one name in the Hall of Fame to the possessor of which the "one hundred electors" could, not

perhaps have applied this test at all with any show of consistency—much less this slightly further test, as exploited by the chancellor: "No man has yet been chosen to the Hall of Fame who did not convince the people that it was his purpose to serve them."

This man was a great soldier—a man of learning, of character, of conscience and of achievement. But he took up arms against his country and participated conspicuously in spilling the blood of her patriots. Did he convince the people of the United States "that it was his purpose to serve them?"

Great business achievement is of more recent date than that of statesmanship or authorship or arms—and a man has to have been dead for a stated period of years before his name can be considered for the Hall of Fame. The electors are only waiting on Death, presumably.—New York Commercial.

### His Practical Idea.

A benevolent old man who lived on his farm in Iowa never refused shelter to any who might ask it of him. His many friends remonstrated with him about this characteristic, knowing that many unscrupulous hoboos would avail themselves of the opportunity and that there was great danger of the old man being robbed. To these remonstrances the old man replied that he believed in "practical Christianity."

"But," said one of his friends, "this seems very impractical. Suppose one of these men took it into his head to rob you one night?"

"My dear young friend," was the reply, "I bid all enter in the name of God, but I prove my belief in practical Christianity by locking up their pants during the night."



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## THE WILL TO DO.

## Young Woman Had It, So Made a Perfect Home.

Written for the Tradesman.

It was just a matter of two times one. When Fred Jackson and Minerva Williams announced their coming marriage it was the suddenness of the culmination of the long-expected that threw the town of Cartwright into commotion and set every tongue a wagging; and right in the face of that, like a thunderbolt out of a clear sky, came the statement from Frances Kingston's own lips, as if it were one of the commonest things in the world that Minnie Williams' wedding day was to be hers and that after that interesting ceremony she would be known "to her friends and admirers as Mrs. Rupert Cole, thank you."

That last was what did the business and made the two times remark an absurdity. Two times one! Say four times—eight times—ten times—and come somewhere near the fact! Whoever thought of such a thing—whoever dreamed of it! Frances Kingston, the Superb, with her Vassar and her Europe and her ancestral culture behind her, coming down the aisle of the Cartwright meeting house as the wife of Bert Cole, the—the—well, just Bert Cole! In the Minnie Williams affair that was quite another thing. Everybody knew they had been intended for each other from the foundation of the world. They had grown up together, gone to school together and been together ever since a board in the back fence had been removed to let the children through to play together. But this other—well! what were 'Squire Kingston and Madam, his wife, thinking about to be satisfied with Bert Cole when she, "Frances, my Queen!" could, should she so will, hold court in the best houses in the State?

To come right down to bed rock, in regard to Cole, he might be a good fellow enough, behave himself and all that, but he hadn't a dollar in the world, and the Kingstons were people who had a pretty fair idea of that coin of the realm and its value and for Frances Kingston to turn down Jack Hazzard, and Hal Worthington and William Williamson among the rest and take Bert Cole was too much like going through the woods and taking the crookedest stick at the last.

When public opinion had reached this point the next natural thing was to do something about it, and Malvina Robinson, the best dressmaker in the town, was appointed by her patrons to reason with the imperial Frances the first time she should come in to consult her about her wedding things, as she undoubtedly would, a duty which the angular Malvina did not enter upon with reluctance.

"Mother wore a veil and a skirt of old lace, that has been in the family for generations, when she was married and I shall have that, with white taffeta for an underskirt. The quicker the skirt is made the better and if I have the silk here by Wednesday couldn't you go to work on it at once?"

"Why, yes; but, Miss Frances,

don't you think it's a tremendous come-down for 'Squire Kingston's daughter to take up with Bert Cole? Cartwright is considerably interested in the 'Squire's daughter and does not like the idea of giving her best to her poorest."

The danger signal was instantly displayed in Lady Frances' cheeks, but the voice, without temper, asked, "Why? Does Mr. Cole steal or lie? Is he lazy? Does he gamble? Is he dissipated? Is he morally insane?"

"Why, no, but—"

"Very well, then, I'll let Mrs. Browning answer you for me:

"Very rich he is in virtues—very noble, noble, certes;

And I shall not blush in knowing that men call him lowly born!"

By this time the danger signal appeared in the angry maiden's eyes, which looked straight into the dressmaker's face, who, without further comment, gave undivided attention to the details of her patron's order.

This was before the introduction of the telephone, but for all that the result of the interview was all over Cartwright in less than half an hour and more than one wise old head, irrespective of sex, was lugubriously shaken as the owner thereof impressively remarked, "Wed in haste, repent at leisure."

That wasn't all that kept the tongues wagging. It came out that Frances Kingston was going to do her own work! Everybody knew that the 'Squire was going to give his daughter the old Weldon house just out of the village on Wareham Road and furnish it; but when they heard that Frances wouldn't let him furnish it and that she was going to use only the first story, which she insisted on furnishing herself, "just as she wanted to," Cartwright resounded with "Well! I never's" enough to reach from Dan to Beersheba.

Didn't the Sewing Circle have a good time though! Not a thimble, not a needle, not a tongue was absent or idle for six weeks before the wedding, and at the Circle a fortnight before the wedding who should open the door and come in but Mrs. Kingston and her daughter!

The dead silence which followed might have been awkward had not the incoming young lady remarked, with a laugh which set them all agoing, "Where was it you left off when we opened the door?"

"I was just saying," replied Malvina Robinson, "that I couldn't, for the life of me, see—and I can't now—why you shouldn't let the 'Squire furnish your house from cellar to garret 'f he wants to, and—"

"Why, I'll tell you: There are twelve rooms in that house—six rooms apiece for Mr. Cole and me. What do I want to take care of twelve rooms for when four, at the most, are all that we want to use? To do that would be as silly as it would be for me to set the table three times a day for six where there are but two of us; and how Cartwright would laugh to see me wash the dishes for six and cook for six when there are just two!"

"That is a different thing."

"How is it? Suppose the house be furnished, as it would be if Daddy

had his way. Then I'd have to keep it clean, washing, sweeping and dusting every week. What fun!"

"Yes; but you'll have help, you know;" and at this, with an arch look in her eyes, she swept the entire Circle.

"Well, that is a brilliant idea!" The tone was pure sarcasm. "Rupert has \$100 a month. To keep that house as Mrs. Helton keeps hers would take two girls, at least, and that would cost \$6 a week, rain or shine, not taking into account their living, which would come to just as much more, without saying a word about what they'd waste and destroy—all for the sake of—I'd like to have you tell me what."

"But you're going to have one girl, aren't you?"

"Yes, and just one—and Bert is going to marry her, or she him, two weeks from to-morrow. They've arranged a sort of partnership and are going to divide the net proceeds. She is going to do all the work inside and he's going to do everything outside. You see, she comes from families on both sides who believe that a young woman wasn't born to feed on the fat of the land without earning it, any more than her husband was, and she's bound to do her share from the start. So she has been learning how. The world doesn't owe her a living without her working for it, any more than it owes him one, and she's had that in mind all along. She went to college to learn how to think and she learned. She liked language and music and she went to Europe, where she learned them—

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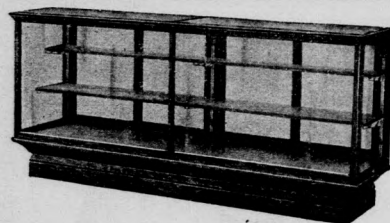
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learned them, mind you—and then, with the parlor part of the house provided for, she rolled up her sleeves and went into her mother's kitchen; and if there is a woman in the Cartwright Sewing Circle, or out of it, who can wash and iron or cook and keep house any better than she can she is desirous of taking lessons and paying for them. If you'll believe it she can make her own dresses if she wants to and she can make all the millinery she cares to wear. The fact is, she's ready for business—home-making—and that is what Rupert Cole and Frances Kingston Cole are going to have in the lower part of the old Weldon house out on Wareham Road, where she hopes to entertain you all from time to time with samples of housekeeping and cooking like mother used to make.—This seam is finished; what shall I take next, Mrs. President?"

There was little to be said after that; but after the Circle had taken a chance to breathe Minerva Williams ventured to ask if the weekly washing wasn't going to be too much for a novice.

"But I'm not a novice; and that makes me think to tell you why I'm going to furnish the house myself: That kitchen is going to be a model time-saver. I'm not going to travel five miles or more every time I have a meal to get up. Things are going to be convenient and within reach. Half the work in the common kitchen is wasted, and the weekly wash, that every housekeeper dreads, is harder than it ought to be twice over, because the housekeeper simply thinks she must do as her grandmother did. I'm not going to get up as early in the morning as my grandmother did, and I'm not going to slave as she did; but I am going to have meals on time and I am going to have things cleared away as early as she did and I'm not going to let it wear me out as I know it wore her out. Because my grandfather reaped with a sickle is no reason why his grandson should use the same implement. Because my grandmother cooked over the fire in the fireplace is no reason why I should."

"The theory is all right, but about the time you've hung out a week's washing I don't believe you're going to be good for much for the social side, which must be taken care of nowadays," Mrs. Williams hastened to remark. "I tell Minnie that that must not be neglected; and a girl with her hands parboiled in dishwater is hardly fit to entertain company in the evening, or at any other time, for that matter. What is going to become of your college course and your three years abroad if you're all broken down with drudgery?"

"Why, Mrs. Williams, can't you see that the one precludes the other? Vassar taught me to keep well and strong and I am just that. Why should I not use that health and strength in this home-business I'm going into? My study and travel made my language practical, and can't you see how it's going to rest me to scold Bert in French and German after I'm tired of talking English? And then how I will drive away the wrinkles of care with the music that I mas-

tered in dear old Munich. Ah, ladies, it all comes down to this: The butterfly ideal of womanhood has no foundation to rest on, and never had. We women were made for our business as the men were made for theirs and we are not true to our trust, any more than they are, if we enter upon it unprepared."

Then there was an explosion. Every one of the twenty-five members could restrain herself no longer, and the Circle broke up in confusion, which went on as long as proximity permitted a tongue to speak and an ear to hear.

What of it?

This:

After the wedding Mrs. Rupert Cole carried out her "new-fangled ideas" to her heart's content. She began in her four rooms, shutting up the rest of the house, and lived a peaceful, happy life with her husband. She did her own work; and the holder of this truthful pen can testify that she did—is doing—it well. Only last week he passed a delightful evening at the old Weldon house, where Mrs. Bert's piano and her husband's flute gave ample proof that music in that house is not a neglected art; and when the refreshments came in—home made, remember—they were simply unsurpassable. I want to testify that there was no dust on the furniture; that the napkins were white and glossy; that the glass was clear, the service irreproachable. My hostess was charmingly dressed in a home-made gown, but with not a hint of the home-made look about it. Remembering the remark that Mrs. Rupert had made—it was the town's talk at the time—about "resting herself by scolding in three languages," I asked if they were keeping that up, to be told that they read to each other first a German book and then one in French and then trusted to luck and a kind Providence to keep up the talk in both as they felt like it.

"But all this must take time. How do you manage it, Mrs. Cole?"

"The same as you—the same as anybody manages his business: Get up in the morning while lazy folks are abed and keep everlastingly at it. I'm well, and keep well, and the work is at the bottom of it. I'm not bothered with servants and so am sweet-tempered. My kitchen is one of the pleasantest places in the house and it's a joy to work in it. It's small and convenient and things are kept where they belong. It's what I've always said: The woman who isn't up to her job is a degenerate, and, unless something is done to wake up the women of the country to a realizing sense of their duty, the dreadful things now going on in the world as a result of that degeneracy are as nothing to those which are sure to come."

And, do you know, I think she is right! Richard Malcolm Strong.

No man can have a place in the kingdom of heaven who is complacent to the ills of earth.

The heart is dead when the smile of a child can not stir its depths.

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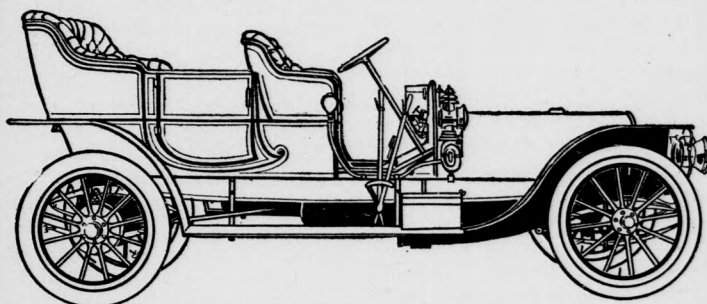
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Shaft drive. Sliding gear transmission. Three speeds and reverse. Franklin disc clutch. 120 inch wheel base. 7 passengers. 30 "Franklin Horse Power. 2400 lbs. 60 miles an hour. Ironed for top and glass front. Full lamp equipment.

This car is the present-day limit of touring car ability. It seats seven facing forward. It's sumptuous design, upholstery and appointments are in keeping with its ability.

It was a Franklin H converted into a Runabout, but with a load bringing it up to 3150 pounds, which made the astonishing record of 15 days 2 hours and 12 minutes over the roughest roads in the United States from San Francisco to New York. More could not be said for its usable power, reliability and endurance.

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### Things Seen and Heard in a Shoe Store.

It was a big, airish store, impregnated with the ozone of prosperity. Good taste was evident in all of its appointments, from the potting of the palms to the location of the findings case. Over it all my gifted and genial friend Tom presided, with an alertful eye and a winsome smile—one of your thawing-out kind that sticks in your memory even after you have gone out and gotten bumped into by somebody. The store stands for men's high class footwear, together with such high class business principles as affiliate therewith.

I was there partly on business and partly on a tour of inspection. (Tom's store has quite a notable way of getting itself inspected.) When the business feature of my visit was duly disposed of I lingered a while to let the general impression of that fine room photograph itself upon my mental film. Standing back of the cashier's desk in the cozy little office which is partly, but not completely, partitioned off from the main store room, I could see and hear what went forward there.

Benson was moulding a young fellow's foot into a dull leather blucher button boot of medium weight, and talking as he laced. He was saying:

"Now, my friend, you'll pardon me for differing with you on that proposition. I assure you I don't do it for the sake of argument, for I'm willing to stretch a statement to the very limit in order to chime in with another fellow's views. And I'd really agree with you in this if I could. But I can't. I don't know where you got your ideas of chrome tanned leather, but I do know where I got mine. I got them from contact with the goods. I know what chrome tanned leather is. And I know it's away and beyond better than the old greased sort that your father wore when he was a boy. It is lighter and more flexible, hence easier on the feet. The pores of it let more fresh air in, at the same time keeping out the damp quite as effectually. If properly cared for these shoes will actually last longer than shoes made of old-fashioned leather. Do you think for a minute that the big tanners of to-day—and tanning never was done before on such gigantic proportions—would employ a method of tanning that destroyed the life of leather? No; they'd still stick to the old method if they weren't dead sure they had it beat a block."

"Well, maybe you are right," admitted the young man, "but I seem to have had a pretty hard run of bad luck. Those old shoes cost me \$3.50 and I've had 'em only about three months, and you see how they look."

"Well, the price of leather just at present is such that you can hardly expect to get the best grade of shoes for that money; and besides I should judge you are pretty hard on shoes.

An active man can take a good many steps in three months—

"How does that shoe feel?"

"I guess it'll do," said the young man.

While the young man was waiting for his parcel my attention was attracted to Collins and his customer, to the left down near the front. Collins raised his voice just a trifle and said:

"Of course, now it does not make a particle of difference so far as the profit of this sale is concerned whether you take the D or the B. It's all one to Marcus. But it will make a difference to you. That leather isn't the stretchy sort. It did about all of that it was capable of when it was on the last. Now you admit it's tight. Why not take the D?"

"But there's a wrinkle there under the instep, isn't there?"

"Sure there is when you lean over like that. But you ain't going to walk with your nose down on a level with your ankle, are you? Suppose you stand up on that shoe again and let me look—

"There! no wrinkle as I can see. Looks to me like the foot fills the shoe all right. Now, what you want in an everyday shoe is comfort and service. When a man is at work he hates to have his feet pestering him. I do. Makes me cross. If you were buying a dress shoe for occasional wear I would say take the B, but my advice to you for a comfortable everyday shoe is a D. What do you say?"

"Tie up the D's," said the young fellow.

Just then three people came into the store: a clerical looking gentleman in black clothes, a tall young fellow with a dress suit case and the mail carrier. While Uncle Sam's representative was making his way to the desk with the morning mail—and he had a pretty hefty bunch of it—Benson took in charge the man with the dress suit case, telling the clerical looking one to be seated; that Mr. Collins would be at leisure in just a moment and would attend to his wants. And Collins wasn't long in tying up his parcel and going to the cashier's desk for the change. With a cordial "Thank-you-sir-call-again!" he turned to the newcomer with a winsome "Good-morning-sir!"

"I am Rev. So-and-So, of the — church—"

"Oh, I see!" said Collins. "I'm pleased to meet you, Doctor. My name is Collins."

"And now, Doctor —, what can I do for you?"

"I am getting up a special programme for an entertainment to be given at our church; and while it's something of a nuisance to be solicited—and while we don't make a habit of doing it—we thought in the present instance we might be excused for pestering our friends. As you see from this dummy, it's to be quite an affair; and we'd like to have an advertisement from you people."

Collins took the dummy and looked it over.

"I haven't the authority to act in such matters, Doctor; but just step back here to the desk and speak to

Mr. Hissom." And he led the way back. Of course, Tom had heard every word that was said while he was looking through the mail—Tom is one of those rare fellows who can do two or three things at the same time, and do them better than a good many people can do them one at a time.

"Mr. Hissom!" said Collins (Tom looked up), "this is Doctor — and he wishes to speak to you about advertising space in a programme."

Tom advanced to meet the doctor, and greeted him cordially. He said:

"I am certainly glad to meet you, Doctor. Your predecessor, Doctor — and I were great cronies. I'll never forget a day he and I spent out on Clear Creek fishing. My! but he's a sportsman to the center of his being. You ought've seen the string of bass we brought in—by the way, Mr. McKay, pardon me: Doctor — shake hands with Mr. McKay. And, by the way, Doctor, how's our friend, Doctor — getting on with his work at his new charge?"

"Nicest kind, so I understand, Mr. Hissom," said the doctor, "but he's the kind of a man who would do well anywhere or at most anything. But, now, I realize, Mr. Hissom, that your time is valuable, and so if you'll excuse me, I'll make my statement at once. (And he did in substantially the same words that he used previously. It was a clear-cut, manly and inoffensive proposition.) Tom looked over the pages for a minute and said:

"All right, Doctor; I'll take a half page of your programme—and do it gladly. Of course, you realize that as an out-and-out advertising proposition, this space hasn't a great deal of intrinsic worth to me; but I want the respect and good will of you and your people, and of all other good people in the community. And I'm willing to pay the price. And besides, I like to feel that I have some part, slight though it may be, in every good work in the community. I'll have the copy ready for you to-morrow. Give me a conspicuous place. And drop in any time. I shall be glad to see you."

As the doctor was taking his leave, I directed my attention to Benson and his party. Benson had him toggled out in a pair of patent colt button boots and standing on the rug before the big plate glass mirror to the right. It was evident from the admiring glances that the young fellow cast upon those shoes that Benson had struck the center of his fancy. And that's a trick Tom's men somehow seem to learn. They learn it from Tom. I suspect if Tom had a man in his employ who couldn't learn that trick in a reasonable length of time, he wouldn't be in Tom's employ for long.

"They'll do all right," said the owner of the dress suit case.

"I thought you'd like them," said Benson. "But now," eh went on, "I want you to get the full measure of comfort and service out of those shoes. They are good shoes—made well—and made out of excellent material. But a pair of shoes like these require just a little care and atten-

tion. Have you got a pair of trees?" "Sure thing! had 'em for two years."

"Do you use them?"

"Well, no; to be perfectly frank, I guess I'm too lazy to get the best service out of them. I think just now they are mixed up with a lot of hunting togs, hip boots, etc., in an old closet."

"Now, friend, it's a cinch those trees aren't going to keep the wrinkles out of these shoes if you bury them under a pair of hip boots in the closet, isn't it? Won't you take my advice, please: fish those trees out and use them on these shoes every night. It won't take much time. A good habit is the easiest thing in the world to form. I'll bet you waste ten times as much time every day looking at the wall paper as it would take to tree these shoes. Don't you?"

At this point Tom cut in with a line of talk about a swell window trim that he proposed putting in shortly, and when I looked up again Benson was off to meet a tall, elderly gentleman who had just come in, while Collins was in the midst of an animated talk with his customer. Collins was saying:

"You are right there, my friend; the average man doesn't for a fact know when he's fitted. And that's the cause of nine-tenths of the trouble people have with their feet."

"Now there are just three things about a shoe that a man ought to watch. He ought to be sure that a shoe is wide enough cross the ball of the foot. That part of the foot is made up of the seven metatarsal bones, and these bones which really form an arch crosswise of the foot, support most of the weight of the body. If you crowd these bones together and squeeze them up in a shoe that's too narrow for the foot it works harm to the whole mechanism of the foot, and then the shoe ought to be long enough—but that rule isn't so often violated; and finally a shoe ought to have a good, strong shank that won't break down and bring on foot troubles of a serious kind."

"I'm sure this shoe fills the bill in all these respects; aren't you? How does it feel?"

"I think it will do," said the man. "And, besides, I believe you figured this thing down to a fare-you-well—and I won't go up against another man's game. You may wrap them up."

I really should have enjoyed staying longer, but it was time for me to mosey.—Cid McKay in Boot and Shoe Recorder.

As a business creator what is there better than advertising? Have you ever asked that question of yourself? The millions that advertising has made for merchants are unaccountable, yet there are business men who even now don't believe in advertising, just as there are people who still think it is safer and more convenient to travel in a prairie schooner behind a pair of slow oxen than in a Pullman palace car. Yet this type is of business men who are seldom rated in commercial rating books.



# Mayer's Advance News

## On Fall Shoe Styles

We are just putting the finishing touches on our new Fall line, which, when ready, will be worthy of the serious consideration of every PROGRESSIVE MERCHANT. This fact will have to be admitted when you see the line.

*Mayer*

Custom Made  
**SHOES**

possess the style and workmanship that places them far ahead of any other line. THE QUALITY IS ALWAYS THERE, regardless of the cost of material or market conditions, and that is one reason why Mayer Custom Made Shoes ALWAYS GIVE COMPLETE SATISFACTION. There are some shoes you can buy cheaper, but the difference is taken out of the goods. Poor goods mean dissatisfied customers and loss of trade.

All Mayer Shoes  
are made with



**FULL VAMPS**

The enormous increase in our business during the past year has taxed our facilities to the limit, but our large new addition to the present plant will soon be ready, giving us an added capacity of three thousand pairs of shoes per day. Our rapid growth is the best evidence that our prices are as low as possible consistent with the quality of our goods.

### Wait==Hold Your Orders

Do Not Buy Until You Have Inspected the Fall Line

It will pay you to wait until you have had a chance to examine the new Fall line. Nowhere will you find as good a line to build up your trade. With Mayer Custom Made Shoes go not only the advantages of ESTABLISHED QUALITY BUT THE PRESTIGE AND POPULARITY CREATED BY EXTENSIVE ADVERTISING. If you have not heretofore carried the Mayer line this is the time to begin. Write for particulars.

**F. Mayer Boot & Shoe Co.** MILWAUKEE  
WISCONSIN



## MEN OF MARK.

**David D. Cady, Vice-President Lee, Cady & Smart.**

Much has been said and written to the effect that an individual starting out in life should study his own adaptability and, having clearly ascertained it, should determine his course in life accordingly. It is often laid down as a positive rule that each person, man or woman, has a capacity for some particular calling, and that his or her success will depend on whether the right one to fit the case shall be chosen. Like nearly all theories abstracted from practice, we find that this one is a mere structure of words that is more plausible than provable by actual demonstration. Probably it can be shown that any individual of ordinary faculty is capable of any one of several particular undertakings that if persisted in with energy and singleness of purpose will eventuate in more or less success. Yet this does not prove that any other pursuit, followed with persistency, energy and singleness of purpose, may not have been equally, perhaps more successful. The fact is that any well equipped mind, backed by a steadfast purpose and supported by a fairly strong physical nature, is capable of successfully accomplishing numerous things that will be a credit to the individual. The lives of many men and women demonstrate this conclusion without recourse to abstract theory or superfluous argument in its behalf.

The truth is that in the majority of instances accident, environment, opportunity or other incidents in early life give direction to one's avocation or pursuit. The vastly greater number depend on chance or opportunity to give them a start in life. As a general thing necessity has much to do with the first step or succession of steps. In the outset we mostly do what we can or what we have to, not what we would desire. It is true that in the learned professions, in mechanics and the arts, where preliminary tuition is possible and determinable, there is often an early choice of pursuit which is carried into effect after the training has been completed. But the great mass of men are thrust by the force of circumstances into the avenues that lead to their settled careers. Many individuals see no other choice than a general resolution to get on in the world and seize the first opportunity that is presented. Such persons apparently are as apt to obtain wealth, position and honor as others who have made a specific selection of calling and have relied on their special adaptability to it for a successful outcome. Especially is this resolution true of men beginning life in lowly and straightened circumstances; they have no opportunity, no power of choice, but are forced to dodge into the first opening that appears. Such tentative movements may be the initiative of a triumphant career, or only the beginning of a desultory effort to keep soul and body together; but in either outcome there was no choice in respect to inclination or adaptability to the avenue of effort which may have offered.

In the following biographical sketch the subject is ushered before the public without preliminary heralding. There is no description of a remarkable boyhood, of a long line of illustrious ancestry, of brilliant scholarship, of training for future employment, of struggles with adverse conditions before a successful start was made. This recital is concerning a man who seems early to have gone at the first work that was obtainable. He was, as a youth, employed in a grocery store—a business that he has since followed. There was nothing especially strenuous or spectacular in the way his career began. He simply persisted in the pursuit that opened to him, and by industry, a set purpose to acquire a knowledge of the business and a skillful application of

he embarked upon his career as a traveling salesman. He next entered the employ of Wm. Phelps & Co., subsequently known as Phelps, Brace & Co., which house he represented for six years. He was subsequently identified with the grocery establishment of Platt & House, on Woodward avenue, where he remained until he formed a copartnership with James E. Brewster and engaged in general trade at New Hudson under the style of Brewster & Cady. Two years later he returned to Detroit and entered the employ of W. J. Gould & Co. He was with this house fifteen years, eight years on the road and seven in the house. After the third year he was taken in as a partner, which relationship continued until he retired from the firm in 1892 to form a co-

it will shortly erect an enormous building especially adapted for the wholesale grocery business.

Mr. Cady was married about thirty years ago to Miss Brewster, a sister of the gentleman who was his partner in the retail trade at New Hudson. They have four children—two sons and two daughters—and Mr. Cady is a grandfather. Mr. Cady and his wife and their two unmarried children left Detroit Monday for New York, whence they sail to-day on the Ryndam for Rotterdam. They will spend three or four months in Southern Europe, returning home about July 1.

Mr. Cady is a Mason up to the 32d degree, a Knight Templar, a member of the Detroit Club, Country Club and Old Club and Vice-President of the Standard Pure Food Co.

Mr. Cady attributes his success to hard work and to a firm determination never to let anything interfere with his business. He is one of the most methodical and painstaking business men in the city of Detroit and probably puts in as many hours at his desk as any man connected with the wholesale grocery business. He has few hobbies, although he owns up to a weakness for angling, and of late years he has become interested in automobiling. He is a devoted adherent to the family circle and finds his greatest pleasure in ministering to the comforts and requirements of his family. Mr. Cady is to be congratulated on the fact that during the forty-three years he has been identified with the grocery business he has not permitted himself to be so shaped to one groove that he can not travel in another, and that his mind and his tastes have not been so centered in the mere making of money that he can not find rational enjoyment in the pursuit of other things.

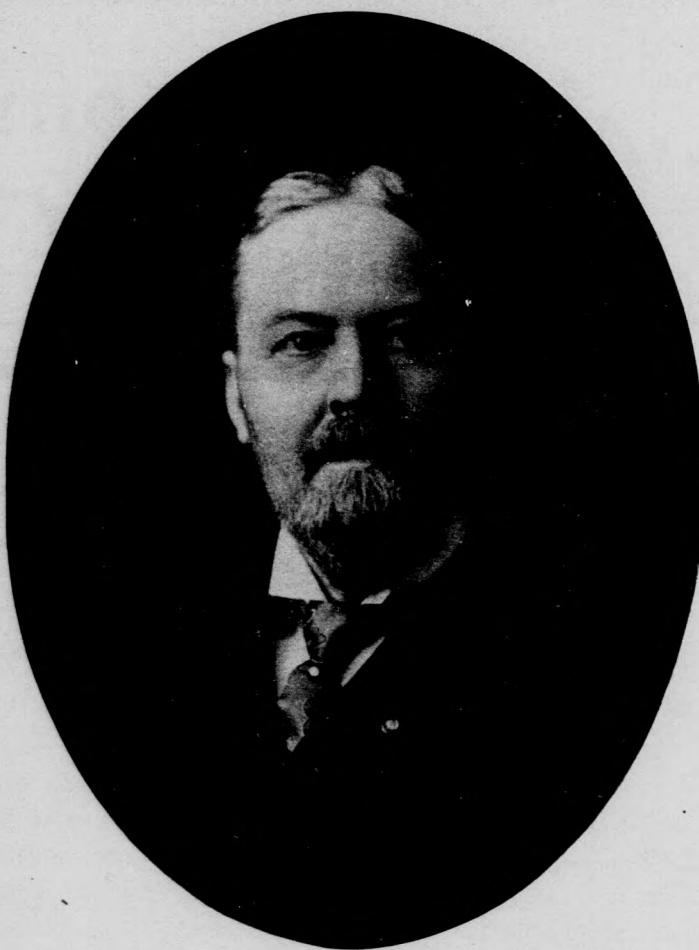
#### Old Flour Mill Is Sold.

Plainwell, March 5—By a transfer made yesterday the second oldest flour mill in Allegan county was disposed of by the Farmers' Milling Co., of Allegan, to the Allegan Light & Power Co. and Baker & Co. Capt. A. E. Calkins, the President and Secretary of the Farmers' Milling Co., has been in charge of the mill for thirty consecutive years, taking the management in 1877.

Grain was brought from miles around to the mill in the early days, when it was the chief industry of the county. Capt. Calkins has been very successful in the mill, but as it needed new machinery and other improvements it was thought best to dispose of it. He desired also to go into other business. Although well advanced in years he feels that he is yet too active to retire from business. It is expected the mill will be used as a warehouse.

#### To Rebuild Burned Mill.

Chelsea, March 5—The Chelsea Milling Co. has awarded the contract for a \$12,000 flour mill to the Meisel Manufacturing Co., of Port Huron. The company is to erect the building, equip it with machinery and have it ready for occupancy July 1. This is to replace the flour mill that was recently burned.



David D. Cady

what he learned he has attained a large measure of success.

David D. Cady was born at Plymouth, Michigan, about fifty-nine years ago, his antecedents being American on both sides. When he was 8 years old his parents removed to Ypsilanti, where they remained six years, when they took up their residence in Detroit, and the subject of this sketch completed his education, so far as school books go, in the Barstow school. At 16 he was employed in the grocery store of a man named Watson, with whom he remained a year. He then went into the wholesale and retail grocery house of E. A. Drury, where he stayed for several years. His next engagement was with the wholesale grocery house of W. & R. Miller, during which time

partnership with Gilbert W. Lee, who had purchased the fancy grocery business of D. D. Mallory & Co. in 1885 and had been conducting the business under the old name. Lee & Cady was selected as a firm name and this copartnership relation continued without interruption until March 1, of this year, when it was changed to Lee, Cady & Smart, in consequence of the purchase of the Phelps, Brace & Co. and Smart & Fox combination of stores in Detroit and the Saginaw Valley. The business is conducted by a stock company with \$750,000 capital. The present headquarters of Lee & Cady and Phelps, Brace & Co. will be occupied temporarily, but the house has an option on a location with both railroad and boat facilities, on which



# Boot

your customers with

## Goodyear Glove Boots

and you will have no  
kick coming.



In fact,  
they will deem it such  
a pleasure  
that they will  
come back and let  
you

# Boot

them again.



- Hip Boots
- Sporting Boots
- Storm King Boots
- Duck Vamp Boots
- Light Gum Boots
- Cadette Boots
- Women's Boots
- Misses' Boots
- Child's Boots
- Boys' Boots
- Youth's Boots

Boots  
Boots      Boots

**Hirth=  
Krause Co.**

Grand Rapids,  
Michigan



## Your Workingman's Shoe Trade

is a paying portion of your business.

To keep it you must give them the  
most you can for their money.

It takes quality to do that. And shoe-  
quality is just that combination of leather,  
wear, workmanship and foot comfort  
people have found in our shoes for over  
forty years.

It is a pleasure to sell them—they al-  
ways satisfy. Our trade-mark guarantees  
that and your customer knows it.

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

## Hard Pan Shoes

### Of the Right Kind of Leather and the Right Kind of Making

Every pair from our factory reflects the care given to its  
production. Using stock that we know to be the best pro-  
duced in this country, we put full value into the making.

For boys' as well as men's wear the quality of workman-  
ship is Hard Pan quality, and that is the best. So sure are we  
about both making and stock that we put our name on the  
strap of every pair and guarantee the quality.

New customers are coming into line  
every day. Have you joined the Retail  
Shoe Dealers' Hard Pan Association?  
Send in your application today.

Our Name on the Strap of Every Pair

**Herold-Bertsch Shoe Co.**

Makers of Shoes  
Grand Rapids, Mich.



Stock No. 887

# 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.



## REACHING THE FARMER.

## Working Rural Delivery Routes To the Limit.

Written for the Tradesman.

"Do I look like a farmer?"

It was the shoe man who asked the question.

Half a dozen business men were sitting at the back of the big hotel dining room, having a little feed of their own.

"Come to think of it," said the grocer, "you do have that horny-handed look which goes with the potato harvest."

"He sure does look like butter and egg money," suggested the hardware man.

"I noticed him reading the signs as we came down the street," said the hatter, with an exasperating grin.

"Any further remarks?" asked the shoe man.

"Does this lead to a little talk for our own good?" asked the clothier, who was a chum of the shoe man and had learned to understand the symptoms.

"You fellows are all right," said the shoe man, "but you need revising in some particulars. Perhaps I do look like a farmer, but isn't this sort of stuff enough to bring a man into contact with the tall weeds? Just cast your cosmopolitan eyes over this bunch of rubbish."

The shoe man laid a pile of letters, pamphlets and circulars on the table as he finished speaking.

"Suppose you explanation us," said the clothier. "What does all this truck mean? Are you going into the bill-distributing business at your time of life?"

"Last spring," said the shoe man, "I moved out into my new house. It is about nine feet over the city line, and so I get my mail by rural free delivery. I'm nearer to the postoffice than a lot of fellows who live inside the city limits, but the wise men at the Federal building have placed me on a rural route."

"The postmaster appears to have a talent for classification," said the grocer. "You can't fool him with any of your city ways. He knows a farmer when he sees one."

"Just as soon as I moved out there," continued the shoe man, "and had my mail sent to the new address. I began to receive the attentions of the mail order houses. I found that the average retail merchant is a robber and a traitor to the State, especially the shoe merchant and the clothier."

"Never too late to learn," mused the grocer.

"And as for the provision man, the lake of fire is not hot enough to burn away his villainies—according to the mail order advertising man. I found out a lot of things about my neighbors' way of doing business that I had never suspected. Then I began to receive instruction as to how to get along without the avaricious middle man and how to amass a fortune."

"On the farm?" asked the grocer.

"On the farm, of course."

The men drew back from the table and lighted cigars.

Just look at that pile of advertising matter," said the shoe man. "There

you can learn how the farmers on the rural routes are worked by merchants who do not keep in touch with their advertising men. Observe that these circulars and letters are all from men who are doing business right on my street, and know me personally. Look at that."

"That" was an eight-page production printed in red and green on a cream book paper. The clothier picked it up.

"I presume," he said, looking at the first page and holding it up to the view of the others, "that this is a picture of you. You seem to be standing on a load of wheat, driving a pair of magenta horses, with a harvesting machine in the distance. That is a good idea, having the harvester off in the distance. This grass looks a little fresh and green for harvest time, but it may have rained there under the trees and skipped the yellow gold of the rustling wheat. Eh?"

"Yes, that's me," said the shoe man. "That's me as I appear out on the farm, nine feet from the busy haunts of men. I'm a farmer, see? And this is the con. my bank throws into me. The communication opens with the statement that each year we watch the ripening grain, and we know that we've got to go some to annex the life-giving sheaves. Note the gentle allusion to sowing and reaping. Here it says that they trust the thoughts in the little booklet will cause me to begin the planting of my spare dollars in a savings account. I suppose the banker has a notion that in order to reach the bulging pocketbook of a farmer he must talk shop to him—drag in all about plowing and reaping, and the patient labor of the fields."

"What's the use of kicking?" demanded the grocer. "If the banker thinks you really work for your living, where's the harm? Let him think so."

"Then," continued the shoe man, "here's a red picture of a team of spirited horses prancing merrily across the newly-plowed field, attached to a drill. I guess that's what they call the machines they sow things with. The horses are dashing along with heads up and tails rising, and I suppose that's me on the seat."

"You seem to be getting a ride in every act," said the hatter. "You ought to be grateful to the bank man."

The clothier took the booklet into his hand.

"Here's where it tells about saving your butter and egg money to pay the mortgage on the farm. Do all farms have a mortgage? Or do they spread it on in the fall like land plaster and take it off in the spring? Here's a picture of a hen, four chickens and an egg. The egg is in a nest, and is larger than the hen and the four chickens. Is that the kind of eggs you rear out on your farm? And here it says that the only way to have money is to get some ahead. Have you got some money ahead, and how far ahead is it? Why, this seems to be a very nice little booklet."

"Yes, indeed!" echoed the others. "A very elegant little book."

"Here's where you get instructions about the milk business," continued the clothier, "and here's where you win out again. There are five cows and you don't seem to be milking them. The book says that when you get pay for the milk you sell you must put a part of the money in the bank. Do you do that?"

"When I sell any milk," said the shoe man, "I'll have to make the Scotch terrier give down, for that's the nearest I ever came to having a cow, you see."

"But if you did have a cow, and got up in the morning at 4 o'clock and milked her, carried the milk off to a creamery and sold it for two cents a quart, you would put some of the money in a bank, wouldn't you?"

"You bet I would," said the shoe man. "I'll put it all in when I get up at 4 o'clock in the morning. Here's a picture of a man with \$100 in a bag. I guess he's just got it out of that fence corner to put in the bank, for there's a mad-looking hog making faces at him on the other side of a stake-and-rider fence. I hope that man with the money is me. Yes, this is a nice little booklet, and the tact it uses in talking shop to the farmer is remarkable! I suppose, now, that a farmer wouldn't understand about running a savings account unless it was all explained to him in the language of the farm!"

"Oh, you're sore because they sent one to you," said the grocer. "You don't want people to know that you are a farmer. I can't see any disgrace in being a farmer, I'm sure. What if they do have your commercial account at the bank? They want your farm account, too."

The shoe man sorted out another booklet from the heap of papers on the table.

"Look here," he said. "This is an invitation to call into a certain store and get warm, whenever I am in the city. The grocer who sends the bid also asks me to bring in the children and leave 'em there while I go about peddling me farm produce."

The grocer turned red and made a grab for the paper.

"Never you mind," said the shoe man. "This is private mail, sent to a farmer who does business in the city and lives nine feet from the corporation line. See here: This grocer says he will give me a cup of hot coffee every Saturday afternoon if I will come into his store and leave the baby while I put out the oxen. Now, that's mighty good of the grocer."

The grocer arose from the table and made another grab for the booklet, but the shoe man dodged him and went on:

"And if I take more eggs to the grocer than any other farmer between now and spring I'll receive a \$5 gold piece, and get pay for the eggs, too. This grocer seems to be all right, eh? Of course he knows I live away off in the country, and so he writes letters to me. The grocer knows me, too."

The grocer sprang to his feet once more, red and angry.

"I'll fire that advertising clerk," he said. "What does the fool mean by putting you on that farmer list? That

is worse than the bank's break."

"There's many a rural route list needs revising," said the shoe man, "and many a booklet needs rewriting by a man of sense."

Alfred B. Tozer.

## The Shortage of Cobblers.

Much has been said about the shortage of good help and how difficult it is to secure men that can do the work properly and speedily. At last we hear of a cobbler famine. It has been surprising to us for some time that shoe repairers have not been in short supply. The work is hard, hours long and pay small. Chicago has a half dozen repair shops each employing about twenty men. These men are well paid and work the regulation ten hours a day. Take the conditions prevailing in shoe stores, with but one man to do all the work: In proportion to the concentrated work of a single man at the large repair shop, the work of the individual does not show up one-half so well. Of course, salaries usually depend upon the earning power of the man. If a man in a larger shop working the same number of hours can by the aid of modern machinery do three or four times the amount of work the man in the smaller shop does in the same space of time, naturally his salary ought to be larger. Within the past few years there has been a general advance in all the necessities of living. Expenses on every hand have gone up and are larger. Still, very few shoe dealers have found it advisable to raise the price on general shoe repair work. Some of them possibly feel that their repair shop should be a sort of advertising feature of their regular store, but they do not think that the cobbler in the shop should receive more salary because they do not receive more for their repair work. It may be a good idea to hold down expenses in your store and your repair shop, but it is to the advantage of every retailer to pay his help well and have a good experienced man to take care of repairing. The same reasons that make it necessary for shoe dealers to advance prices on shoes can be offered to raise prices on repair work. If a retailer feels like doing any advertising the best place to do that is in his windows, through newspapers or other methods. The repair shop, like the findings counter or other parts of the store, should bring a profit and the cobbler should be given his share and paid as well, in proportion, as a clerk selling goods.—Shoe Trade Journal.

A Kansas paper calls attention to the fad which some people seem to have of making wills, and calls attention to the case of a Pennsylvania woman who left at her demise no less than six of them. The confusion that results makes business for the lawyers and the beneficiaries have the satisfaction of seeing their heritage dwindle day by day. The man who devises a rule to govern all such cases will receive the approbation of a public sick and tired of these contests over the remains of dead men.





# Perpetual

## Half Fare

# Trade Excursions

## To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the Grand Rapids Board of Trade, have established permanent Every Day Trade Excursions to Grand Rapids and will reimburse Merchants visiting this city and making purchases aggregating the amount hereinafter stated one-half the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the Secretary of the Grand Rapids Board of Trade, Board of Trade Building, 97-99 Pearl St.,

will pay back in cash to such person one-half actual railroad fare.

### Amount of Purchases Required

If living within 50 miles purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50, purchases made from any of the following firms aggregate .....	150 00
If living within 100 miles and over 75, purchases made from any of the following firms aggregate .....	200 00
If living within 125 miles and over 100, purchases made from any of the following firms aggregate .....	250 00
If living within 150 miles and over 125, purchases made from any of the following firms aggregate .....	300 00
If living within 175 miles and over 150, purchases made from any of the following firms aggregate .....	350 00
If living within 200 miles and over 175, purchases made from any of the following firms aggregate .....	400 00
If living within 225 miles and over 200, purchases made from any of the following firms aggregate .....	450 00
If living within 250 miles and over 225, purchases made from any of the following firms aggregate .....	500 00

### Read Carefully the Names

you are through buying in each place.

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as

#### ACCOUNTING

A. H. Morrill & Co.—Kirkwood Short Credit System.

#### ART GLASS

Doring Art Glass Studio.

#### BAKERS

Hill Bakery  
National Biscuit Co.

BELTING AND MILL SUPPLIES

Studley & Barclay

BICYCLES AND SPORTING GOODS

W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES

Brunswick-Balke-Collender Co.

BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS

Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER

Grand Rapids Stationery Co.  
Grand Rapids Paper Co.  
Mills Paper Co.

#### BREWERS

Grand Rapids Brewing Co.

#### CARPET SWEEPERS

Bissel Carpet Sweeper Co.

#### CARRIAGES

Brown & Sehler Co.

Sherwood Hall Co. Ltd.

CARRIAGE AND WAGON HARDWARE

Sherwood Hall Co. Ltd.

#### CONFECTIONERS

A. E. Brooks & Co.  
Putnam Factory, Nat'l Candy Co.

#### CLOTHING AND KNIT GOODS

Clapp Clothing Co.

#### COMMISSION—FRUITS, BUTTER, EGGS, ETC.

C. D. Crittenden  
E. E. Hewitt  
Yuille-Zemurray Co.

#### CEMENT, LIME AND COAL

A. Himes  
A. B. Knowlson  
S. A. Morman & Co.  
Wykes-Schroeder Co.

#### CIGAR MANUFACTURERS

G. J. Johnson Cigar Co.

Geo. H. Seymour & Co.

#### CROCKERY, HOUSE FURNISHINGS

Leonard Crockery Co.

#### DRUGS AND DRUG SUPPLIES

Hazeltine & Perkins Drug Co.

#### DRY GOODS

Grand Rapids Dry Goods Co.

P. Steketee & Sons

#### ELECTRIC SUPPLIES

M. B. Wheeler Co.

#### FLAVORING EXTRACTS AND PERFUMES

Jennings Manufacturing Co.

#### GRAIN, FLOUR AND FEED

Valley City Milling Co.

Voigt Milling Co.

Wykes-Schroeder Co.

#### GROCERS

Judson Grocer Co.  
Lemon & Wheeler Co.  
Musselman Grocer Co.  
Worden Grocer Co.  
The Dettenthaler Market.

#### HARDWARE

Foster, Stevens & Co.  
Clark-Rutka-Weaver Co.

#### HARNESS AND COLLARS

Brown & Sehler Co.  
Sherwood Hall Co. Ltd.

#### HOT WATER—STEAM AND BATH HEATERS.

Rapid Heater Co.

#### LIQUORS, WINES AND MINERAL WATERS.

The Dettenthaler Market.

#### MATTRESSES AND SPRINGS

H. B. Feather Co.

#### MEATS AND PROVISIONS.

The Dettenthaler Market.

#### MUSIC AND MUSICAL INSTRUMENTS

Julius A. J. Friedrich

#### OILS

Standard Oil Co.

#### PAINTS, OILS AND GLASS

Goble Bros.

V. C. Glass & Paint Co.  
Walter French Glass Co.  
Harvey & Seymour Co.  
Heystek & Canfield Co.  
Pittsburg Plate Glass Co.

#### PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.

#### SADDLERY HARDWARE

Brown & Sehler Co.

Sherwood Hall Co., Ltd.

#### PLUMBING AND HEATING SUPPLIES

Ferguson Supply Co. Ltd.

#### READY ROOFING AND ROOFING MATERIAL

H. M. Reynolds Roofing Co.

#### SAFES

Tradesman Company

#### SEEDS AND POULTRY SUPPLIES

A. J. Brown Seed Co.

#### SHOES, RUBBERS AND FINDINGS

Harold-Bertsch Shoe Co.

Hirth, Krause & Co.  
Geo. H. Reader & Co.  
Rindge, Kalmbach, Logie & Co. Ltd.

#### SHOW CASES AND STORE FIXTURES

Grand Rapids Fixture Co.

#### STOVES AND RANGES

Wormnest Stove & Range Co.

#### TINNERS' AND ROOFERS' SUPPLIES

Wm. Brummeler & Sons

W. C. Hopson & Co.

#### WHOLESALE TOBACCO AND CIGARS

The Woodhouse Co.

#### UNDERTAKERS' SUPPLIES

Durfee Embalming Fluid Co.

Powers & Walker Casket Co.

#### WAGON MAKERS

Harrison Wagon Co.

#### WALL FINISH

Alabastine Co.

Anti-Kalsomine Co.

#### WALL PAPER

Heystek & Canfield Co.

#### WHOLESALE FRUITS

Vinkemulder & Company

#### WHOLESALE MILLINERY.

Corl, Knott & Co., Ltd.

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.





### Observations of a Gotham Egg Man.

It is not often that a liberal stock of fresh eggs is allowed to accumulate in this market under shippers' orders in expectation of a deficiency in receipts, when the accumulations are so well cleared under a realization of the expected conditions as has been the case during the past week.

The following table will give a fair idea of the statistics of our market during the past five weeks:

Week ending	Rec'ts	Accumulation
January 26	51,563	5,000
February 2	63,633	25,000
February 9	61,764	40,000
February 16	49,028	20,000
February 23	43,491	4,000

It will be remembered that the period of severe cold weather which led to the speculative accumulation of surplus fresh eggs here occurred from about the close of January until about February 5, and it is worth noting that the full effect of this interruption to production was not felt in our receipts until the third week afterward.

An analysis of the figures given in the above table shows a considerable variation in the apparent trade output from our wholesale market during the five weeks covered; this is due to the variation in the disposition of jobbers and retailers to buy ahead or to use stock on hand, and also to the variation in out-of-town trade. During the week ending January 26 local dealers were in many cases buying considerable stock ahead, which they were inclined to use up the following week under the influence of heavy receipts, and as we were at that time having very little out-of-town trade the wholesale output in week ending February 2 was smaller than usual, and it was only the rapid accumulation of surplus under shippers' orders that sustained the market. During the two weeks ending February 16 and February 23 we enjoyed liberal out-of-town demands which, with local trade carrying no surplus and compelled to buy daily for all needs, absorbed the accumulations closely, cleaned up all the remaining storage eggs except a few lots held by dealers or coffee men, and left our market practically bare just at the time when an increase of receipts was about due.

It was a pretty good fit all around and our market is now in shape to slide downward toward the spring basis in a most healthy and satisfactory condition.

At this writing there is some uncertainty as to the rapidity of the increase in supply which everybody believes is at hand. So far this week advices of commission shipments have not shown a large increase, but many shippers who usually forward on commission sold on track last week rather than take chances of the amount of break in this market, and it is generally expected that our increase for the current week will amount to fully

as much as the amount of reserve stock that we disposed of last week. So far the receipts for two days, 22,180 cases, show an increase of 5,803 cases over the same two days of last week. All reports indicate liberal collections in most sections (except the Northwest) and as considerably lower prices will soon be permanently established receivers are disposed to let the market down as fast as necessary to insure a daily clearance.

In the wake of the National pure food law we may expect a train of fool measures introduced in various state legislatures, for once the question of food regulation is taken up there are always a lot of cranks who are stimulated to air their notions. In the Indiana Legislature we understand that a bill was introduced by Senator Stephenson designed to prevent the sale of eggs which had been placed in an incubator or which were in a decaying condition. Who is to say when an egg is in a "decaying condition?"

A similar bill was reported to have been introduced in the Wisconsin Legislature a short time ago and some wag, evidently conscious of the absurdity of such measures, introduced a bill providing that "every egg producing fowl shall, upon proper application made to the Secretary of Agriculture, be provided with an automatic dating machine, and it shall be the duty of every such fowl to date consecutively each egg laid, in order that the public may be properly informed as to the age and edible qualities of such hen's product."

The distributing egg markets of the country are approaching the season of normally heavy receipts in unusually healthy condition. All are practically bare of accumulations and even the jobbers and retail dealers are handling goods from hand-to-mouth. It may confidently be expected under these conditions that we shall have a very heavy distributing trade as soon as full supplies come forward and prices fall to what dealers will generally consider to be bottom prices. Should there be no further return of severe wintry weather in producing sections we shall probably have a very heavy run of stock in March. During the past five years our March receipts have ranged from 340,257 cases in 1902 to 411,665 cases in 1905; last year they were 301,197 cases, and if present weather conditions continue we may count upon a record breaker this year. But even with upward of 400,000 cases next month it is not probable that there will be much surplus accumulated in first hands; the trade is now so well cleared that consumers will quickly get the benefit of the decline in the wholesale market, and the expanding consumption will induce jobbers and retailers to carry larger working stocks, which alone will absorb many thousands of cases.—N. Y. Produce Review.

**We want competent  
Apple and Potato Buyers  
to correspond with us**  
**H. ELMER MOSELEY & CO.**  
504, 506, 508 Wm. Alden Smith Bldg.  
GRAND RAPIDS, MICH.

**You Don't Have to Worry**  
about your money—or the price you will get—when you ship your small lots of fancy fresh eggs to us.

Never mind how the market goes—if you can ship us fancy fresh stock—we can use them at pleasing prices—in our Candling Dept. **We Want Your Business**

**L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York**  
Established 1865. We honor sight drafts after exchange of references.

W. C. Rea

A. J. Witzig

## REA & WITZIG

### PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

#### REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

## A New Commission House

We get you the highest prices. We give you a square deal.

We send the money right back.

We can sell your Poultry, Veal, Hogs, Butter, Eggs, Cheese, in fact anything you have to sell.

**BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.**

## Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

**R. HIRT, JR., DETROIT, MICH.**

## Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

**THE VINKEMULDER COMPANY**

41-16 Ottawa St.

GRAND RAPIDS, MICH.

## Clover and Timothy

All orders filled promptly at market value.

**ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.**  
OTTAWA AND LOUIS STREETS

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.

**\$7,000**

worth of **SAGINAW NOISELESS TIPS** sold in Grand Rapids in 20 days by **C. D. CRITTENDEN CO.** We want all merchants to share in these good matches. Order some to-day.

**C. D. Crittenden Co., Grand Rapids, Mich.**  
Wholesale Butter, Eggs, Cheese and Produce





**Special Features of the Grocery and Produce Trade.**

Special Correspondence.

New York, Mar. 2—As the season advances there seems to be a little better demand for spot coffees and jobbers generally report quite a satisfactory condition this week. There is a firm tone and sellers seem quite hopeful notwithstanding large stocks. At the close Rio No. 7 is worth 7¼c. In store and afloat there are 3,995,552 bags, against 4,131,068 bags at the same time last year. The receipts of coffee at Rio and Santos from July 1, 1906, to Feb. 28, 1907, aggregated 14,871,000 bags, or almost 5,000,000 bags more than for the whole of last season, when the receipts for twelve months at the two ports were 9,968,000 bags. Mild grades have been in moderate request, but quotations seem well maintained. East Indias are steady.

Within a day or so sugar has experienced a more active call, and it may be the forerunner of spring and summer trade. The situation for granulated is very firm and quotations show a tendency to advance, although 46c less 1 per cent. cash is about the correct rate.

Orders for teas have been individually rather small, and buyers are not disposed to purchase ahead of current requirements. As previously noted most strength is shown in low-grade Indias, Ceylons and Congous.

There has been a fairly satisfactory jobbing trade in rice and quotations are firm. This seems especially true of Japan, which is not in large supply. Choice to fancy domestic head, 4¼@5¼c; Japan, common, 3¼@4½c.

Spices are doing well and jobbers have had good call from grinders for cloves, nutmeg, mace and black pepper. Other articles show no variation from the usual every-day demand.

Holders of molasses are firm and stocks are pretty well reduced. Most of the business seems, however, to be of withdrawals under old contracts, and there is little new. Good to prime centrifugal, 27@35c. Syrups are steady and the market is pretty well cleaned up.

It is said that 8c is about the minimum rate for future tomatoes and brokers are finding packers very firm in their views. Cans have been advanced, and taking the upward tendency on almost everything that enters into the goods, no surprise need be felt if the range tends to constantly higher rates. Little new can be reported of spot goods, which are

held at about 92½@97c. Corn is dull for spot and there seems as yet to be nothing doing in futures. Peas are selling well and holders are very firm. Other goods are quiet and showing little, if any, change.

Butter shows scarcely any change. The supply is apparently equal to the demand and extra Western creamery is quotable at 33½@34c; seconds to firsts, 26@32c; imitation creamery, 24@27c; factory, 19½@20½c for seconds and 21@21½c for firsts; renovated, 22@25c.

Cheese is in fair demand and stocks are running light. Full cream has advanced to 15c, but the quality must be choice to bring this price.

Heavy supplies of eggs are confidently looked for next week and a big tumble may be expected. At the moment, however, quotations are very well sustained at 27½c for finest selected Western and 27c for firsts.

**Large Automobile Plant in Prospect.**

Adrian, March 5—Manufacture of an automobile which it is believed will revolutionize the business will be taken up by J. Wallace Page, President of the Page Wire Fence Co. Mr. Pag made this announcement to the Business Men's Association. He says he will establish a business which will employ several hundred men and turn out several thousand machines a year.

One of the cars, built nearly a year ago, has been in constant service in this city and vicinity and has run several thousand miles without accident or breakdown. It has been submitted to the severest tests in all weathers and circumstances.

The Ideal Fence Co., this city's youngest industrial organization, has purchased the large plant of the Adrian Brick & Tile Machine Co., which has been standing idle for some time. The consideration is not announced. The building is a fine three-story brick structure. The purchase also included the machinery and the company, in addition to making fence, will continue to do a general business in heavy machine work. The company is capitalized at \$100,000.

Miss Otilla J. Becker has retired from the management of the advertising department of the Page Fence Co. Miss Becker started with the company nine years ago as stenographer. She rose gradually through successive grades until, when Dr. Reynolds died two years ago, she was chosen to succeed him.

The most heavenly pictures seen on earth are men and women doing common loving kindnesses.

Health is a large part of happiness and happiness of health, while both are essential to holiness.

## Secondhand Egg Cases For Sale Cheap

Write at once for particulars to

**HARRISON BROS. CO.**

9 So. Market St.

Boston, Massachusetts

**BUTTER** We offer 23½c delivered here for this week's shipment good roll butter.

**EGGS** Highest market price remitted soon as sold.

Our pure **Michigan Syrup and Sugar Cakes** will satisfy your most critical maple trade and are labeled to comply with all State and Federal laws. Our guarantee has been filed with the U. S. Government and accepted and Serial No. 5463 assigned to us.

**Price List Pure Michigan Sugar Cakes**

1 or 2 lb. cakes, 50 lbs. to the box, per lb. .... 9c  
5 oz. cakes, to retail 5c, 40 lbs. to the box, per lb. .... 9½c

**Pure Michigan Syrup**

1 gallon cans, ½ dozen in case, per case. .... \$5.10  
½ gallon cans, one dozen in case, per case. .... 5.40  
¼ gallon cans, two dozen in case, per case. .... 5.70  
5 gallon jacketed cans, per gallon. .... .80

**OUR OFFER** Order two or more packages, either sugar or syrup. We will prepay freight charges.

**Sample every package.** If they suit you and are in every way satisfactory, remit the price within ten days.

If you are not entirely suited, return at our expense and you have not a cent to pay. We take all the risk. Can an offer be fairer?

Order now for immediate or future delivery. Can be ordered through your wholesale grocer.

Free sample by mail on request.

**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.

ESTABLISHED  
1883

## WYKES & CO.

SUCCESSORS TO WYKES-SCHROEDER CO.

THOS. E. WYKES  
CLAUDE P. WYKES

MANUFACTURERS AND  
WHOLESALE DEALERS IN

## FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS, MICH.





**Michigan Knights of the Grip.**  
President, F. N. Mosher, Port Huron;  
Secretary, Frank L. Day, Jackson; Treas-  
urer, John B. Kelley, Detroit.

**United Commercial Travelers of Michigan.**  
Grand Counselor, W. D. Watkins, Kal-  
amazoo; Grand Secretary, W. F. Tracy,  
Flint.

**Grand Rapids Council No 131, U. C. T.**  
Senior Counselor, W. D. Simmons;  
Secretary and Treasurer, O. F. Jackson.

#### How To Make Quality Justify Price.

There are a great many salesmen, in all lines of business no doubt, who are so accustomed to hearing their prices complained of by customers that they have almost involuntarily come to take the customer's point of view in this matter of price.

A certain percentage of prospective sales must be lost, in any line, through the fact that the salesman is not at liberty to reduce the price which the house has given him. A house can better afford to lose such sales than compromise on the matter of an equitable price. But when an order is lost in this way it is natural for some salesmen to wish that the price had not been so high; and this wish begets the idea that the price demanded by the company is not justifiable.

There are salesmen who, not having the ability to get trade in spite of a high price, are more willing to consider the house exorbitant than to consider themselves unequal to the work entrusted to them—which is that of not only selling goods but upholding the price while doing so.

These salesmen have not the mettle that is particularly necessary in their business. It is the duty as well as the interest of every salesman to side with his house on this question, the same as he sides with it on the question of quality. He should maintain that its prices are right and that they are significant merely of his firm's importance and the excellence of its service to the trade.

So far from pulling against the house on this subject of price the salesman should, whenever the opportunity presents itself, do a little missionary work with a view to making it practicable for his firm to ask still higher prices for these goods in the future.

If the firm is to prosper—and by prospering to help its salesmen to prosper—it must exercise its legitimate right to get as high a price as it can for the goods it sells. It can exercise this right only with the support and co-operation of its salesmen. But there are a great many salesmen who fail to see this; who think only of how much less exertion it would take to get orders if goods were given away instead of sold at right prices, and who do not look so far ahead as to calculate what the effect would be upon their house and upon themselves if right prices were not maintained.

Instead of thinking of the price objection as a difficulty, a salesman would do better to welcome such an objection from his customer—simply

because it offers him an opportunity, first, to prove to the customer the special merit and desirableness of the goods; second, to prove to himself and to his house his own special capability as a salesman.

By gaining the first point—that is, by proving to the customer that the price is right—he paves the way for a future campaign when he shall offer still greater values at still higher prices, and make for his company and for himself a still larger margin of profit.

One of the best salesmen in our employ formerly traveled for a lamp factory. While he was on the road with that line his house sent him a sample of a new specialty—one which was particularly attractive and quite different from other items in the line—but in sending it the house omitted to inform the salesman as to the price he was to ask for this item. The salesman wrote to his manager asking the price, but he did not wait for his manager's reply before starting out to get orders for this new specialty. From appearance he judged the article to be worth about \$6.50 a dozen, and this therefore was the price which he quoted to the trade. He heard no murmurs against the price and a good many of his customers bought from one to twenty-five gross at that figure—the salesman stipulating in each case that the order would have to be passed upon by his home office before it should be considered valid. He had an idea that perhaps he was asking too little, and this stipulation was meant as a safeguard in the event that the article proved to be worth more than he had calculated. Judge of this salesman's surprise when he received an answer to the letter of enquiry which he had sent his manager; in this answer the manager requested him to sell the article at \$2.75 a dozen. There was even a postscript to the manager's letter warning him against cutting that price of \$2.75 per dozen!

There was considerable enthusiasm at the home office when it was learned that this salesman had been booking orders right along for this article at \$6.50.

We know that some salesmen will never run beyond a certain amount per month or per annum, and this is their own fault exclusively. There is practically no limit to the amount of goods a man can sell. What he requires is ambition, push and energy and to be wide awake.

The self-satisfied salesman never gets great results. He stays at the same old 6's and 7's year in and year out, and naturally at the same rate of salary or commission.

How much better it would be if that kind of salesman would check himself up short and stop to think about as follows: "Last year I sold \$30,000 worth of goods and received so much for my work. With a little extra exertion, with harder work, I can sell perhaps \$45,000 to \$60,000 worth, and when I do that the house must pay me a great deal more or I will go where my services are better appreciated." That is the sort of talk that wins.

If twenty salesmen all started out at one time it would be found (in the

course of twelve months' time or less) that three to five out of the twenty men had push and ambition to lift themselves up out of the rut. These will not only sell twice as much goods as the other fifteen, but will also make greater profits. They see the opportunities and know how to grasp them.

One never pleases a merchant by selling him cheap goods; he simply loses confidence in you and if he finds you are easy he will never be satisfied with the prices you give him. He will always think you have something else up your sleeve, and by a little extra bluffing he will force you down a little lower still in prices.

Having worked you he shows your sales ticket to the next salesman in the same line, and makes him come down in his prices, also, since the next man has perhaps not nerve enough (in the face of what he has seen you do) to uphold his own prices. The result is a general demoralization of trade and prices and the ultimate letting out of the salesmen guilty of that sort of practice.

Much moral courage and skill are required to be a successful salesman. Have a price and stick to it. Make your talk about quality your main argument. Show them that that particular article you are discussing at the moment is worth fully the price you ask, and you are not permitted to cut.

When the merchant sees you are firm and can not be imposed upon he may refuse to do business with you for the time being, or may possibly cut down his order, but there is one thing certain—he appreciates the fact that you can not be trifled with, and that you will not stand for any cutting of prices. This leads him to the conviction that your qualities are right.

Firmness, together with sound, wholesome, intelligent argument, will give him confidence in you, and he will give you credit for being honest and sincere. Exercise a little judgment and he will understand that you have only one price, and that that price is the lowest that could be asked consistently with the superiority of your product.

Selling goods is entirely a matter of meriting, winning and retaining confidence. Be pleasant with the merchant—don't brag, don't boast, don't run down competitors; speak well of everybody, be a careful listener and treat with respect and consideration the opinions of the merchant. Figuratively speaking, if he says black is white, don't argue with him more than is absolutely necessary in order to correct some mistaken impression about the goods themselves.

We don't mean by this that a salesman should not have ideas of his own. We simply mean that it does not pay to get into arguments on subjects foreign to the salesman's line of business. Religion, politics and local squabbles should be left severely alone. Any country town has enough local quarrels to disrupt a firm's business if noticed.—H. C. Grote in Salesmanship.

The good we do is the best antidote to the ill we rue.

#### Journalistic Enterprise.

One of the favorite comments made when contemplating modern facilities for transmitting information and for annihilating distances to be covered by travelers is, "This old world isn't so very large, after all."

And it loses considerable force when one realizes that, beginning Nov. 1, 1906, there has been in operation during the past three months an International Exhibition of Industries, mineral, agricultural, pomological and live stock products, educational, art and scientific displays at Christchurch, New Zealand, and that this exhibition will not close until about April 10.

The enterprise is under the patronage of the colonial government and has nearly every government on the globe represented among its displays, in spite of the 8,000 miles of sea between Christchurch and San Francisco, the 1,500 miles to Australia and the 3,500 miles to China. Moreover, in spite of these distances, it is estimated that upward of 400,000 visitors from various parts of the world have already attended the exhibition, having made the long journeys for that especial purpose.

So far as the daily journals in the United States are concerned and so far as a very large majority of the industrial interests of this country seem to be aware, no such exhibition has been or is being held. It is simply and utterly being ignored by them.

The grounds occupied by this exhibition comprise the 400 acres of land known as Hagley Park, and are within a quarter of a mile of the commercial center of the city of Christchurch, and the buildings and grounds in their landscape and lighting effects are said to be quite on a par with similar effects at the recent American exhibitions of that character. While a large proportion of the foreign patronage of the exhibition came from Australia, Tasmania and India, it is estimated that over 25,000 Americans have visited the enterprise and have expressed unqualified admiration for its completeness, its very superior management and the wonderfully interesting variety of exhibits.

There are still about two months of the Southern fall season before the winter in that country will put in an appearance, so that even now the phenomenal American newspaper still has time to find out and demonstrate to its public that after all this old world isn't so very large.

Like the Little Red School  
House in the poem

**Hotel Livingston**  
is "half way up the hill"

No more  
convenient location

Just high enough to catch  
the freshest, purest air

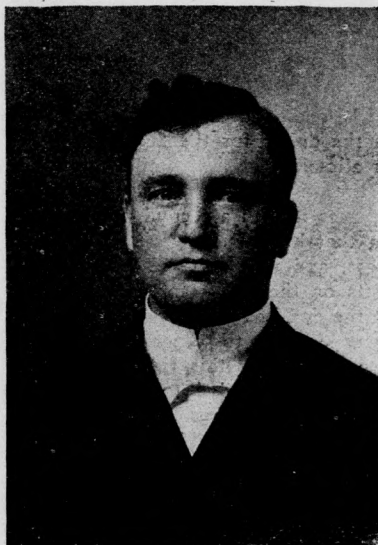


# Annual Banquet of Grand Rapids Council.

The annual banquet of Grand Rapids Council No. 131, U. C. T., which was held at the Hotel Pantlind last Saturday evening, proved to be one of the most enjoyable affairs of the kind ever held under the auspices of that organization.

After the invocation by Rev. S. T. Morris and a discussion of the menu, which was served in eight courses, Toastmaster Burns introduced the oratorical programme with the following remarks:

We are again assembled here to exemplify the teachings of our word Unity. What a great subject for a sermon in this word "Unity." Nothing can succeed without it. There must be unity in the home in order to secure happiness. In



W. S. Burns

business unity must play an important part for the greatest success. The church must be united in order to do the greatest possible good. This order has been able, by acting unitedly, to be of great assistance and comfort to its members and their families. There are others here who will tell you of its benefits. Not only have we accomplished much in a monetary way, but we have been able to accomplish much in rectifying certain evils, bringing influence to bear which has secured for us, as well as the traveling public, conveniences which we otherwise could not enjoy had we not acted unitedly. The future was never brighter for our beloved order than it is to-day. I believe it the duty of every citizen to interest himself in public affairs. We are all inclined to be negligent of civic matters. The commercial traveler, if he will, can be a great power for good in the community. It is true that many of us are deprived of voting by being out on our trips at the time of voting, but how much more good we can do by using our influence with our customers in moulding public sentiment, in urging them to vote for the best man. I presume that each of us will average three hundred customers. We have in this council 250 members. If we would use our influence successfully with 50 per cent. of them, we could reach 40,000 voters. They, in turn, would influence a like number. Thus it can be easily seen that the power of the commercial traveler can be made the greatest power on earth for good. President McKinley attributed his first election to the commercial traveler. Now, how far as an order shall we go into politics? We should interest ourselves to the extent of seeing that good men are elected to office—men who will best represent and care for our interests and the interests of the people at large. It has been the custom of great corporations to have lobbyists to protect their interests and, unless we make ourselves felt in the political world, we can expect but little consideration. When once we discover a man loyal to our interests, then we must be loyal to him. For instance, we commercial travelers have felt that we have been unjustly dealt with as regards mileage books by the railroads of this State. Had you or I as individuals gone to the railroad officials and asked for a hearing, we would have received but little consideration, but when we act unitedly we receive some attention.

The railroads, by clothing the Bailey Act in ambiguous language, were able to pass at the last Legislature, the most damnable and disreputable law ever perpetrated on a civilized community. If your wife, your child or anyone in the State of Michigan is killed by a railroad,

and they have no one depending upon them for support, damages can not be recovered, even though the railroad admits that death was caused by carelessness. Fifty per cent. of the people of Michigan are traveling to-day at their own risks. I am thankful to say the author of this bill went down to defeat at the hands of the commercial traveler last fall.

There are more accidents in the United States than in all England, Germany and France together. At this day and age a device to increase speed finds a ready market, but a device to protect life is a drug on the market. The man who sees that this unjust law is repealed should receive the everlasting gratitude from the hearts of his people.

W. D. Simmons and O. F. Jackson spoke briefly in regard to the merits of the order and the advantages of maintaining membership therein.

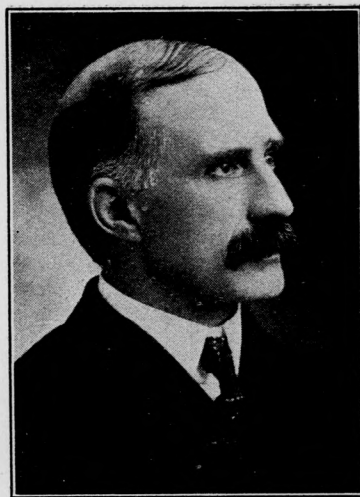
Governor Warner spoke mainly on the subject of the proposed 2 cent law and presented statistics which conclusively disproved the contentions of the railroads that they can not afford to go on the 2 cent basis. He formally announced that he favored the exemption of the law in the case of railroads whose passenger receipts fall short of \$1,000 a mile.

Railway Commissioner Glasgow spoke at considerable length, his speech being the leading feature of the evening. He referred to the characteristics which serve to make a traveling man successful and cited many illustrations in substantiation of his position to the effect that only sober, cheerful and energetic salesmen can ultimately succeed.

Wm. Judson spoke briefly and pointedly on the advantages of organization.

John Snitseler was down for a talk on the Credit Man, but interspersed his remarks with a number of apt illustrations and amusing incidents which brought down the house.

Mrs. S. H. Simmons spoke for the wives of the traveling men in a way that reflects much credit on her ob-



C. L. Glasgow

servation and acumen.

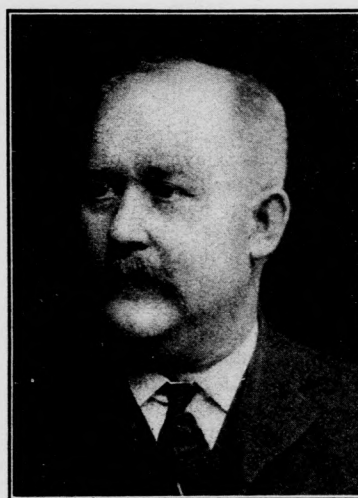
Frank A. Symonds presented the husband's side of the question in a manner that proved to be entirely satisfactory to the audience. Jefferson Webb gave a number of excellent impersonations and Rev. S. T. Morris closed the programme with a talk on the moral side of the traveling salesman.

Excellent music was furnished by Miss Minnie Reynolds and Miss Winifred Meech and a quartette of traveling men composed of Harold Rutka, Walter R. Rider, E. C. Jones and A. K. Marriott.

# Cordial Greetings from the New President.

Port Huron, March 5—In assuming the position of President of the Michigan Knights of the Grip, to which you have elected me, I can assure you that I appreciate and thank you for the honor and the confidence shown in one who has never been prominent in an official way before.

We have an Association to be proud of, founded on principles of brotherly love and protection to its members and earnest in its efforts for the welfare of all commercial travelers, as is shown by the fact that in the eighteen years of our existence we have bettered our conditions by improved service among hotels, bus and baggage lines and with transportation companies. Much of this is due directly to the efforts of our Association, but greater than all these has been the ever-ready helping hand which has been extended to brothers in distress and to the



Frank N. Mosher

sorrowing family of some brother who has made his last trip and gone to his long home, never more to cheer and contribute to the support of the wife and little ones, or, perhaps, to the dear father and mother.

Brothers, our records, which are open to all members, will show many deeds of charity of which you little know or think while enjoying the blessings of good health, and the good that our death benefits have done can only be realized by those to whom this affliction has come, and which of us can say who will go next?

Since organization our Association has paid nearly five hundred death claims in full. Many contributions for charity have been called for and responded to in a liberal manner by our members. Twenty-five of our brothers departed this life during the year 1906. Since Jan. 1, 1907, four more have been called to lay down their grips for the last time. Let us stop and think what all this struggle for an existence is for and what the end will be. It is a well-known fact that but few of us lay up much of this world's goods for the proverbial rainy day, and except in associations like ours what protection do we leave for those that are near and dear to us to keep the wolf from the door when we are gone?

I appeal to you, brothers, to take an individual interest in building up the membership of the Michigan Knights of the Grip, have always ready an application blank, solicit your fellow traveler to become a member of one of the best organizations of commercial travelers in the world, show him the good we have done, tell him he is, if a traveler in Michigan, enjoying the fruits of our labor in the way of an acceptable mileage book, not obtained by any other state; good hotels and landlords, many of whom are honorary members of our Association, and our interests are looked after by energetic, earnest men on important committees, such as Railroad, Legislative, Bus and Baggage and Employment and Relief, to which committees all matters of dispute or for the betterment of conditions can be referred, with the assurance that the matter will be taken up promptly and adjusted fairly.

No member need hesitate a moment to report any just claim or grievance to the proper committee or to any officer of the Association.

In conclusion, brothers, I wish again to thank you for the honor of being your President. I shall take a deep interest and pride in our good work and hope you, one and all, individually and collectively, will show your friendship for me and our cause by sending in as many applications for membership as possible. Don't stop with one, get several—and then get some more.

Organize local posts where you have sufficient members, get the ladies interested by organizing a Woman's Auxiliary. The social features connected with this are a great help to our Association, bringing together, as they do, our members and their families for a closer acquaintance, which begets more interest and better work for all. The present officers of the State Woman's Auxiliary are: Mrs. C. W. Stone, President, Kalamazoo; Mrs. W. B. Hogue, Secretary, 601 Lincoln avenue, Detroit, to whom I refer you for information.

I will thank any member for suggestions that tend to build up our membership and the good of the order and will promptly answer all letters.

Give me your support and I will prove that I am a worker. Remember in union there is strength.

Frank N. Mosher, Pres.

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

Buffalo, March 6—Creamery, fresh, 27@33c; dairy, fresh, 20@28c; poor to common, 18@20c; roll, 23@25c.

Eggs—Fancy, 20c; choice, 19c.

Live Poultry—Springs, 13@14c; fowls, 13@14c; ducks, 15@16c; old cox, 9c; geese, 10@11c; turkeys, 14@16½c.

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

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.





**Michigan Board of Pharmacy.**  
 President—Henry H. Helm, Saginaw.  
 Secretary—Sid. A. Erwin, Battle Creek.  
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

**Michigan State Pharmaceutical Association.**

President—John L. Wallace, Kalamazoo.  
 First Vice-President—G. W. Stevens, Detroit.  
 Second Vice-President—Frank L. Shilley, Reading.  
 Third Vice-President—Owen Raymo, Wayne.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

#### How They Lighted Their Cigars.

A Frenchman a German, an Englishman and an American were sitting before an open fire, each one telling of the greatness of his native land.

The Frenchman took from his wallet a dollar bill, rolled it up, touched it to the coals and lighted a cigar with it.

The others were impressed, and soon the German opened his wallet, brought forth a ten-dollar bill, rolled it up, touched it to the coals and lighted his cigar with it.

The Englishman thought it extremely foolish, but he could not be outdone nor have it appear that England was not the richest of all, so he calmly took a one hundred dollar bill and sacrificed it to light his cigar.

The American looked on in wonder. He hadn't even a dollar bill with him and yet he knew he represented the leading race of all—which was never outwitted nor outdone by any one or any country; so he quietly drew forth a check book, wrote a check for \$10,000 on a prominent New York bank, duly signed it, rolled it up, touched it to the coals and lighted his cigar with it, while his companions watched him with interest and curiosity.

#### Decolorizing of Tincture of Iodine.

Having a call recently for some colorless tincture of iodine, and being out of sodium hyposulphite, I tried a few drops of hypophosphorous acid instead as an experiment. It worked like a charm. In a few minutes I had a perfectly clear liquid with no sediment.

In decolorizing iodine with sodium hyposulphite, sodium iodide and sodium tetrothionate are formed. In decolorizing it with hypophosphorous acid, hydriodic acid and phosphoric acid are formed. In neither case, consequently, is any free iodine left in the solution, and this is why all decolorized preparations of iodine are worthless.

No phosphorus is set free in using hypophosphorous acid as the decolorizing agent, however, and so no fear need be felt on that score.

M. M. Black.

#### Population To Jump Fifteen Thousand.

Battle Creek, March 5—The feeling that the new Grand Trunk car shops, to be constructed in this city this summer, will become one of the

largest industries in America, which belief is encouraged by admissions from high officials of the road, is more general now than it was before work began.

American railroads are now having a very hard time to secure steel cars, orders amounting to \$150,000,000 being already in the hands of the steel car building companies of Pittsburgh and other districts for this year.

Enquiries to these industries show that orders for \$30,000,000 more will follow. Practically every steel car building company in the country is booked ahead for more than a year, and the need of more cars is becoming more urgent than ever.

The completion of the Grand Trunk's \$3,000,000 car shops here, covering 120 acres, will undoubtedly mean immediate work in manufacturing the cars and locomotives needed on the company's own lines, and then those required by the Grand Trunk Pacific, now under construction.

As the shops will unquestionably have to work night and day for the first year or two years, at least, it is very evident that the statement that 3,000 workmen would be employed is not so far from right after all. As the employment of such an army of men would mean the increasing of the local population by from 10,000 to 15,000, the city has scarcely been able as yet to comprehend what the new shops mean to this city.

Supervising Engineer Eastman, who says work will begin on laying steel April 1, declares that the shops will be the most modern in America, adopting every new device which individual concerns have tested.

The Union Steam Pump Co. has begun to widen its territory for future building purposes, having acquired all land between Noble, Madison and Jefferson streets except the corner occupied by the Saratoga Hotel. The property was sold by Warham Noble, of Chicago, and plans will be made for machine shops and power plants to be erected on the site.

At the Hygienic Food Co.'s plant, South McCamly street, the roof has been pushed up and a fifth story added, increasing facilities considerably. A wing five stories high is also being added.

#### More Trouble.

"More trouble!" sighed a horny-handed son of toil, putting on his coat. "If it ain't one thing it's another."

"What is the matter now?" queried his wife.

"More labor troubles," answered the toiler.

"Not another lock-out, I hope?" queried the partner of his sorrows.

"No, it's worse than that," answered the alleged head of the house. "The firm has yielded and I've got to go to work again!"

#### Got Him Into Trouble.

Deacon—By the way, that man Brown you married a year ago, has he paid you your fee yet?

Clergyman—No; the last time I reminded him of it he said I'd be fortunate if he didn't sue me for damages.

#### Earnestness Pays Big Dividends.

An employer of labor—a man whose large success has set him upon an irremovable pinnacle in his field of activity—was asked to give an idea for publication. He reflected for a moment and then said:

"I would place a substantial value on earnestness. In the end I believe it pays the biggest dividends. I do not wish to speak of myself, but I shall try to elaborate the idea briefly and generally. The man who has genuine earnestness all through life is bound to get somewhere ultimately—to do something worth while. He may, and undoubtedly will, make mistakes like the rest of creation, but he goes at everything with a set purpose. If he finds himself on the wrong track, if one policy or course fails, proves weak, untrue or unfeasible, he doesn't swerve, lounge in idleness, give way to gloom, despair or dissipation. He just buckles his belt a notch tighter and goes at it again on another tack.

"The earnest man, nine times in ten, has it in him to labor tirelessly in the accomplishment of a desired purpose, and, moreover, he will have that purpose fixed and outlined before him. He takes pride and pleasure in his work. He wants to do something that counts. He is never a blowhard or a braggart. He is intent on results, and what others say or what goes on around him bothers him not at all. Earnestness and intelligence give birth to great achievement and surmount difficulty with ease. The earnest man seldom wastes his time. He knows that that is man's best possession and he is ever reluctant to put off until to-morrow what may be done to-day that he may indulge in amusements. I would rather be surrounded by earnest men who can not be dishonest or careless than by a horde of others claiming the hall mark of genius and carrying its irresponsibilities."—N. Y. Commercial.

#### Where the Governor Made a Mistake.

A couple of years ago a Governor of one of the Southern States went to Palm Beach, Florida, for a short holiday. He registered at one of the magnificent hotels and was assigned to a luxurious suite of rooms. He was comfortably installed when a friend came in to call on him.

"This is a wonderful apartment they have given you," said the visitor.

"Why, yes," replied the Governor, "I've never enjoyed such luxury in my life. Never saw such a place! They just showed me to these rooms, but I've been wondering if they realized that I was a poor man. What do you suppose they'll charge me?"

"Well, Governor," answered the other, "I happen to know about that. The last man, a railroad President from New York, paid \$75 a day for these very rooms."

"Scissors to grind!" cried the unfortunate politician, "I've only got \$50. I'll have to leave at once. But look here, Jim, I don't want to confess I can't pay for at least one day so you go down to the station and telegraph me to come home at once."

I will meet you at the station within an hour."

When the Governor arrived at the station he found the friend waiting as he had arranged.

"You got my telegram all right?" enquired the acquaintance.

"Got it!" said the Governor in a despairing voice, "I should say so. I believe I am the unluckiest man alive. Why, when I went to ask for my bill what do you suppose the clerk said? He told me there was no bill—said they would be honored if I stayed a week!"

#### Collecting Bad Debts.

A grocer with many bad debts on his books has adopted a plan for making his slow patrons come to time that is both original and effective. The grocer has a large cardboard in his store window on which are written the names of those having aged accounts, with the statement that he needs money and will take 90 cents on the dollar for the accounts. After allowing the first notice to remain in the window one week the grocer replaces it with a second notice, stating that his monetary needs are very great, and that now he will take 75 cents on the dollar for the accounts. At the end of the second week he reduces his price to 50 per cent. of their face value. By this time, if his bad debtors have failed to settle he replaces the last card with another announcing that he will accept sealed bids for the accounts. He says that he has used this plan for the past year, and that in every instance but one his backward debtors came in and settled in full rather than undergo the humiliation of having their names posted indefinitely in the grocer's window.

This plan might be adopted with equally good results by butchers, although it rather seems as if the retailer who employs it confesses to a certain business inability in that he fails to collect his debts.

**THE Keeley Cure**

**LIQUOR MORPHINE**

27 Years Success

ONLY ONE IN MICH. 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

MUSKEGON, MICHIGAN



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Advanced—Citric Acid, Oil Peppermint, Camphor.

<b>Advanced—</b>		<b>Advanced—Citric Acid, Oil Peppermint, Camphor.</b>	
<b>Aldum</b>		<b>Scilla Co</b>	
Aceticum	60 8	Scilla Co	50 50
Benzoinum, Ger.	70 75	Tolutan	50 50
Boracic	20 17	Prunus virg	50 50
Carbolicum	26 29	<b>Tinctures</b>	
Citricum	60 65	Anconitum Nap's R	50 50
Hydrochlor	30 5	Anconitum Nap's F	50 50
Nitrosum	30 10	Aloes	50 50
Oxalicum	10 12	Arnica	50 50
Phosphoricum, dil.	10 12	Aloes & Myrrh	50 50
Salicylicum	44 47	Asafoetida	50 50
Sulphuricum	15 17	Atropine Belladonna	50 50
Tannicum	75 85	Aurant Cortex	50 50
Tartaricum	30 40	Benzoin	50 50
<b>Ammonia</b>		Benzoin Co	50 50
Aqua, 18 deg.	40 6	Barosma	50 50
Aqua, 30 deg.	40 6	Cantharides	50 50
Carbonas	13 15	Capicum	50 50
Chloridum	12 14	Cardamon	50 50
<b>Aniline</b>		Cardamon Cr	50 50
Black	30 35	Castor	50 50
Brown	30 35	Catechu	50 50
Red	30 35	Cinchona	50 50
Yellow	30 35	Cinchona Co	50 50
<b>Baccae</b>		Columbia	50 50
Cubebae	22 25	Cubebae	50 50
Juniperus	8 10	Cassia Acutifol	50 50
Xanthoxylum	30 35	Cassia Acutifol Co	50 50
<b>Balsamum</b>		Digitalis	50 50
Copaiba	80 85	Erigeron	50 50
Peru	80 85	Geranium	50 50
Terabin, Canada	60 65	Gossypii Sem gal	70 75
Tolutan	35 40	Hedeoma	30 35
<b>Cortex</b>		Junipera	40 45
Abies, Canadian	18	Lavendula	30 35
Cassia	20	Limons	1 50 1 60
Cinchona Flava	18	Mentha Piper	3 00 3 25
Buonymus atro.	60	Mentha Verid	3 50 3 60
Myrica Cerifera	20	Morhuuae gal	1 25 1 50
Prunus Virgin.	15	Myrica	3 00 3 50
Quillaja, gr'd	12	Olive	75 80
Sassafras, po 25	14	Picis Liquida	10 12
Ulmus	35	Picis Liquida gal	10 12
<b>Extractum</b>		Ricina	1 06 1 10
Glycyrrhiza Gla.	34 30	Rosmarini	1 06 1 10
Glycyrrhiza, po.	34 30	Rosae os	5 00 5 00
Haematox, 1s	11 12	Succini	40 45
Haematox, 1/2s	14 15	Sabina	90 1 00
Haematox, 1/4s	14 15	Santal	90 1 00
Haematox, 1/8s	14 15	Sassafras	90 95
<b>Ferru</b>		Sinapis, cas, oz	60 65
Carbonate Precip.	15	Tigil	1 00 1 20
Citrate and Quina	2 90	Thyme	40 50
Citrate Soluble	55	Thyme, opt	1 00 1 00
Ferrocyanidum S	15	Theobromas	15 20
Solut. Chloride	40	<b>Potassium</b>	
Sulphate, com'l	2	Bi-Carb	15 18
Sulphate, com'l by	70	Bichromate	13 15
Sulphate, pure	7	Bromide	25 30
<b>Flora</b>		Carb	12 15
Arnica	15 18	Chlorate, po.	12 14
Anthemis	40 50	Cyanide	24 28
Matricaria	30 35	Iodide	50 52
<b>Folia</b>		Potassa, Bitart pr	30 32
Barosma	35 40	Potass Nitras opt	7 10
Cassia Acutifol	15 20	Potass Nitras	6 8
Cassia, Acutifol	25 30	Prussiate	23 28
Salvia officinalis	18 20	Sulphate	15 18
Uva Ursi	8 10	<b>Radix</b>	
<b>Gummi</b>		Aconitum	20 25
Acacia, 1st pkd.	45 50	Althae	30 35
Acacia, 2nd pkd.	45 50	Anchusa	10 12
Acacia, 3rd pkd.	45 50	Arum po	20 25
Acacia, sifted sts.	45 50	Calamus	20 25
Acacia, po.	45 50	Gentiana po 15	12 15
Aloe Barb	25 30	Glycyrrhiza pv 15	16 18
Aloe, Cape	25 30	Hydrastis, Canada	1 90
Aloe, Socotri	25 30	Hydrastis, Can. po	2 00
Ammoniac	55 60	Hellebore, Alba.	12 15
Anafoetida	35 40	Inula, po	18 22
Benzoinum	50 55	Ipecac, po	2 50 2 60
Catechu, 1s	14 15	Iris plox	25 30
Catechu, 1/2s	14 15	Jalapa, pr	25 30
Catechu, 1/4s	14 15	Maranta, 1/2s	35 40
Comphorae	1 40 1 45	Podophyllum po.	15 18
Muphorbium	40 45	Rhei, out	75 80
Galbanum	1 40 1 45	Rhei, pv	75 80
Gamboge, po. 1	35 40	Spigella	1 45 1 50
Guaiacum, po 35	45 50	Sanuginari, po 18	50 55
Kino, po 45c	45 50	Serpentaria	50 55
Mastic	45 50	Senega	85 90
Myrrh, po 50	45 50	Smilax, off's H.	40 45
Opium	80 85	Smilax, M.	20 25
Shellac	60 70	Scilla po 45	20 25
Shellac, bleached	60 70	Symplocarpus	20 25
Tragacanth	70 75	Valeriana Eng	20 25
<b>Herba</b>		Valeriana, Ger.	15 20
Eupatorium os pk	20 25	Zingiber a	12 14
Lobelia os pk	20 25	Zingiber j	22 25
Majorum os pk	20 25	<b>Semen</b>	
Mentha Pip. os pk	20 25	Anisum po 20	15 18
Mentha Ver. os pk	20 25	Apium (gravel's)	12 15
Rue os pk	20 25	Bird, 1s	4 6
Tanacetum V. os pk	20 25	Carul po 15	12 14
Thymus V. os pk	20 25	Cardamon	70 80
<b>Magnesia</b>		Coriandrum	12 14
Calcined, Pat	55 60	Cannabis Sativa	7 8
Carbonate, Pat	18 20	Cydonium	75 80
Carbonate, K-M.	18 20	Chenopodium	25 30
Carbonate	18 20	Dipterix Odorate	80 85
<b>Oleum</b>		Foeniculum	7 9
Absinthium	4 50 4 60	Foenugreek, po.	7 9
Amygdalae, Dulc.	40 45	Lini	4 6
Amygdalae, Ama	80 85	Lini, gr'd. bbl. 2 1/2	3 6
Anisi	1 85 1 95	Lobelia	75 80
Aurant Cortex	2 75 2 85	Pharlaris Cana'n	9 10
Bergamit	3 35 3 50	Rapa	5 6
Caliputti	85 90	Sinapis Alba	7 9
Carvophilli	1 50 1 60	Sinapis Nigra	9 10
Cedar	50 55	<b>Spiritus</b>	
Chenopadii	3 75 4 00	Frumentum W D. 2	00 2 50
Cinnamon	1 40 1 50	Frumentum	1 25 1 50
Citronella	65 70	Juniperis Co O T 1	65 2 00
<b>Spices</b>		Juniperis Co	1 75 2 50
Acacia	40 45	Saccharum N B	1 90 2 10
Aurant Cortex	40 45	Spt Vini Galli	1 75 2 50
Bergamit	3 35 3 50	Vini Oporto	1 25 2 00
Caliputti	85 90	Vina Alba	1 25 2 00
Carvophilli	1 50 1 60	<b>Sponges</b>	
Cedar	50 55	Florida Sheeps' wool	3 00 3 50
Chenopadii	3 75 4 00	Nassau sheeps' wool	3 00 3 50
Cinnamon	1 40 1 50	carriage	3 50 3 75
Citronella	65 70	Velvet extra sheeps'	2 00
<b>Syrups</b>		wool, carriage.	2 00
Acacia	40 45	Extra yellow sheeps'	1 25
Aurant Cortex	40 45	wool carriage.	1 25
Bergamit	3 35 3 50	Grass sheeps' wool,	1 25
Caliputti	85 90	carriage	1 25
Carvophilli	1 50 1 60	Hard, slate use.	1 00
Cedar	50 55	Yellow Reef, for	1 40
Chenopadii	3 75 4 00	slate use	1 40
Cinnamon	1 40 1 50	<b>Vanilla</b>	
Citronella	65 70	Vanilla	9 00 9 00
<b>Vanilla</b>		Zinc Sulph	70 8
Vanilla	9 00 9 00	<b>Oils</b>	
Zinc Sulph	70 8	Whale, winter	70 70
<b>Oils</b>		Lard, extra	70 80
Whale, winter	70 70	Lard, No. 1	60 65
Lard, extra	70 80	Linseed, pure raw	42 45
Lard, No. 1	60 65	Linseed, boiled	43 46
Linseed, pure raw	42 45	Neat's-foot, w str	65 70
Linseed, boiled	43 46	Spts. Turpentine	Market
Neat's-foot, w str	65 70	<b>Paints</b>	
Spts. Turpentine	Market	Red Venetian	1 1/2 2 3/4
<b>Paints</b>		Ochre, yel Mars	1 1/2 2 3/4
Red Venetian	1 1/2 2 3/4	Ochre, yel Ber	1 1/2 2 3/4
Ochre, yel Mars	1 1/2 2 3/4	Putty, comm'l	2 1/2 3 1/4
Ochre, yel Ber	1 1/2 2 3/4	Putty, strictly pr 2 1/2	2 1/2 3 1/4
Putty, comm'l	2 1/2 3 1/4	Vermillion, Prime	13 15
Putty, strictly pr 2 1/2	2 1/2 3 1/4	American	13 15
Vermillion, Prime	13 15	Vermillion, Eng.	75 80
American	13 15	Green, Paris	24 30
Vermillion, Eng.	75 80	Green, Pennsular	13 16
Green, Paris	24 30	Lead, red	7 1/2 7 1/2
Green, Pennsular	13 16	Lead, white	7 1/2 7 1/2
Lead, red	7 1/2 7 1/2	Whiting, white S'n	90 90
Lead, white	7 1/2 7 1/2	Whiting, Gliders	90 90
Whiting, white S'n	90 90	White, Paris Am'r	90 90
Whiting, Gliders	90 90	White, Paris Eng	90 90
White, Paris Am'r	90 90	Universal Prep'd	1 00 1 21
White, Paris Eng	90 90	<b>Varnishes</b>	
Universal Prep'd	1 00 1 21	No. 1 Turp Coachl	10 1 20
<b>Varnishes</b>		Extra Turp	1 00 1 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	1	2
	<b>ARCTIC AMMONIA</b>	<b>Oysters</b>
	12 oz. ovals 3 doz. box...75	Cove, 1lb. @1 05
	<b>AXLE GREASE</b>	Cove, 2lb. @1 85
	Frazer's	Cove, 1lb. Oval...@1 20
	1lb. wood boxes, 4 dz. 3 00	<b>Plums</b>
	1lb. tin boxes, 3 doz. 2 35	Plums
	3 1/2 lb. tin boxes, 2 dz. 4 25	<b>Peas</b>
	10lb. pails, per doz...6 00	Marrowfat
	15lb. pails, per doz...7 20	Early June...1 25@1 60
	25lb. pails, per doz...12 00	Early June Sifted...1 65
	<b>BAKED BEANS</b>	<b>Peaches</b>
	1lb. can, per doz...90	Pie...1 00@1 15
	2lb. can, per doz...1 40	Yellow...1 65@2 25
	3lb. can, per doz...1 80	<b>Pineapple</b>
	<b>BATH BRICK</b>	Grated...@2 50
	American...75	Sliced...@2 40
	English...85	<b>Pumpkin</b>
	<b>BLUING</b>	Fair...80
	6 oz. ovals 3 doz. box...40	Good...1 00
	16 oz. round 2 doz. box...75	Fancy...1 00
	Sawyer's Pepper Box	Gallon...2 60
	No. 3, 3 doz. wood	<b>Raspberries</b>
	boxes...4 00	Standard...@
	No. 5, 3 doz. wood	<b>Russian Caviar</b>
	boxes...7 00	1/4 lb. cans...3 75
	<b>BROOMS</b>	1/2 lb. cans...7 00
	No. 1 Carpet...2 75	1 lb. cans...12 00
	No. 2 Carpet...2 35	<b>Salmon</b>
	No. 3 Carpet...2 15	Col'a River, talls 1 80@1 85
	No. 4 Carpet...1 75	Col'a River, flats 1 90@1 95
	Parlor Gem...2 40	Red Alaska...1 20@1 30
	Common Whisk...85	Pink Alaska...@1 00
	Fancy Whisk...1 20	<b>Sardines</b>
	Warehouse...3 00	Domestic...3 1/2 @ 3 1/2
	<b>BRUSHES</b>	Domestic...5
	Scrub	Domestic, Must'd 6 @ 9
	Solid Back 8 in...75	California, 1/4 s...11 @ 14
	Solid Back 11 in...95	California, 1/2 s...17 @ 24
	Pointed Ends...85	French, 1/4 s...7 @ 14
	<b>STOVE</b>	French, 1/2 s...18 @ 28
	No. 3...75	<b>Shrimps</b>
	No. 2...1 10	Standard...1 20@1 40
	No. 1...1 75	<b>Succotash</b>
	<b>SHOE</b>	Fair...85
	No. 8...1 00	Good...1 00
	No. 7...1 30	Fancy...1 25@1 40
	No. 4...1 70	<b>Strawberries</b>
	No. 3...1 90	Standard...1 10
	<b>BUTTER COLOR</b>	Fancy...1 40@2 00
	W., R. & Co.'s, 15c size...25	<b>Tomatoes</b>
	W., R. & Co.'s, 25c size...20	Fair...@1 10
	<b>CANDLES</b>	Good...@1 20
	Electric Light, 8s...9 1/2	Fancy...@1 40
	Electric Light, 16s...10	Gallons...@3 60
	Paraffine, 6s...9	<b>CARBON OILS</b>
	Paraffine, 12s...9 1/2	Perfection...@10 1/2
	Wicking...20	Water White...@10
	<b>CANNED GOODS</b>	D. S. Gasoline...@16 1/2
	Apples	Gas Machine...@24
	3lb. Standards...1 00	Deodor'd Nap'a...@15 1/2
	Gallon...2 60	Cylinder...@34 1/2
	<b>Blackberries</b>	Engine...@16
	2lb. 90@1 75	Black, winter...8 1/4 @ 10
	Standards gallons...@5 50	<b>CEREALS</b>
	<b>Beans</b>	<b>Breakfast Foods</b>
	Baked...80@1 30	Bordeau Flakes, 36 1lb. 2 50
	Red Kidney...85@95	Cream of Wheat, 36 2lb. 4 50
	String...70@1 15	Egg-O-See, 36 pkgs. 2 85
	Wax...75@1 25	Excello Flakes, 36 1lb. 2 60
	<b>Blueberries</b>	Excello, large pkgs. 4 50
	Standard...@1 45	Force, 36 2 lb. 4 50
	Gallon...@7 50	Grape Nuts, 2 doz. 2 70
	<b>Brook Trout</b>	Malta Vita, 36 1lb. 2 85
	2lb. cans, spiced...1 90	Mapl-Flake, 36 1lb. 2 40
	<b>Clams</b>	Pillsbury's Vitos, 36 1lb. 4 25
	Little Neck, 1lb. 1 00@1 25	Ralston, 36 2lb. 4 60
	Little Neck, 2lb. @1 50	Sunlight Flakes, 36 1lb. 2 85
	<b>Clam Bouillon</b>	Sunlight Flakes, 20 lgs 4 00
	Burnham's 1/2 pt...1 90	Vigor, 36 pkgs. 2 75
	Burnham's pts...3 60	Voigt Cream Flakes 4 50
	Burnham's qts...7 20	Zest, 20 2lb. 4 10
	<b>Cherries</b>	Zest, 36 small pkgs. 2 75
	Red Standards 1 30@1 50	<b>Crescent Flakes</b>
	White...1 50	One case...2 50
	<b>Corn</b>	Five cases...2 40
	Fair...60@75	One-half case free with
	Good...85@90	5 1/2 cases.
	Fancy...1 10	One-fourth case free with
	<b>French Peas</b>	2 1/2 cases.
	Sur Extra Fine...22	<b>Freight allowed</b>
	Extra Fine...19	<b>Rolled C-ts</b>
	Fine...15	Rolled Avena, bbl...4 80
	Moyen...11	Steel Cut, 100 lb sacks 2 50
	<b>Gooseberries</b>	Monarch, bbl...4 60
	Standard...90	Monarch, 90 lb sacks 2 30
	<b>Hominy</b>	Quaker, 18-2...1 55
	Standard...85	Quaker, 20-5...4 00
	<b>Lobster</b>	<b>Cracked Wheat</b>
	1/2 lb. 2 25	Bulk...3 1/4
	1 lb. 4 25	24 2 lb. packages...2 50
	Picnic Tails...2 75	<b>CATSUP</b>
	<b>Mackerel</b>	Columbia, 25 pts. 4 50
	Mustard, 1lb. 1 80	Columbia, 25 1/2 pts. 2 60
	Mustard, 2lb. 2 90	Snider's quarts...3 25
	Soused, 1 1/2 lb. 1 80	Snider's pints...2 25
	Soused, 2lb. 2 80	Snider's 1/2 pints...1 30
	Tomato, 1lb. 1 80	<b>CHEESE</b>
	Tomato, 2lb. 2 80	Acme...@15
	<b>Mushrooms</b>	Carson City...@14
	Hotels...19@20	Mile...@14
	Butter...24@25	Butter...@14

## 3

## 4

## 5

Gem...@15	Coffee Cake, pl. or iced 10	<b>Raisins</b>
Ideal...@14	Cocoa Taffy...12	London Layers, 3 cr
Jersey...@14 1/2	Cocoa Bar...10	London Layers, 4 cr
Peerless...@14 1/2	Cocoa Drops...12	Cluster, 5 crown
Riverside...@14 1/2	Cocoa Honey Cake 12	Loose Muscatels, 2 cr
Springdale...@14 1/2	Cocoa Hon. Fingers 12	Loose Muscatels, 3 cr
Warner's...@15 1/2	Cocoa Macaroons...18	Loose Muscatels, 4 cr 9 1/2
Brick...@17 1/2	Dixie Cookie...9	L. M. Seeded, 1 lb. 10 1/2 @ 11
Leiden...@15	Frosted Cream...8	L. M. Seeded, 1/2 lb.
Limburger...@15	Fluted Cocoa...10	Sultanas, bulk
Pineapple...40 @ 60	Fruit Tarts...12	Sultanas, package @ 9 1/2
Sap Sago...@22	Ginger Gems...8	<b>FARINACEOUS GOODS</b>
Swiss, domestic...@16	Graham Crackers...8	<b>Beans</b>
Swiss, imported...@20	Ginger Snaps, N. B. C. 7	Dried Lima...6
<b>CHEWING GUM</b>	Ginger Midgets...10	Med. Hd Pkd...1 75 @ 1 85
American Flag Spruce 50	Hippodrome...10	Brown Holland...2 25
Beeman's Pepsin...55	Honey Cake, N. B. C. 12	<b>Farina</b>
Madam...90	Honey Fingers, As. Ice 12	24 1lb. packages...1 75
Best Pepsin...45	Honey Jumbles...12	Bulk, per 100 lbs...8 00
Best Pepsin, 5 boxes...2 00	Household Cookies...8	<b>Hominy</b>
Black Jack...50	Household Cookies Iced 8	Flake, 50lb. sack...1 00
Largest Gum Made...55	Iced Honey Crumpets 10	Pearl, 200lb. sack...3 70
Sen Sen...95	Imperial...8	Pearl, 100lb. sack...1 85
Sen Sen Breath Perf...95	Iced Honey Flake...12 1/2	Maccaroni and Vermicelli
Sugar Loaf...50	Iced Honey Jumbles...12	Domestic, 10lb. box...60
Yucatan...50	Island Picnic...11	Imported, 25lb. box...2 50
<b>CHICORY</b>	Jersey Lunch...8	<b>Pearl Barley</b>
Bulk...4	Kream Klips...20	Common...2 65
Red...4	Lady Fingers...12	Chester...2 75
Magie...7	Lem Yem...11	Empire...3 25
Frank's...7	Lemon Gems...10	<b>Peas</b>
Schener's...6	Lemon Biscuit, Square 8	Green, Wisconsin, bu...1 25
<b>CHOCOLATE</b>	Lemon Wafer...16	Green, Scotch, bu...1 34
Walter Baker & Co.'s	Lemon Cookie...8	Split, lb. 4
German Sweet...23	Mary Ann...8	<b>Sago</b>
Premium...30	Marshmallow Walnuts 16	last India...7 1/2
Vanilla...41	Mariner...11	German, sacks...7 1/2
Caracas...35	Molasses Cakes...8	German, broken pkg...
Eagle...28	Mohican...11	<b>Tapoca</b>
Walter M. Lowney Co.	Mixed Picnic...11 1/2	Flake, 110 lb. sacks...7
Premium, 1/4 s...30	Mich. Frosted Honey 12	Pearl, 130 lb. sacks...7
Premium, 1/2 s...28	Newton...12	Pearl, 24 lb. pkgs...7 1/2
<b>COCOA</b>	Nu Sugar...8	<b>FLAVORING EXTRACTS</b>
Baker's...38	Nic Nacs...8	<b>Foots &amp; Jenks</b>
Cleveland...41	Oatmeal Crackers...8	Coleman's Van. Lem.
Colonial, 1/4 s...35	Orange Gems...8	2 oz. Panel...1 20 75
Colonial, 1/2 s...33	Penny Cakes, Assorted 8	3 oz. Taper...2 00 1 50
Eppe...42	Pretzels, Hand Md...8	No. 4 Rich. Blake 2 00 1 50
Huyler...45	Pretzettes, Hand Md. 8	Jennings D. C. Brand
Lowney, 1/4 s...40	Pretzettes, Mac. Md. 7 1/2	Terpeness Ext. Lemon
Lowney, 1/2 s...38	Raisin Cookies...8	<b>Doz.</b>
Lowney, 1 s...36	Revere, Assorted...14	No. 2 Panel...75
Van Houten, 1/4 s...20	Richwood...3 1/2	No. 4 Panel...1 50
Van Houten, 1/2 s...20	Rube...8	No. 6 Panel...2 00
Van Houten, 1 s...20	Scotch Cookies...10	Taper Panel...1 50
Webb...28	Snow Creams...16	No. 2 Full Meas...1 20
Wilbur, 1/4 s...35	Sugar Krisp...11	2 oz. Full Meas...2 25
Wilbur, 1/2 s...36	Spiced Gingers Iced...10	<b>Jennings D C Brand</b>
<b>COCOA SHELLS</b>	Spiced Sugar Tops...9	Extract Vanilla
20lb. bags...2 1/2	Sultana Fruit...16	No. 2 Panel...1 20
Less quantity...3	Sugar Cakes...8	No. 4 Panel...2 00
Pound packages...4	Sugar Squares, large or	No. 6 Panel...3 00
<b>COFFEE</b>	small...8	No. 2 Full Meas...1 20
<b>Rio</b>	Superba...8	2 oz. Full Meas...3 00
Common...13 1/2	Super Lady Fingers 25	No. 2 Assorted Flavors 1 00
Fair...14 1/2	Sugar Crimp...16	<b>GRAIN BAGS</b>
Choice...16 1/2	Vanilla Wafers...16	Amoskeag, 100 in bale 19
Fancy...20	Waverly...8	Amoskeag, less than b 19 1/2
<b>Santos</b>	Zanzibar...9	<b>GRAINS AND FLOUR</b>
Common...13 1/2	<b>In-er Seal Goods</b>	<b>Wheat</b>
Fair...14 1/2	Almond Bon Bon...\$1 50	No. 1 White...71
Choice...16 1/2	Albert Biscuit...1 00	No. 2 Red...72
Fancy...19	Animals...1 00	<b>Local Brands</b>
Peaberry...21	Bremner's But Wafers 1 00	Patents...4 40
<b>Maracabo</b>	Butter Thin Biscuit...1 00	Second Patents...4 20
Fair...16	Cheese Sandwich...1 00	Straight...4 00
Choice...19	Cocoa Nut Dainties...1 00	Second Straight...3 70
Fancy...19	Cocoa Macaroons...2 50	Clear...3 30
<b>Mexican</b>	Cracker Meal...75	Graham...4 75
Choice...16 1/2	Faust Oyster...1 00	Backwheat...5 00
Fancy...19	Fig Newton...1 00	Rye...3 85
<b>Guatemala</b>	Five O'clock Tea...1 00	<b>Subject to usual cash dis-</b>
Choice...15	Frotana...1 00	<b>count.</b>
Fancy...19	Graham Snaps, N. B. C. 1 00	<b>Flour in barrels, 25c per</b>
<b>Java</b>	Graham Crackers...1 00	<b>barrel additional.</b>
African...12	Lemon Snap...50	Warden Grocer Co.'s Brand
Fancy African...17	Oatmeal Crackers...1 00	Quaker, paper...3 90
O. G...25	Oysterettes...50	Quaker, cloth...4 00
P. G...31	Old Time Sugar Cook...1 00	<b>Wykes &amp; Co.</b>
<b>Mocha</b>	Pretzettes, Hd Md...1 00	Eclipse...3 70
Arabian...21	Royal Toast...1 00	<b>Kansas Hard Wheat Flour</b>
<b>Package</b>	Saltine...1 00	Judson Grocer Co.
Arbuckle...16 00	Saratoga Flakes...1 50	Fanchon, 1/2 s cloth...4 40
Dillworth...15 50	Social Tea...1 00	<b>Spring Wheat Flour</b>
Jersey...15 00	Soda, N. B. C...1 00	Roy Baker's Brand
Lion...14 50	Soda, Select...1 00	Golden Horn, family...4 60
<b>McLaughlin's XXXX</b>	Sponge Lady Fingers 1 00	Golden Horn, baker's...4 50
to retailers only. Mail all	Sultana Fruit Biscuit 1 50	Calumet...4 20
orders direct to W. F.	Uneda Biscuit...50	Wisconsin Rye...3 90
McLaughlin & Co., Chicag-	Uneda Jinjer Wayfer 1 00	<b>Judson Grocer Co.'s Brand</b>
<b>Extract</b>	Uneda Milk Biscuit...50	Ceresota, 1/2 s...4 90
Holland, 1/2 gro boxes 95	Vanilla Wafers...1 00	Ceresota, 1/4 s...4 80
Felix, 1/2 gross...1 15	Water Thin...1 00	Ceresota, 1/2 s...4 70
Hummel's foil, 1/2 gro. 85	Zu Zu Ginger Snaps 50	<b>Lemon &amp; Wheeler's Brand</b>
Hummel's tin, 1/2 gro. 1 43	Zwieback...1 00	Wingold, 1/2 s...4 95
<b>CRACKERS</b>	<b>CREAM TARTAR</b>	Wingold, 1/4 s...4 85
National Biscuit Company	Boxes or drums...29	Wingold, 1/2 s...4 75
Butter	Square cans...30	<b>Pillsbury's Brand</b>
Seymour, Round...6	Fancy caddies...35	Best, 1/2 s cloth...4 90
N. B. C., Square...6	<b>DRIED FRUITS</b>	Best, 1/4 s cloth...4 80
<b>Soda</b>	<b>Apples</b>	Best, 1/2 s cloth...4 70
Select Soda...6	Evaporated...9 @ 9 1/2	Best, 1/4 s paper...4 75
Saratoga Flakes...13	California...18@20	Best, 1/2 s paper...4 75
Zephyrette...13	<b>California Prunes</b>	Best, wood...5 00
<b>Oyster</b>	100-125 25lb. boxes.	<b>Warden Grocer Co.'s Brand</b>
N. B. C., Round...6	90-100 25lb. boxes...@ 4 1/2	Laurel, 1/2 s cloth...5 00
N. B. C., Square Salted 6	80-90 25lb. boxes...@ 5	Laurel, 1/4 s cloth...4 90
Faust, Shell...7 1/2	70-80 25lb. boxes...@ 5 1/2	Laurel, 1/2 s & 1/4 paper 4 80
<b>Sweet Goods.</b>	60-70 25lb. boxes...@ 6	<b>Wykes &amp; Co.</b>
Boxes and cans	50-60 25lb. boxes...@ 6 1/2	Sleepy Eye, 1/2 s cloth...4 90
Animals...10	40-50 25lb. boxes...@ 7 1/2	Sleepy Eye, 1/4 s cloth...4 80
Atlantic, Assorted...10	30-40 25lb. boxes...@ 8 1/2	Sleepy Eye, 1/2 s paper...4 70
Bagley Gems...3	1/2 less in 50lb. cases	Sleepy Eye, 1/4 s paper...4 70
Cartwheels...8	<b>Citron</b>	
Current Fruit...10	Corsican...@ 22	
Cracknels...15	Imp'd 1 lb. pkg...@ 10	
	Imported bulk...@ 9 1/2	
	<b>Peel</b>	
	Lemon American...14	
	Orange American...15	



6	7	8	9	10	11
<b>Meal</b> 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 <b>Dairy Feeds</b> 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 <b>Oats</b> Michigan, carlots ..... 44 Less than carlots ..... 45 <b>Corn</b> Carlots ..... 48 1/2 Less than carlots ..... 50 <b>Hay</b> No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 <b>HERBS</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25 <b>JELLY</b> 5 lb. pails, per doz. .... 1 90 15 lb. pails, per doz. .... 4 42 30 lb. pails, per doz. .... 7 75 <b>LICORICE</b> Pure ..... 80 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip .4 50 @ 4 75 <b>MEAT EXTRACTS</b> 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 <b>MOLASSES</b> New Orleans Fancy Open Kettle ..... 40 Choice ..... 35 Fair ..... 26 Good ..... 22 Half barrels 2c extra. <b>MINCE MEAT</b> Columbia, per case ..... 2 75 <b>MUSTARD</b> Horse Radish, 1 dz. .... 1 75 Horse Radish, 2 dz. .... 3 50 <b>OLIVES</b> 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 <b>PIPES</b> Clay, No. 216 ..... 1 70 Clay, T. D., full count 65 Cob, No. 3 ..... 85 <b>PICKLES</b> 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 <b>PLAYING CARDS</b> No. 90 Steamboat ..... 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special ..... 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle ..... 2 00 No. 632 Tourist whist. 2 25 <b>POTASH</b> 48 cans in case ..... 4 00 Penna. Salt Co.'s ..... 3 00 <b>PROVISIONS</b> Barreled Pork Mess 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 <b>Dry Salt Meats</b> S P Bellies ..... 13 1/2 Bellies ..... 11 1/2 Extra Shorts ..... 11 <b>Smoked Meats</b> 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 ..... 10 Picnic Boiled Hams ..... 15 1/2 Boiled Ham ..... 22 Berlin Ham, pressed ..... 8 1/2 Mince Ham ..... 9 <b>Lard</b> Compound ..... 9 Pure Intercies ..... 10 1/2 80 lb. tubs ..... advance 1/2 60 lb. tubs ..... advance 1/2 50 lb. tubs ..... advance 1/2 20 lb. pails ..... advance 1/2 10 lb. pails ..... advance 1/2 5 lb. pails ..... advance 1 5 lb. pails ..... advance 1	<b>Sausages</b> Bologna ..... 5 1/2 Liver ..... 7 1/2 Frankfort ..... 7 Pork ..... 8 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 9 75 Boneless ..... 11 25 Rump, new ..... 11 25 <b>Pig's Feet</b> 1/2 bbls. .... 1 10 1/2 bbls., 40 lbs. .... 1 25 1/2 bbls. .... 1 85 1 bbl. .... 7 75 <b>Tripe</b> Kits, 15 lbs. .... 70 1/2 bbls., 40 lbs. .... 1 50 1/2 bbls., 80 lbs. .... 3 00 <b>Casings</b> Hogs, per lb. .... 28 Beef, rounds, set ..... 16 Beef middles, set ..... 45 Sheep, per bundle ..... 70 <b>Uncolored Butterline</b> Solid dairy ..... 10 @ 16 Country Rolls ..... 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. .... 2 40 Corned beef, 1 lb. .... 1 30 Roast beef, 2 lb. .... 2 40 Roast beef, 1 lb. .... 1 30 Potted ham, 1/2 ..... 45 Potted ham, 1/4 ..... 45 Deviled ham, 1/2 ..... 45 Deviled ham, 1/4 ..... 45 Potted tongue, 1/2 ..... 45 Potted tongue, 1/4 ..... 45 <b>RICE</b> Fancy ..... 7 Japan ..... 5 1/2 Broken ..... 3 1/2 <b>SALAD DRESSING</b> 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 25 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer ..... 3 15 Deland's ..... 3 15 Dwight's Cow ..... 3 15 Emblem ..... 2 10 L. P. ..... 3 00 Wyandotte, 100 1/2 ..... 3 00 <b>SAL SODA</b> Granulated, bbls. .... 85 Granulated, 100lb. cs. 1 00 Lump, bbls. .... 85 Lump, 145lb. kegs ..... 85 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 10 60 5 lb. sacks ..... 2 00 28 10 lb. sacks ..... 1 90 50 lb. sacks ..... 30 28 lb. sacks ..... 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56lb. sacks ..... 20 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> Cod Large whole ..... 7 Small whole ..... 6 1/2 Strips or bricks ..... 7 1/2 @ 10 1/2 Pellock ..... 4 1/2 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 1/2 <b>Holland Herring</b> White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 <b>Norwegian</b> Round, 100lbs. .... 3 75 Round, 40lbs. .... 1 75 Scaled ..... 12 <b>Trout</b> No. 1, 100lbs. .... 7 50 No. 1, 40lbs. .... 3 25 No. 1, 10lbs. .... 90 No. 1, 8lbs. .... 75 <b>Mackerel</b> Mess, 100lbs. .... Mess, 40lbs. .... Mess, 10lbs. .... Mess, 8lbs. .... No. 1, 100lbs. .... 14 00 No. 1, 4 lbs. .... 5 60 No. 1, 10 lbs. .... 1 65 No. 1, 8 lbs. .... 1 36 <b>Whitefish</b> No. 1, No. 2 Fam 100lb. .... 9 75 4 50 50lb. .... 5 25 2 40 10lb. .... 1 12 60 8lb. .... 92 60 <b>SEEDS</b> 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 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 50 Handy Box, small ..... 1 25 Bixby's Royal Polish ..... 85 Miller's Crown Polish ..... 85	<b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rappie in jars. 43 <b>SOAP</b> 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 Dome, oval bars ..... 3 50 Satinet, oval ..... 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox ..... 3 25 Ivory, 6 oz. .... 4 00 Ivory, 10 oz. .... 6 75 Star ..... 3 25 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars ..... 3 60 Acme, 30 bars ..... 4 00 Acme, 25 bars ..... 4 00 Acme, 100 cakes ..... 4 00 Big Master, 100 bars ..... 3 25 Marseilles, 100 cakes ..... 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 <b>A. B. Wisley</b> Good Cheer ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 24 large ..... 4 50 Gold Dust, 100-5c. .... 4 00 Kirkline, 24 4lb. .... 3 80 Pearline ..... 3 75 Soapine ..... 3 75 Babbitt's 1776 ..... 3 75 Roseine ..... 3 75 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Fine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 35 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ..... 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand ..... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes ..... 1 80 Scourine, 100 cakes. 3 50 <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> Whole Spices Allspice ..... 12 Cassia, China in mats. 12 Cassia, Canton ..... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna ..... 22 Cloves, Zanzibar ..... 18 Mace ..... 56 Nutmegs, 75-80 ..... 45 Nutmegs, 105-10 ..... 35 Nutmegs, 115-20 ..... 30 Pepper, Singapore blk. 25 Pepper, Singp. white. 25 Pepper, shot ..... 17 <b>Pure Ground In Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 28 Cassia, Saigon ..... 48 Cloves, Zanzibar ..... 18 Ginger, African ..... 15 Ginger, Cochinchina ..... 18 Ginger, Jamaica ..... 25 Mace ..... 65 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne ..... 20 Sage ..... 20 <b>STARCH</b> Common Gloss 1lb. packages ..... 4 @ 5 3lb. packages ..... 4 @ 1/2 6lb. packages ..... 2 @ 1/2 40 and 50lb. boxes 1/4 @ 3/4 Barrels ..... 3/4 <b>Common Corn</b> 20lb. packages ..... 5 40lb. packages ..... 4 @ 7 <b>SYRUPS</b> 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 1/2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Japan Sundried, medium ..... 24 Sundried, choice ..... 32 Sundried, fancy ..... 36 Regular, medium ..... 24 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice ..... 38 Basket-fired, fancy ..... 43 Nibs ..... 22 @ 24 Siftings ..... 9 @ 11 Fannings ..... 13 @ 14	<b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 40 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> Fine Cut Cadillac ..... 54 Sweet Loma ..... 34 Hiawatha, 5lb. pails. 55 Telegram ..... 30 Pay Car ..... 33 Prairie Rose ..... 49 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> Red Cross ..... 31 Palo ..... 35 Hiawatha ..... 41 Kyro ..... 35 Battle Ax ..... 37 American Eagle ..... 37 Standard Navy ..... 37 Spear Head, 7 oz. .... 47 Spear Head, 14 1/2 oz. 44 Nobby Twist ..... 55 Jolly Tar ..... 39 Old Honesty ..... 43 Toddy ..... 34 J. T. ..... 33 Piper Heidsick ..... 66 Boot Jack ..... 80 Honey Dip Twist ..... 40 Black Standard ..... 40 Cadillac ..... 40 Forge ..... 34 Nickel Twist ..... 52 Mill ..... 32 Great Navy ..... 36 <b>Smoking</b> Sweet Core ..... 34 Flat Car ..... 32 Warpath ..... 26 Bamboo, 16 oz. .... 25 I X L, 5lb. .... 27 I X L, 16 oz. pails. 31 Honey Dew ..... 40 Gold Block ..... 40 Flagman ..... 40 Chips ..... 33 Kiln Dried ..... 21 Duke's Mixture ..... 40 Duke's Cameo ..... 43 Myrtle Navy ..... 44 Yum Yum, 1 1/2 oz. .... 39 Yum Yum, 1lb. pails. 40 Cream Cake, 2 1/2 oz. .... 38 Corn Cake, 1lb. .... 22 Plow Boy, 1 1/2 oz. .... 39 Plow Boy, 3 1/2 oz. .... 39 Peerless, 3 1/2 oz. .... 35 Peerless, 1 1/2 oz. .... 38 Air Brake ..... 36 Cant Hook ..... 30 Country Club ..... 32-34 Forex-XXXX ..... 30 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 22 Cotton, 4 ply ..... 22 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium ..... 20 Wool, 1lb balls ..... 6 <b>VINEGAR</b> 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 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> Baskets Bushels ..... 1 10 Bushels, wide ..... 1 60 Market ..... 40 Splint, large ..... 3 50 Splint, medium ..... 3 25 Splint, small ..... 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 <b>Butter Plates</b> 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 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each ..... 2 55 Barrel, 15 gal., each ..... 2 70	<b>Clothes Pins</b> Round head, 5 gross bx 50 Round head, cartons. 70 <b>Egg Crates and Fillers.</b> 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 <b>Faucets</b> Cork lined, 8 in. .... 65 Cork lined, 9 in. .... 75 Cork lined, 10 in. .... 85 Cedar, 8 in. .... 55 <b>Mop Sticks</b> 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 <b>Pails</b> 3-hoop Standard ..... 1 60 3-hoop Standard ..... 1 75 3-wire, Cable ..... 1 70 3-wire, Cable ..... 1 90 Cedar, all red, brass ..... 1 25 Paper, Eureka ..... 2 25 Fibre ..... 2 70 <b>Toothpicks</b> Hardwood ..... 2 50 Softwood ..... 2 75 Banquet ..... 1 50 Ideal ..... 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 6 holes. 65 Rat, wood ..... 80 Rat, spring ..... 75 <b>Tubs</b> 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 <b>Wash Boards</b> 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 <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30 <b>Wood Bowls</b> 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, 13-16-17 ..... 2 30 Assorted, 15-17-19 ..... 3 25 <b>WRAPPING PAPER</b> 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 <b>YEAST CAKE</b> 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 <b>FRESH FISH</b> Jumbo Whitefish ..... Per lb. No. 1 Whitefish ..... @ 16 Trout ..... @ 14 Halibut ..... @ 13 1/2 Ciscos or Herring ..... @ 10 Bluefish ..... @ 12 Live Lobster ..... @ 38 Boiled Lobster ..... @ 38 Cod ..... @ 12 1/2 Haddock ..... @ 12 Pickerel ..... @ 12 1/2 Pike ..... @ 11 Perch, dressed ..... @ 12 1/2 Smoked, White ..... @ 12 1/2 Red Snapper ..... @ Col. River Salmon ..... @ 16 Mackerel ..... @ 20 <b>HIDES AND PELTS</b> 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 <b>Pelts</b> Old Wool ..... 30 Lambs ..... 1 00 @ 1 75 Shearings ..... 50 @ 1 00 <b>Tallow</b> No. 1 ..... @ 5 1/2 No. 2 ..... @ 4 1/2 <b>Wool</b> Unwashed, med. .... 23 @ 25 Unwashed, fine ..... 30	<b>CONFECTIONS</b> Stick Candy Pails Standard ..... 7 1/2 Standard H H ..... 7 1/2 Standard Twist ..... 8 <b>Cases</b> Jumbo, 32 lb. .... 7 1/2 Extra H H ..... 10 Boston Cream ..... 10 Olde Time Sugar stick 80 lb. case ..... 13 <b>Mixed Candy</b> 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 ..... 10 French Cream ..... 9 1/2 Star ..... 11 Hand Made Cream ..... 15 Premio Cream mixed 13 O F Horehound Drop 10 <b>Fancy-in Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 12 Fudge Squares ..... 13 Peanut Squares ..... 9 Sugared Peanuts ..... 11 Salted Peanuts ..... 12 Starlight Kisses ..... 11 San Blas Goodies ..... 12 Lozenges, plain ..... 10 Lozenges, printed ..... 10 Champion Chocolate ..... 11 Eureka Chocolates ..... 13 Eureka Chocolates ..... 13 Champion Gum Drops 8 1/2 Moss Drops ..... 9 Lemon Sours ..... 10 Imperial ..... 11 18-in. Cream Opera ..... 12 Italian Cream Bon Bons 12 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 ..... 60 Chocolate Drops ..... 60 H. M. Choc. Drops ..... 85 H. M. Choc. Lt. and Dark No. 12 ..... 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain ..... 55 Lozenges, printed ..... 55 Imperial ..... 60 Mottos ..... 60 Cream Bar ..... 60 G. M. Peanut Bar ..... 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons ..... 65 String Rock ..... 60 Wintergreen Berries ..... 60 Old Time Assorted ..... 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. .... 3 75 Ten Strike No. 1 ..... 6 50 Ten Strike No. 2 ..... 6 00 Ten Strike, Summer as- sessment ..... 6 75 Scientific Ass't ..... 18 00 <b>Pop Corn</b> Dandy Smack, 24s ..... 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack ..... 3 50 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes ..... 5 per box ..... 60 Azulikit 100s ..... 3 00 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. .... 1 25 <b>NUTS-Whole</b> Almonds, Tarragona ..... 17 Almonds, Avica ..... 17 Almonds, California sft. shell ..... Brazil ..... 15 @ 17 Filberts ..... @ 13 Cal. No. 1 ..... Walnuts, soft shelled @ 16 Walnuts, Grenoble ..... @ 15 Table nuts, fancy ..... @ 16 Pecans, Med. .... @ 16 Pecans, ex. large ..... @ 18 Pecans, Jumbo ..... @ 20 Hickory Nuts per bu. Ohio new ..... Cocoanuts ..... @ 5 Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts 8 1/2 @ 9 1/2 Pecan Halves ..... @ 75 Walnut Halves ..... @ 32 Filbert Meats ..... @ 27 Alcant Almonds ..... @ 42 Jordan Almonds ..... @ 47 <b>Peanuts</b> Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns ..... Roasted ..... 8 1/2 @ 8 1/2 Choice, H. P. Jumbo ..... 9 1/2 Choice, H. P. Jumbo ..... Roasted ..... @ 10 1/2



## Special Price Current

### AXLE GREASE



Mica, tin boxes...75 9 00  
Paragon .....55 6 00

### BAKING POWDER

#### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 2 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

### BLUING



#### C. P. Bluing

Doz.  
Small size, 1 doz. box..40  
Large size, 1 doz. box..75

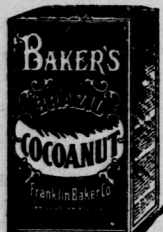
### CIGARS



G J Johnson Cigar Co.'s bd.  
Less than 500 .....33  
500 or more .....32  
1,000 or more .....31  
Worden Grocer Co. brand  
Ben Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
85 1/2 lb. pkg. per case 2 60  
88 3/4 lb. pkg. per case 2 60  
16 1 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....5% @ 8 1/2  
Hindquarters .....6% @ 10  
Loins .....8 @ 14  
Rounds .....6 1/2 @ 7 1/2  
Chucks .....5 @ 6 1/2  
Plates .....4 1/2 @ 4 1/2  
Livers .....3 @ 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  
Lambs .....@ 12 1/2  
Spring Lambs ..

### Veal

Carcass .....6 @ 8 1/2

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..

#### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

#### Cotton Victor

50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

#### Cotton Windsor

50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

#### Cotton Braided

40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

Galvanized Wire  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

Roasted  
Dwinell-Wright Co.'s B'ds.



White House, 1 lb. ....  
White House, 2 lb. ....  
Excelsior, M & J, 1 lb. ....  
Excelsior, M & J, 2 lb. ....  
Tip Top, M & J, 1 lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee & Cady, Detroit; Sym-  
ons Bros. & Co., Saginaw;  
Brown, Davis & Warner,  
Jackson; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/4 to 1 in. ....6  
1 1/4 to 2 in. ....7  
1 1/2 to 3 in. ....9  
1 3/4 to 4 in. ....11  
2 in. ....15  
3 in. ....20

### Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

### Linen Lines

Small .....20  
Medium .....26  
Large .....34

### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 80  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size .....1 10  
Cox's 2 qt. size .....1 61  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Knox's Acidu'd. doz. 1 30  
Knox's Acidu'd. gro. 14 00  
Nelson's .....1 50  
Oxford .....75  
Plymouth Rock .....1 25

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Twenty differ-  
ent sizes on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

We sell more 5 and 10  
Cent Goods Than Any  
Other Twenty Whole-  
sale Houses in the  
Country.

## WHY?

Because our houses are the recog-  
nized headquarters for these  
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always  
exactly as we tell you they are.

Because we carry the largest  
assortment in this line in the  
world.

Because our assortment is always  
kept up-to-date and free from  
stickers.

Because we aim to make this one  
of our chief lines and give to  
it our best thought and atten-  
tion.

Our current catalogue lists the most com-  
plete offerings in this line in the world.  
We shall be glad to send it to any merchant  
who will ask for it Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis

## G. R. & I. LOW RATE

### ROUND TRIP HOMESEEKERS EXCURSIONS

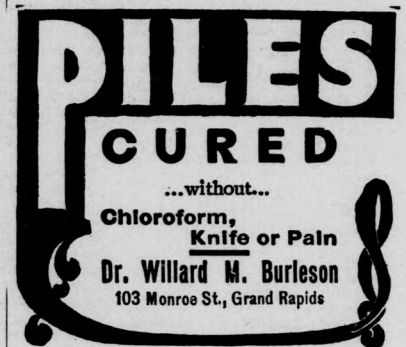
To many points in the South, Southwest,  
Southeast, West and Northwest.

TICKETS on sale March 5 and 19,  
April 2 and 16.

### ONE-WAY SPECIAL SECOND- CLASS TICKETS TO PACIFIC COAST

And many Intermediate Points in the NORTH-  
WEST are on sale daily during March and April  
TICKETS To the WEST SOUTH-  
WEST, SOUTH and  
SOUTHEAST will be sold on March 5 and  
19 and April 2, 9, 16, 23 and 30. Ask your Local  
Agent for full particulars. Address

E. C. HORTON, C. L. LOCKWOOD,  
Trav. Passenger Agent Gen'l Passenger Agent  
Grand Rapids, Mich. Grand Rapids, Mich.



Booklet free on application

## Crockery

We are Manufacturers' Agents and can  
save you the middleman's profit on Crockery.

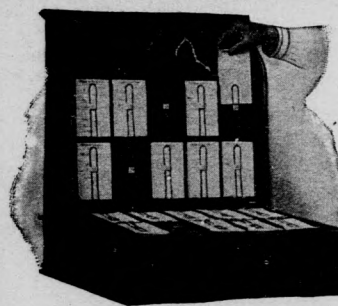
Grand Rapids Notions & Crockery Co.  
Cor. So. Ionia and Fulton Sts. Grand Rapids, Mich.

Use  
Tradesman  
Coupon  
Books

Made by

Tradesman Company

Grand Rapids, Mich



The McCaskey Register System handles ALL of your ACCOUNTS  
with only ONE WRITING.

ALL of Your ACCOUNTS with only ONE WRITING  
Think it Over.

When we say "ALL," we mean ALL.

It takes care of your Accounts Receivable and your Accounts Payable.

The Running Account or Credit Sale.

The Cash Sale. The Exchange Sale.

The Cash on Account. The C. O. D. Sale and cares for

The Miscellaneous Accounts.

It shows your Net Assets and Liabilities.

The amount of Stock on hand. In fact it gives you COMPLETE  
FINANCIAL Information.

Can YOU afford to Waste your Time and Money by using Incom-  
plete Systems or old-time Methods?

Let us explain the McCaskey System to you.

## The McCaskey Register Co.

Alliance, Ohio

Mrs. 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.

For Sale—All or in lots, 250 acres, well-improved lands within two miles of Auburn, county seat of Placer county, California; this land will produce \$500 worth of berries per acre each year. Address James Cook, Auburn, Placer county, Calif. 648

For Sale—Large store building, with large basement, two stories. A1 opening for drug store with fountain or boots, shoes and furnishings. Large factory just completed in town. Rent, \$365 a year. \$2,000 if taken in March. Address E. A. Ferguson, Middleville, Mich. 634

Cash for your real estate or business wherever located. If you want to sell, send description and price. If you want to buy, send for our monthly. Northwestern Business Agency, 43 Bank of Commerce Bldg., Minneapolis, Minn. 636

An excellent opportunity for anyone wishing to engage in the bakery business. Town of two thousand people, ten miles from Chicago. No bakery in the town. Will help get a good man started. Call on or address A. R. Owen, Riverside, Ill. 635

We make a specialty of selling businesses. Write us what you have to sell, or what you wish to buy. Benham & Wilson, Real Estate & Investment Brokers, Hastings, Mich. 647

Printer Wanted—Live energetic young man to establish a printing office in hustling town of Western Michigan, surrounded by good farming community. Address Secretary Business Men's Association, Alto, Mich. 646

Magnificent prairie plantation, 1,200 acres, 600 cleared; 600 fine timber; 7 miles from Columbus, known as County Farm; write for full particulars. Maer Realty Company, Columbus, Ohio. 645

For Sale—I have about 4,000 double rolls of wallpaper, bought last year, all good new patterns. Will sell cheap, as I am going out of business. H. D. Baker, Muskegon, Mich. 644

For Sale—No trade, a clean stock of dry goods and shoes. Would sell separate or altogether. Shoe stock, \$1,500, dry goods about \$5,500. Located in a good hustling farmers and manufacturing city of 3,500. Address No. 643, care Michigan Tradesman. 643

For Sale—General stock merchandise, country town, Central Michigan. Inventories about \$3,000. First-class farming country. Good railroad facilities, etc. Address No. 642, care Tradesman. 642

For Sale—For cash only, stock general merchandise, about \$5,000; meat market, store building, dwelling (10 rooms), ice-house full of ice, blacksmith shop barn and outbuildings, all almost new. This is a bargain. Must sell on account of health. Address John A. Miller, Pittwood, Ill. 641

For Sale—\$1,500 general merchandise, must sell; reason poor health. Bargain if taken at once. Good town, rich country. Write. Address Lock Box 146, La Rose, Ill. 640

For Rent—Two store rooms, 25x100 feet, ground floor, suitable for dry goods or grocery business. A fine opening for a strong firm. Located in the best farming country in Ind. Ter. of 3,000 population. Wood reserve opening two miles west, same to be developed. The heaviest railroad tonnage of any town south of Chickasha to Fort Worth, Texas. For further particulars address E. J. Wyatt, Box 268, Marlow, I. T. 639

Wanted—To buy stock of general merchandise, \$3,000 to \$4,000. Located in small town in Southern Michigan. Address "N," care Tradesman. 630

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

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—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

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—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

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—Stock hardware. Only one in live town. Wade Bros., Traverse City, Mich. 602

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

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

## 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

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—One set 12 ft., and one set 6½ ft. heavily tinned meat racks with mountings. One lard press, one sausage stuffer, one No. 11 Enterprise chopper, one 3 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

Converting stocks into cash, our hobby. Our system will close out your business satisfactorily or no pay. All references. G. E. Breckenridge Auction Co., Edinburg, Ill. 608

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 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, 1½ 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

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—Old-established candy store, ice cream parlor and newsstand. 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., large staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman. 528

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

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 \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—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

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

Wanted—To buy stock of clothing, shoes or general stock. Address R. E. Thompson, 427 University Ave., St. Paul, Minn. 583

For Sale or Exchange—Stock of woolen tailoring goods and trimmings. Address No. 577, care Michigan Tradesman. 577

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—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

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

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Harness, vehicle and implement business in Northern Michigan. Town of 1,000 inhabitants with fine farming country and large territory to draw from. Stock inventories about \$3,000. Modern buildings, rent \$18. Reason for selling, have large hardware business and other outside interests so can not devote time necessary. Address No. 355, care Michigan Tradesman. 355

For Sale—One-half interest in a clean, up-to-date shoe and clothing business. Established 23 years and enjoying a good trade. Stock and fixtures will invoice \$5,000. Can be reduced to \$3,000 or \$4,000 if desired. Address Gavin W. Telfer, Big Rapids, Mich. 329

Retail merchants can start mail order business in connection with retail business only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

## SITUATIONS WANTED

Wanted—Position as traveling salesman. Can furnish all references. Address "Traveler," care Tradesman. 601

## HELP WANTED.

Wanted At Once—Salesmen calling on wholesale druggists, to carry 1-ounce druggist sundries as sideline. Sample free. A. M. Irby, Vernon Hill, Va. 638

Wanted—Young dry goods man, desiring permanent position, some experience in trimming and card-writing, bright, trustworthy, hustler, preferable if speaking Norwegian, German; well recommended by former employer. State as to morals, nationality, age, if married. Experience where, salary wanted for first year. When can take position. North Dakota, Red River Valley town of 5,000 inhabitants. Address Box 356, Wahpeton, N. D. 637

Wanted—A good, bright grocery clerk for general store. Must be of good habits and well recommended. Address Clerk, care Michigan Tradesman. 587

Want Ads. continued on next page.



**AN AUTOMOBILE RAILROAD.**

To what extent the automobile can or will be made a method for transporting passengers at regular intervals and at regular rates is as yet problematical. If a person has money enough it is now possible to hire an automobile to take a quick journey of ten, twenty or forty miles. Facilities of this sort, however, are not for the poor or even those of moderate means. If you see a person hiring an automobile you may know that that person is either already in affluent circumstances or on the high road to opulence. The chauffeurs are not to be criticised for these high rates, because it is permissible to charge whatever the public will willingly pay for any service on any article, and as long as people can be found willing to pay from \$5 to \$10 an hour for the use of a whiz wagon and a man to run it, there is no need of offering the accommodation at lower rates. There are times, of course, when the cost does not count. For instance, the vehicle that can quickest carry the surgeon to an emergency case is cheap at any price, but it is every day and ordinary transportation that is under consideration and for such purposes the automobile does not appeal.

There are mammoth machines made capable of carrying a large company of tourists where the charge for each is not more than a dollar an hour. Such, for example, are those monstrous vehicles one sees at the National capital and labeled "Seeing Washington." The metropolis has them and even Boston. They would not, however, acceptably serve in the place of a trolley car, at least on sunny days. It would appear, therefore, that a bill introduced in the Indiana Legislature by Rev. Z. T. Sweeney, and now being considered by that august body, is either impracticable or far in advance of the times. Incidentally the name and initials suggest the character of Zeke Swinney, made famous by David Harum. The bill is asking for a charter for an automobile railroad. It is proposed to make the rails of concrete, with sides high enough so that the cars can not jump the track. The report does not say whether it is to be a double track or a single track, with switches. If safety is to be taken into account the former is preferable. On this concrete highway it is proposed to run automobiles, capable of carrying from thirty to forty passengers. The promoters declare that such a road can be built for half the cost of an electric road and that the operating outlay will be comparatively small. In this section it is hoped that the bill will become a law since Michiganders believe the experiment might just as well be made in Indiana as anywhere else, and if it proves satisfactory then other similar roads can be constructed.

**Twelve New Members in Grand Rapids Council.**

Grand Rapids, March 2—The annual business meeting of Grand Rapids Council United Commercial Travelers for the election of officers and the closing up of the business of the

year was held at the hall in the Herald building this afternoon. The meeting was called at 1:30 p. m. in order to give the members, with their wives, daughters and sweethearts, an opportunity to attend the banquet at the Pantlind in the evening. A class of twelve, consisting of the following popular salesmen, were initiated:

C. Benjamin Newcomb,  
Orlando Morsman,  
Henry Mendelshon,  
Jacob Walker,  
Harry E. Marsden,  
Max Lichtenauer,  
Jeff. B. Webb,  
David Hydorn,  
Geo. B. Rookwood,  
Fred Van Blois,  
Roy C. Taylor,  
Walter E. Mellinger.

Some of these gentlemen will not only add to the membership of the Council, but will also add to the population of Grand Rapids, as they are moving here from Chicago and other cities.

The following officers were elected:  
Senior Counselor—John Hondorp.  
Junior Counselor—Walter F. Ryder.

Past Counselor—W. D. Simmons.  
Secretary and Treasurer—O. F. Jackson.

Conductor—J. Howard Rutka.  
Page—Walter S. Lawton.  
Sentinel—A. T. Driggs.

The report of the Secretary shows a steady increase in membership and the finances in a flourishing condition. Something like \$5,000 has been paid to members for injuries during the past year. The Council now has a membership of over 260 and the boys are striving to reach the 300 mark before the next Grand Council meeting, which will be held in Saginaw in June.

By the way, our base ball club will have the battle of their lives at this time in Saginaw, as the other clubs say they are not going to let our boys walk away with everything, as they did at Petoskey last summer.

C. F. Jackson, Sec'y.

**Alto Business Men Join Hands.**

Alto, March 5—This place has formed a business organization to be known as the Alto Business Men's Association. They have elected officers as follows:

President—Geo. L. Bond.  
Vice-President—Wm. H. Watts.  
Secretary—Chas. Brown.  
Treasurer—Frank E. Campau.

All committees have been duly appointed and all members are at work in promoting the best interests of the town.  
Geo. L. Bond, Pres.

Cadillac News: Percy Louch has resigned his position as salesman in the Drury & Kelley Co. store to accept a position as traveling salesman for the Alert Pipe and Supply Co. of Bay City. During the time Mr. Louch has been connected with the Drury & Kelley Co. he has made a large number of friends, who will gladly learn of his advancement and who will be equally glad to know that Mr. Louch's new position is such that he will remain a resident of this city.

**Recent Trade Changes in the Hoosier State.**

Lapel—W. N. Green will be succeeded in the hardware business by the Green & Fisher.

Lima—F. J. Johnson succeeds De Vinney & Smith in the general merchandise business.

Warren—M. F. Shultz will continue the grocery business formerly conducted by Shultz & Holmes.

Lawton—U. H. Carey succeeds Prechtel & Bair in the general merchandise business.

Portland—Mrs. L. Wyckoff will be succeeded in the novelty business by B. R. Shipp.

Terre Haute—The boot and shoe business formerly conducted by A. P. Kivits & Sons will be continued under the style of A. P. Kivits & Son.

Hymera—H. W. Patton is succeeded in the general merchandise business by Gilbert & Co.

Indianapolis—Winifield S. Aldridge has made an assignment of his grocery stock.

Terre Haute—Bernard & Bledson will succeed Otto M. Burge in the grocery business.

Greenfield—T. H. Selman is succeeded in the drug business by W. S. Pugh.

Montpelier—E. T. Harris will continue the drug business formerly conducted by Harris Bros.

Mooreville—The business formerly conducted under the style of Wright's Bargain Store will be continued by Lyon's Bargain Store.

Odon—Chas. Harmon succeeds Pershing & Son in the grocery business.

Whiteland—Wm. J. Blunemer is succeeded in the general merchandise business by J. W. Drake.

Brushy Prairie—W. A. Austin, general merchant, will remove to Ashley.

Goshen—Edward Rimpler has purchased the grocery stock of Robert Baker. Mr. Baker has engaged in a harness and shoe repair business.

South Bend—J. H. Palmer and Howard Brown, of Grand Rapids, Michigan, will soon open a ladies' and men's furnishings store.

South Bend—The Weber Brothers Fruit Co. is succeeded by J. Manna & Co., of Chicago. Weber Brothers will continue to manufacture confectionery.

Elkhart—Norris E. Felt, for many years engaged in the grocery business at this place, has sold his stock to M. U. Demarest.

**Movements of Michigan Gideons.**

Detroit, March 4—Detroit Camp of Gideons held a meeting in Hotel Cadillac Sunday evening. The back parlor was put in readiness by the hotel management. The quartette sang the opening hymn on the stair steps and then marched back to the room prepared for the meeting. After song service, Brother George D. Lyford gave a very touching and interesting address, followed by five others of Detroit Camp, after which an editor from an Ohio city signified his desire to live the new life. He said he had two small children at home praying for him and a little baby too small to pray; that he had a father who had passed away but a short time ago and that he could

remember how peacefully the end came. There were but few present at this meeting, but one soul was touched.

The members of Detroit Camp hold meetings in the Y. M. C. A. at 3 p. m. the first and third Sunday of each month and every second and fourth Saturday from 12 to 1, and they conduct meeting at the Volunteers of America every Saturday evening.

W. H. Gorsline, of Battle Creek, F. C. Benningfield, of Decatur, T. C. Simons, of Cheboygan, and F. S. McCain, of Reading, are now Gideons.  
Aaron B. Gates.

The recent exhibition of safety devices held in New York did not attract the attention that the dog show does, but it is presumable that its influence and lasting benefits will be far greater. Other cities in this country have taken the matter up and are considering the holding of similar expositions of industry, hygiene and sanitation. Canada sent a special representative and the Canadian government has already promised funds to take up the work in that country. The toll of human lives that are lost through carelessness in our industrial establishments is fearful and it is strange, indeed, that we have so long neglected the example of European cities who have long taken care to exhibit every new safety appliance.

**BUSINESS CHANCES.**

For Sale—A No. 3 Middleby portable oven and bakers' tools. Never been used. Lunch counter, showcase, cash register and stones all new. Address C. L. McIntyre, Pinckney, Mich. 649

For Sale—Stock of clothing and furnishings. Must be sold by April 1st, at a sacrifice. Write A. Ullman, Ovid, Mich. 650

A good opening for a stock of general merchandise, including groceries. Address No. 651, care Michigan Tradesman. 651

A fine location for a good milliner. Address No. 652, care Michigan Tradesman. 652

I have a brick store which I will sell at a sacrifice. Address Mrs. M. O. Farnham, Mancelona, Mich. 653

There is money in the furniture and undertaking business. Here is a location where you can make it pay. Address No. 654, care Michigan Tradesman. 654

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—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—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

**Inverted Gasoline Lamp****500 Candle Power**

Burns 45 hours on one gallon or 95 hours if turned down. Can be installed on any wire system.

Write for catalogue.

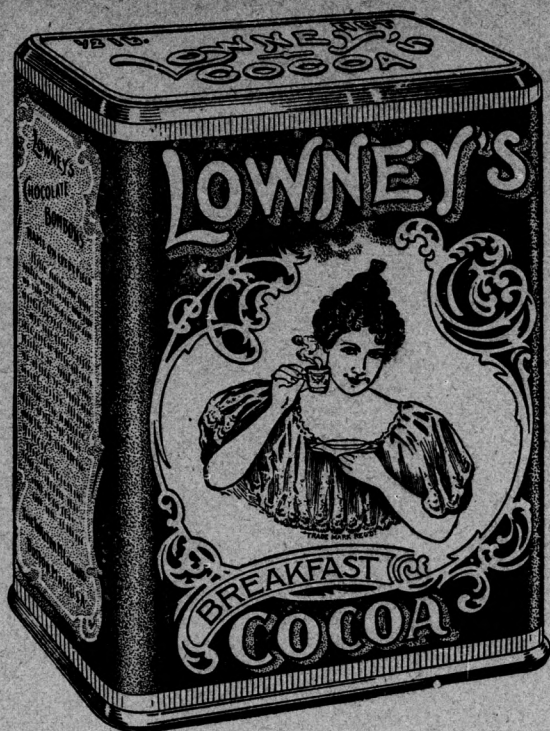
Modern Lighting Co.

Biddle Block

Detroit, Mich.







The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

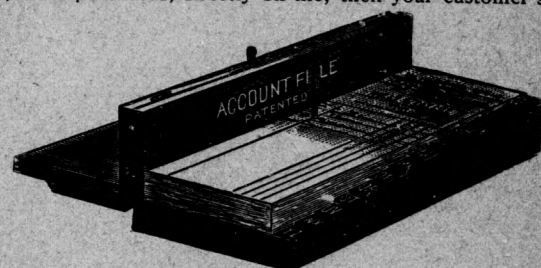
The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

## Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



**TRADESMAN COMPANY, Grand Rapids**

## 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.

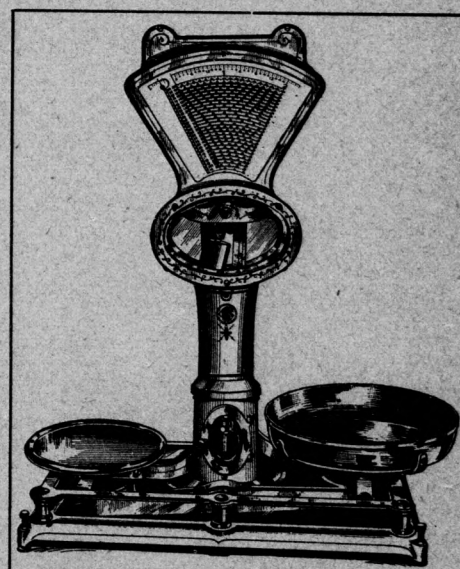
New hair-line weight and value indicator.

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  
 GUARANTEED Commercially Correct  
 58 State St. = = CHICAGO



# Double Coated "Columbia Gray" Enameled Ware

Light Gray Color--Black Edges--Warranted Selected First Quality

The Prices  
Quoted Below Are

**RETAIL PRICES**

Ask for Discount  
Or Catalogue No. 190



## Coffee Pots

Retinned covers, wood knobs,  
enameled iron handles.

(Retail Prices)

No. 11½-1½ qts. Each.... 29c  
No. 12½-2 qts. Each.... 32c  
No. 13½-3 qts. Each.... 36c

## Tea Pots

Retinned covers, wood knobs,  
enameled iron handles.

No. 11-1½ qts. Each.... 29c  
No. 12-2 qts. Each.... 32c



## Lipped Sauce Pans

Full Sizes, Extra Strong Handles.

(Retail Prices)

No. 20-3 qts. Each.... 20c | No. 22-4 qts. Each.... 22c  
No. 24-5 qts. Each.... 25c

## "Berlin" Sauce Pans

One size larger than other makes. Actual sizes listed.  
Retinned covers, wood knobs.

(Retail Prices)

No. 03-2 qts. Each.... 28c | No. 04-3 qts. Each.... 32c

## Seamless Flaring Water Pails

Note the sizes of these pails.  
They are one size larger than  
other makes.

(Retail Prices)

No. 110-10 qts. Each.... 43c  
No. 210-11 qts. Each.... 46c  
No. 212-13 qts. Each.... 58c



## Tea Kettles

Enameled covers, wood  
knobs, lock balls.

(Retail Price)

No. 8, capacity 7 quarts  
Each.... 67c



## "Duchess" Kettles

A self-draining kettle  
with locked retinned  
covers, wood handle on  
ball. Full capacity listed.

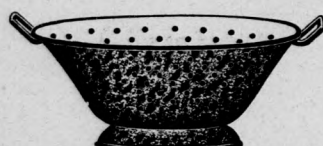
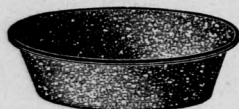
(Retail Prices)

No. 70-7 qts. Each 58c  
No. 100-10 qts. Each 67c



## Milk Pans (Round Edges)

6 quarts. Each.... 19c



## Seamless Colanders (Retail Price)

No. 1306-10¼ x 4½ inches. Each.... 30c

# \$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 it will con-  
sider 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 be-  
hind every piece we sell.

Ask Us for Prices



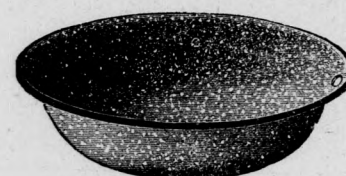
## Lipped Preserving Kettles

(Retail Prices)

No. 240-5 qts. Each.. 25c  
No. 260-6 qts. Each.. 29c  
No. 280-8 qts. Each.. 35c  
No. 300-10 qts. Each.. 42c

## "Berlin" Kettles

Retinned covers, wood knobs, actual capacity listed.  
No. 06-5 qts. Each.... 40c | No. 08-7 qts. Each.... 48c



## Wash Basins

Extra Heavy Steel and Eyeletted.

(Retail Prices)

No. 28-11¼ x 2¾ inches. Each..... 16c  
No. 30-11¾ x 3¼ inches. Each..... 19c



## Deep Stamped Dish Pans

Hollow Steel Handles that fit the hand.

(Retail Prices)

14 quarts—Size 15¼ x 5¼ inches. Each..... 46c  
17 quarts—Size 17¼ x 5½ inches. Each..... 58c

## "Leonard"

High Grade

## Willow Clothes Baskets

Made expressly for us and not obtainable  
elsewhere. Extra heavy, white, whole willow  
stock (not split) and extra strong. These bas-  
kets are in a

Class by Themselves

Ask for Prices or for Catalogue No. 190



## Pie Plates (Deep)

(Retail Prices)

9 inches. Each..... 10c | 10 inches. Each..... 13c

## Extra Deep Pudding Pans

No. 18-2 qts. Each.. 13c  
No. 19-3 qts. Each.. 15c  
No. 20-4 qts. Each.. 17c



## "NEVERSAG"

Adjustable

## Curtain Stretchers

Made of basswood with adjustable center so  
they cannot sag. We carry them in three styles  
which are fully described in our latest catalogue  
No. 190.

Ask us for Prices or for  
Catalogue No. 190

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Crockery, Glassware  
and  
House-Furnishings