

MICHIGAN TRADESMAN

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\$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 13, 1907

Number 1225



The Greatest Little Big Thing in the Grocery Trade

Every record has been smashed by

Sanitas Toasted Corn Flakes

It's the biggest, quickest, most emphatic success in the history of breakfast foods.

In spite of the best that men, mills and machinery can do we are over 50 carloads behind on orders to-day. We have never been able to catch up since the first carload was offered to the trade. We are working day and night to get even. By the time you read this we'll be able to take care of all orders.

Of course the imitators are here. You'll have all sorts of corn flakes offered you—all sorts of schemes—all sorts of bribes. A few grocers will fall to the temptation of pushing a substitute. **Remember the days of the breakfast food deluge.** It was the retail grocer who held the bag then. Some grocers are going to hold the bag again. Don't **you** be one of them. The wise retailer will keep to one corn—the original, genuine

SANITAS Toasted Corn Flakes

(Won Its Favor Through Its Flavor)

Made by The Battle Creek Toasted Corn Flake Co. Battle Creek, Mich.

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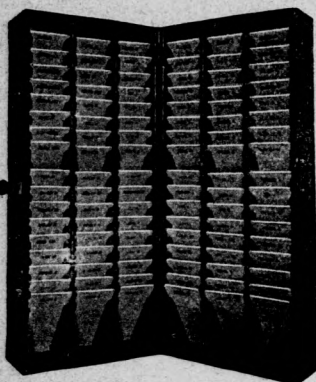
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

A. H. Morrill & Co.

105 Ottawa-St., Grand Rapids, Mich.

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Pat. March 8, 1898, June 1, 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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Judson Grocer Co.

Grand Rapids, Mich.

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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.



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Grand Rapids, Mich.

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**SNOW BOY WASHING
POWDER.**

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 13, 1907

Number 1225

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

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FREIGHT Easily
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Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

WHAT'S UP HIS SLEEVE?

Frank B. Kellogg, chief among the attorneys for the Inter-state Commerce Commission, has designated E. H. Harriman as "the man-who-has-his-way."

Mr. Harriman, in turn—the man who directed, during less than six months, the investment of over \$125,000,000 in Union Pacific stocks—counters on Mr. Kellogg by "fessin' up" that he and the other great manipulators of railway properties have been in the wrong; did not understand what was their duty toward the American people and have been unable to comprehend what our Government desires of them.

For a man who has his way such admissions are somewhat startling to the average human mind because of a popular delusion that such a man, able to command the very best legal ability, able to influence the conventional legislature and to control a horde of the most potent strong boxes in the land, will not surrender peacefully his own-way habit.

Mr. Harriman advocates frankness, fairness and sincerity between railway authorities and our Government and says that now, the railroads having a clear conception as to what is wanted of them, is the time to successfully inaugurate and maintain a spirit of harmony and co-operation between the two great forces.

Mr. Harriman, it is said in New York, is "the heartiest hater in Wall Street;" but he is also, just at present at least, a most suave diplomat in his courtship of newspaper men and photographers employed by newspapers and other publishers. These two characteristics, considered in connection with the gentleman's resourcefulness as a financier, his daring as an investor and the utterly oblivious condition of his mind heretofore as to public opinion, do not tally closely with the make-up of a man who would sincerely utter a preaching on co-operation.

Mr. Harriman is being investigated. Nearly every great railway system is being looked into by our Government. In dozens of states equally important examinations are under way as to various units in the general scheme of transportation. Great commonwealths are pitting their best brains and abundant cash resources against the stupendous mental and cash resources of the railways to get at actual facts. In scores of cities causes are being tried with small corporations and individuals as complainants and railways as defendants.

Verdicts have been rendered, fines have been imposed and every device known to our laws is being utilized. On the one hand the conclusions of the court are being fought and on

the other the people are straining every nerve and thought toward the carrying out of verdicts and their sentences. This is comparatively a new situation. For years the men like Mr. Harriman have had their way while the people, chagrined, disappointed, hopeless, desperate, have believed that they were helpless against the machinations of Frenzied Finance.

But there has arisen another "man-who-has-his-way" and he occupies and fills the chair of the presidency of the United States. Industrious, tireless, fearless, brainy and absolutely right and honest in his desire to be fair to all, Theodore Roosevelt has succeeded in so successfully pleading the cause of the people that all men like Mr. Harriman are forced to sit up and take notice. Mr. Roosevelt supporting the people in their effort to get decent consideration at the hands of the railway magnates is like the firm yet kind father who had occasion for decided action with a stubborn child at the table with the rest of the family. The President has said to Mr. Harriman and the others like him: "Now, Jimmy, you'll eat beans like the rest of us or you'll rise up and give your chair to Mary Ann."

And seemingly Mr. Harriman has decided to "eat beans like the rest of us." It may be a mere ruse, but if it is, President Roosevelt will realize the situation almost as readily as will Mr. Harriman appreciate the fact that such pretense is futile.

In a tiny way the dictatorial attitude and mercenary practices of the really big railway operators are reproduced in the thoughts and acts of the lesser executive officers of railways and a strikingly interesting replica of this fact is just now in evidence in Michigan in connection with the attempts to legislate for the creation of a State Railway Commission; for the limitation of railway fares in the Lower Peninsula of Michigan to a flat two cent rate, with a three cent rate for the Northern Peninsula.

Instead of co-operating in an effort to secure legislation favorable for both carriers and shippers the railways have opposed both measures. In one instance a railroad representative, after accepting invitations to two separate conferences between carriers and shippers, not only failed to appear at either meeting but proceeded to organize an additional conference, which he felt sure he could control. He failed signally. It is possible that very shortly Michigan representatives of railways will be heard preaching as has Mr. Harriman in favor of harmony and co-operation. If such a situation should reveal itself it behooves shippers and

all who are interested in securing fair treatment to be wary. Do not take anything for granted from such a source. It will not pay to lessen one's vigilance, and this mistrust is abundantly warranted by years of impudent, reckless and outrageous treatment of merchants, manufacturers, fruit growers, stock raisers and farmers by the railways. Watch for that which Harriman and all the rest may have up their sleeves, and when the little joker is revealed go after it with all the energy, determination and persistence at your command.

THE ONWARD SWEEP.

The two cent per mile passenger fare campaign has taken definite form by enactment into law in two more states during the past week and Michigan is now a laggard in this respect. Indications point to the enactment of the bill by the Michigan Senate during the coming week, and the House will probably take similar action within the next month. Governor Warner will not hesitate long before signing the bill.

The directors of the Grand Rapids Board of Trade, which is supposed to voice the best thought and highest aspirations of the commercial and business life of the Second City, under the demoralizing domination of officials and henchmen of the G. R. & I., refused to endorse the bill at the regular monthly meeting last evening, although the bill had been carefully considered by the Transportation Committee and was recommended by nineteen of the twenty members of the Committee. This result was brought about by the introduction of false and misleading figures, unfair analogies and selfish pleas by J. H. P. Hughart, with no authentic means at hand to disprove them. The report was referred back to the Committee and will probably be presented to the Board again at the next meeting, when it will probably be adopted.

In the meantime the Legislature will enact the two cent law and the Grand Rapids Board of Trade will be placed in the same ridiculous light that it was two years ago, when it stultified itself at the behest of the G. R. & I. by endorsing the bill exempting the north and south railroads from the operations of the two and one-half cent law.

Any cause which has to be bolstered up by false statements, unfair methods and corrupt lobbyists is certainly in a desperate condition, and any man who employs such weapons to accomplish his purpose, even although the advantage gained may be only temporary, deprives himself of the co-operation and respect of business men.

THE BURNING DECK.

Story of the Boy No Longer a Model.

Of all the school recitations of all the schools of Christendom, perhaps the most threadbare and discounted-to-day is the story of the boy who stood on the burning deck.

But while rhyme, rhythm and constructive setting of the tragedy of the burning deck long ago passed to oblivion, the small boy of to-day is put against the old moral of the story as if his future life of usefulness in the world depended upon his observance of the literal letter of this poem. Only the other day the story came to me of an employer who had found the perfection of the office boy in the person of a youngster who took an order so literally to stand and wait that in the unexpected absence of the employer on a long trip that boy stood so stubbornly at his post in the employer's office that the concern did not get a stroke of service out of him for two full weeks.

"That's the kind of boy to have!" is the reported expression of that particular manager when he returned. "But is he?" is the question which I would like to ask of this evidently pleased employer. "What do you mean to do with him when this virtue shall have passed him up to his seemingly logical position of reward?"

There are all kinds of men in all kinds of positions in the world of endeavor. In this world of practical things, which demands of men that the lines of least resistance shall be followed in the main to the best interests of all concerned, I know of honest business men, conducting honest businesses, who have high salaries for the smoothest liars which society produces. Manifestly there may be a hundred positions in which such men could not be trusted, but there seem to be a few places where they will be necessary.

This statement is merely suggestive of the range of character which must assist the world in its old, old system of revolving upon its axis once in twenty-four hours. And it leads pointedly to the query of whether that boy who stood for two weeks idly waiting the return of the employer who stood him there is at all the type of boy who develops into the man who marks the world in this present age.

These are times of great organization. In any great business that man who shines as an organizer is the man who may expect the maximum of worldly success and compensation. His work is to make choice of men who can do things. Men who accomplish things must have initiative. Initiative, to be safe, even under an organizer and manager, must be tempered by judgment. That boy or that man who is content to do only that thing he is told to do has only a laborer's rank in whatever field he finds his work.

It is an accepted axiom in business that a man would better be censured for doing something than be censured for doing nothing. Casabianca on the burning deck still may have his place in militarism, but when he has

passed the age of military service his only hope of support depends upon the pension of his government.

I have in mind an institution which is admirably organized and conducted. A man, born an organizer, is at the head of it. Every department of the immense institution shows in its heads the keen judgment and foresight of that institution's chief. I have a friend in a traveling capacity in one of these departments. His one congenital lack in business seems to be a disposition to shirk responsibility that comes of unexpected requirement of initiative. He has been long enough with his house to have the confidence of its management, but now and then he meets a condition in which he feels the need of instruction. On such occasions he goes to a telegraph office, states the proposition, and asks what he shall do.

"And it makes me so hot," he has been explaining for years to me, "it makes me so hot always to get that old, wearying form of reply: 'Use your own judgment!'"

Here is the one weakness of a man whose judgment has been tried time and again in a thousand emergencies. He wants some one in authority above his own to wire him to stand on the burning deck or get off it with all speed. But if organization shall count for anything, the organizer's work was completed when the organizer chose him for that field in which his judgment is the thing for which he draws his salary. The wise head of his department, trusting to that judgment, says to himself that Smith—on the spot and facing the problem—should know better than he. Therefore Smith is told to stand on the burning deck or jump into the sea.

Not for a moment would I depreciate the value of obedience or the capacity for following instructions absolutely. But I deny the possibility of an always wise, absolute instruction in all things under half the circumstances which confront mankind.

I have a friend who has two children of school age, both of whom are disposed to sleep too late for breakfast and for preparation for school. But long ago he gave up the mandatory call for rising. In the school routine the one almost inexcusable offense is tardiness. No child will give this offense if it can avoid it. Therefore my friend has explained that his children will be wakened thoroughly at a reasonable hour. They will not be called a second time. If they sleep too late no excuse for tardiness will be written.

Do you fail to see wherein Casabianca in that household is denied a burning deck on which to stand? And these children have more initiative than any children of their age that I ever knew!

John A. Howland.

The preacher who would give his people good cheer on Sunday should be temperate with the good cheer on Saturday.

The ear does as much to circulate scandal as the tongue.

Ways of the Wolf.

The wolf can go eight days without food and can then eat forty pounds of meat at a sitting, so the Indians say. This is pretty fair for an animal weighing only eighty pounds. Yet we do not know the length of the sitting.

The wolf will not venture on glare ice; he never crosses a lake until there is enough snow to hide the ice. To wetting his feet he is as averse as the domestic cat. He will not kill his game in the shelter of the forest, always driving it into some open place for the kill.

When chasing a deer he goes at a leisurely lope, sitting down at intervals to give the most dolorous and blood curdling howls. This drives the poor victim into a wild gallop and soon exhausts it, and as the wolf never tires he is sure, sooner or later, to catch up with the quarry.

In winter the deer often makes for some wild rapid, into which it plunges, knowing that the wolf will not follow. Too often the deer drowns, but better such a death than one by the fangs.

In summer a couple of wolves will secure all the deer they need by very simple tactics. Having put up the quarry, one wolf drives it by easy stages to some little lake and, on reaching the shore, the deer plunges unhesitatingly in, for its instinct tells it the enemy will not dare to follow.

So, on it swims, while the pursuer sits on his haunches and howls dismally, no doubt because he sees his dinner escaping. At length the tired deer drags itself wearily from the water, and shakes the drops from its coat on the sun warmed strand. Then the companion wolf, which has waylaid its coming, springs at its throat, and when the first wolf joins him they have a gorge that makes them independent of fate for a whole week.

Goose Liver Pie.

The American Farmer, in its current issue, contains a very interesting article upon the above subject, but neglects to give full details as to fattening of the goose. The goose, after being scientifically stuffed, is made to walk on hot bricks in order that its liver may be further distended. "Thrifty France exports enormous quantities of this foie-gras. It appears on the table of every epicure in Europe. King Edward nibbles at it, Emperor William does not disdain it, while the lords and dukes and ladies think no feast complete without its appetizing presence. France worships it, Germany adores it and John Bull regards it with the tempered respect that is grudgingly given to things continental," goes on to say the American Farmer. But again it neglects something. By far the greatest amount of pate de foie-gras

exported from France is either an inferior greasy product made from the leavings, or a totally different produce which has nothing whatsoever to do with goose's liver, and which is naturally very inferior both in cost to dealer and in flavor.

Unquiet Stairs.

In a recent suit in a Cincinnati court a lawyer was cross-examining a German, the point under enquiry being the relative position of the doors, windows, and so forth, in a house in which a certain transaction was alleged to have occurred.

"And now, my good man," the lawyer said, "will you be good enough to tell the court how the stairs run in your house?"

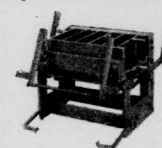
The German looked dazed for a moment. "How do they run?" he repeated.

"Yes; how do the stairs run?"

"Vell," continued the witness, "ven I am oopstairs dey run down, unt ven I am downstairs dey run oop."

Nothing keeps people faithful better than your faith in them.

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Makes a FACE DOWN brick. A quick, handy machine at a low price. 10 brick machine \$65. Block machines \$25 up. Concrete mixers \$80. Book cement plans 30c. Send for catalog.

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

Glassware

Decorated Lemonade and Water Sets.
From \$6 to \$20 per dozen.

Grand Rapids Notions & Crockery Co.
Cor. So. Ionia and Fulton Sts. Grand Rapids, Mich.

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Keeley
Cure

LIQUOR
MORPHINE
27 Years Success

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H. J. VOLK. J. P. SOLOMAN.

91 Griswold St.
Detroit

Women Switch Out Their Clothes Nowadays.

Written for the Tradesman.

Manufacturers are continually taxing their brains and ingenuity to get up new things for the women, who tire so soon of every novelty brought out and forever and forever are demanding "something different."

Our grandmothers weren't such a crazy lot. If they got anything they kept it for life. They never had such an insatiable appetite for new goods. Was it a piece of jewelry? It was selected with great solicitude, kept with extreme care—almost sacredly—and willed to some relative or dear friend, who was supposed to treasure it as fervently as had its first owner, wearing it but occasionally and then only on the stateliest of state occasions.

Now, articles of wearing apparel and jewelry are picked out with scarcely a thought. In the first place there is such a legion of demands on the modern woman's time that life is too short to give more than a small amount of thought to each purchase. As soon as the article is in possession of the customer it ceases to hold any inordinate attraction; in fact, many a woman expends not a fraction of sentiment on her belongings—when once the chase has been satisfied and she can say, "It is mine."

The woman of the present is very sure that she can not live without such and such an object. We will call it goods for a dress. She goes and buys it and as soon as it is sent

home half its charm has departed. Then she hies herself to a fashionable modiste. Perhaps Madame, the frockmaker, consults with the patron a trifle as to how the new gown shall be built up—more often not. It is fitted a time or two, finished, sent home. Maybe Milady likes her dress, maybe not. She puts it on, switches it out (there's no wear in it), buys another, but only to go through the same performance time and again.

"I don't know what would have become of me, when a child," remarked an intimate friend of mine who was most tenderly nurtured as a girl, "if my mother had not kept her clothes good when a young woman. As long ago as I can remember my things were 'made over' from her store of well-kept dresses. Many and many a time she did without a new dress herself and cut me over a frock from one of those she had when she was first married—sometimes from one she had even before she met my father—and my dress was always complimented by our friends as being 'such a pretty new dress,' and all the while it was my mother's 'old one made over.'"

"One little gown I remember so well. The skirt was kilt pleated. It was a beautiful soft merino, a large broken plaid in navy blue and a peculiar shade of dark bluish green. The waist was fashioned—very laboriously, too—out of an old broadcloth coat that my father had discarded. There were three wide pleats, in the front and back alike, on the little waist. These were pip-

ed with a narrow piece of the plaid of the skirt. That dress I can see as plainly to-day as I see yours. My mother's stock of old dresses was running low and this one was among the very last she was able to make me out of the 'dresses she had when she was a young lady.'

"Well do I recollect my delight over the very first 'all-new' dress I possessed. The skirt was plain, a soft pinkish gray. It resembled our modern lansdowne a good deal, in its silky luster. No, I'll take it back as to the skirt being plain—it had a box-pleated ruffle on the bottom about two inches deep. The overskirt was of a pale brown and grey broken plaid and was fitted like a princess garment. The tiny smoked pearl buttons—in the back—were of the iridescent kind and extended from the neck way to the overskirt's hem. It was really a very pretty dress. My little heart hardly dared to beat inside its seams for fear it would spoil it somehow! I must be so careful of my lovely new dress. I must take it off—every time over my head—immediately on my arrival home from church, and it must be exquisitely folded and laid away in a big old mahogany 'bureau,' that had been my great grandmother's, there to repose in safety until another Lord's Day should roll around. The hat I wore with this beauteous dress was a cream colored fine straw, much the shape of our modern sailor hat, only we didn't have any name for them then. It was simply trimmed with light blue ribbon. If I was-

n't 'made' when I got into that outfit then I am mistaken.

"My dear mother clothed me thus until I was ready to enter the grammar school. The modern mother would find it pretty hard managing if she had to dress a youngster that long out of her own cast-offs; in fact, she couldn't do it, for there is not the wear in goods nowadays that there once was, and what little there is is drawn on so hard that there's scarcely more than a rag left of a dress when a woman is through with it," which confirms what I said a moment ago. J. Jodelle.

A phase of Mr. Rockefeller's remarkable gift that appeals strongly to the young men and women who live in cities where there are colleges is that they will be enabled to get an education while remaining where opportunities to get work are greatest. Undoubtedly the ideal site for a college is in a country village where life is freer and yet more secluded and where the temptations of the city are more easily avoided. But there are many young men and women who would like to get an education who have to work at least part of the day and the city offers the best opportunities for them. The gift of the oil king will not only help some but will encourage others who may be just on the edge. It is almost impossible to analyze all the results of such munificence, but some of them are certainly very worthy.

Most of our weakness comes from worry.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.



Movements of Merchants.

Saranac—Fred Wood has opened a new meat market.

Hancock—T. Andrew has sold his grocery stock to Fred J. Zerbel.

St. Joseph—Densmore & Randall are about to open a notion store here.

Charlotte—H. Wood has engaged in the meat business, having opened a store.

Bronson—Wells Knapp is succeeded in the boot and shoe business by F. C. Stielson.

Howell—Govier & Brown are succeeded in the grocery business by Brown & Smith.

Cadillac—S. Curtis is succeeded in the flour and feed business by Mystron & Berguist.

Detroit—C. H. Flaherty, proprietor of the Geo. C. Walker Co., wholesale dealer in cheese, is dead.

Ionian—Walter S. Baker has sold his grocery stock to Z. D. Dow, who will continue the business.

Kalamazoo—The H. E. Congdon Paint & Wall Paper Co. has changed its name to the Congdon Paint Co.

Fenton—Becker Bros. have sold their grocery stock to A. W. Hay, of Bad Axe, who has taken possession.

Bangor—Wm. Tappin has purchased the bakery and restaurant business formerly conducted by L. Seebeck.

Thompsonville—C. L. Bennett has sold his grocery stock to E. DeLaney, who will continue the business.

Traverse City—A new five and ten cent store will soon be opened here by the S. H. Knox Co., of Buffalo, N. Y.

Lowell—Marks Ruben has sold his stock of clothing to Harvey Taylor, who has been with him for several years.

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

Big Rapids—Will St. Clair has sold the manufacturing rights of his new gasoline engine to the Binney Machine Works.

Glen Arbor—L. J. Reddy, formerly in the employ of H. L. Nessen, will soon open a store with a stock of groceries.

Lowell—C. W. Dooring, of Fowler, will remove to this place and open a shoe store as soon as the store can be put in readiness.

Eaton Rapids—M. P. Bromeling has purchased the hardware stock of Spears & Scofield and will take possession immediately.

Onaway—Tracy Hobbes, dealer in dry goods and shoes at Kalkaska, will soon remove to this place and continue in the same line of trade.

Benton Harbor—C. H. Meshew has sold his grocery stock so that he may devote his entire attention to the future to his real estate business.

Onaway—Frank Dreese, dealer in dry goods, boots and shoes and

furnishing goods, will discontinue business here and remove to Shepherd.

Fowler—C. B. Brunn has sold his hardware stock to Eli Brenneman and will remove to Pewamo, where he will re-engage in the same line of trade.

Petoskey—G. L. Featherly has resigned his position as traveling salesman and will soon engage in the sleigh and harness manufacturing business.

Coldwater—E. F. Ray is succeeded in the butter and egg business by Bollman Bros., of Sturgis. He will retain the poultry branch of the business.

Kalamazoo—Flexner Bros., who conduct a department store, are financially embarrassed and offer to compromise their indebtedness with their creditors.

Boyne Falls—A. C. Tiffany has sold his drug stock to Geo. Olsson, of Pellston, who will continue the business at the same location. Mr. Tiffany has removed to Chicago.

North Adams—G. C. Van Fleet, formerly of the clothing and shoe firm of Perry & Van Fleet, of Hartford, will soon engage in the same line of business at this place.

Freeport—J. W. Beachy and H. I. Miller have formed a copartnership and purchased the G. J. Nagler & Son stock of general merchandise and will re-open the store after the inventory is taken.

Slocum's Grove—The store building and stock of general merchandise formerly owned by the Foster-Winchester Co. has been purchased by Elroy Reed, who will continue the business at the same location.

Alpena—The Alpena Lumber Co. has been incorporated with an authorized capital stock of \$1,500, all of which has been subscribed and paid in in property. The company will purchase and manufacture timber.

Kent City—H. S. Power will add lines of dry goods and shoes to his stock of groceries about April 1. He has ordered the dry goods of Burnham, Stoepel & Co. and the Herold-Bertsch Shoe Co. has the order for the shoes.

Morenci—H. D. Pegg purchased the interest of Leon D. Mowry in the grocery stock of H. D. Pegg & Co. and afterwards sold an interest to Earl Smith, and the business will be continued under the same name as heretofore.

Marquette—A corporation has been formed under the style of the Louis Grabow Co. to conduct a general merchandise business with an authorized capital stock of \$35,000, all of which has been subscribed and paid in in property.

Alloway—A corporation has been formed to conduct a savings and commercial banking business under the style of Keweenaw Savings Bank with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Traverse City—Chas. H. Hanslovsky has sold his grocery stock to Wm. D. Gray, formerly employed by the Hannah & Lay Mercantile Co. Mr. Gray will take possession April 1. It is the intention of Mr. Han-

slovsky to engage in the poultry business.

Detroit—The Pierce Bros. Co., which deals in general merchandise and food products, has merged its business into a stock company under the same style with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Kalamazoo—The Quinn Supply Co., which deals in steam and electric power plants, has changed its name to the Quinn Construction Co., with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Bloomington—J. E. Paulson, who has been engaged in the drug business here for the past five years, has sold his stock to G. S. Flanders, of South Haven, who will continue the business at the same location. Mr. Paulson contemplates engaging in the drug trade at Grand Rapids.

Calumet—Panton & White, of Duluth, and allied interests in this place, will open a department store here about May 1. A corporation has been formed with a capitalization of \$100,000. Two of the officers are Calumet residents, being Jerry J. Sullivan, Secretary, and John D. Cuddihy, Treasurer.

Petoskey—A. B. Klise has been quietly buying up stock of the other stockholders of the Brackett Hardware Co. until the number has been narrowed down to three—A. B. Klise, J. Buckley and John Keep. A few days ago a deal was made by him and Mr. Buckley by which he bought the latter's stock, thus becoming almost the sole owner.

Niles—Chas. E. Smith and Henry A. Moore have purchased the furniture factory of the Earl-Storms Co. and will continue the business under the same style until a reorganization has taken place. Mr. Moore has been employed in the factory for the past fifteen years and Mr. Smith retires from his position as traveling shoe salesman to enter his new work.

Manufacturing Matters.

Marshall—The New Process Steel Co. has increased its capital stock from \$10,500 to \$13,500.

Lake Odessa—The Lake Odessa Malted Cereal Co., Ltd., has changed its name to the Lake Odessa Cereal Co., Ltd.

Detroit—The Wolverine Manufacturing Co., which manufactures parlor and library furniture, has increased its capital stock from \$25,000 to \$60,000.

Allegan—The business formerly conducted under the style of the Rowe Bros. Manufacturing Co. will be continued under the new name of the Rowe Carving & Cabinet Co.

Lexington—A corporation has been formed under the style of the Lexington Canning Co. with an authorized capital stock of \$8,800, all of which has been subscribed and paid in in property.

Detroit—The Schnell Machine Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$2,500, of which

amount \$2,000 has been subscribed and paid in in cash.

Beaverdam—The Beaverdam Creamery Co. has merged its business into a stock company under the same style with an authorized capital stock of \$1,500, of which amount \$860 has been subscribed and paid in in property.

Warren—The Warren Canning Co. has merged its business into a stock company under the same style with an authorized capital stock of \$3,000, of which amount \$3,000 has been subscribed and \$1,500 paid in in cash.

Detroit—The Rhode-Gleason Manufacturing Co. has been incorporated to manufacture tin, copper, brass and iron ware with an authorized capital stock of \$20,000, all of which has been subscribed and \$1,000 paid in in cash and \$19,000 in property.

Detroit—A corporation has been formed under the style of the Cole-Hunt Show Case Co. to conduct a manufacturing business with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and paid in in cash.

Jackson—A corporation has been formed to manufacture mill machinery under the style of the Elite Purifier Co. with an authorized capital stock of \$50,000, of which amount \$37,000 has been subscribed, \$5,000 being paid in in cash and \$32,000 in property.

St. Louis—The Michigan Fireless Cooker Co. has been incorporated to manufacture fireless cookers with an authorized capital stock of \$25,000 common and \$5,000 preferred, of which amount \$25,000 has been subscribed and \$25,000 paid in in property.

Jackson—A corporation has been formed under the style of the Walcott & Wood Machine Tool Co. to manufacture machine tools with an authorized capital stock of \$60,000, all of which has been subscribed and \$1,200 paid in in cash and \$58,800 in property.

St. Ignace—Murray Bros. have sold the soft timber on 4,000 acres of land between Ozark and the Soo line to Petoskey parties. The lands formerly belonged to the Martel Furnace Co., and later to the Manistique Iron Co., which sold the soft timber to Murray Bros.

Detroit—A corporation has been formed to conduct a machine shop under the style of the Baker-Churchill Co. with an authorized capital stock of \$35,000 common and \$10,000 preferred, of which amount \$32,000 has been subscribed and \$8,000 paid in in cash and \$24,000 in property.

St. Ignace—Inability of the railroads to furnish cars is stagnating the lumber business in various portions of the Upper Peninsula. Among the sufferers are the operators of the newly established sawmill at Nogi. Their yard is full of hemlock bolts, sawed in four-foot lengths for their paper mill in Muskegon, and they have been able to ship but an occasional car this winter. Their lumber cut is all in the yard and the company is blocked for room. It is the understanding now that the company proposes to raft its hemlock to Muskegon, sawing only its birch logs at Nogi.



The Produce Market.

Apples—There are no new features to report in connection with this market. There is plenty of good stock and it is being sold from day to day at fair prices 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 1@2c lower than a week ago. The creameries are beginning to show higher flavor and a better general quality. The make, however is still short. Refrigerator goods are in very light stock and the market remains unchanged. There will likely be an unchanged market for some little time. The general demand is good. Creamery is held at 31c for No. 1 and 32c for extras. Dairy grades are held at 25c for No. 1 and 17c for packing stock. Renovated is in fair demand at 24@25c.

Cabbage—85c per doz.

Celery—75c for California.

Cheese—The market is very firm. There has been no change in the price and it is in a very healthy condition throughout. A slight advance is probable as carrying charges increase. Stocks of cheese in storage are very light, and if we have the normal consumption there will probably be higher prices. Under grades are about exhausted.

Chestnuts—12c per lb. for N. Y.

Cocoanuts—\$4 per bag of about 90.

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

Eggs—The market, in spite of the exhaustion of storage eggs, has declined another 1c during the past week. This is due to a general increase in the receipts of fresh eggs. Eggs are coming now from all sections of the State. The demand is now normal for the season and the production also. A slight advance can be looked for in the near future unless unseasonable weather appears. Hens are now laying and will probably continue to lay. Dealers pay 15c per dozen and sell at 16c.

Grape Fruit—Florida commands \$6 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 \$3.60 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 firm 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—Prices are unchanged, with a fair demand. California navels are improving somewhat in their

keeping qualities. They range in price from \$3 for choice to \$3.25 for fancy.

Parsley—35c per doz. bunches.

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

Potatoes—The market is fairly stationary, with a moderate amount of business being transacted. Quotations are unchanged.

Radishes—30c per doz. bunches.

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

It seems to be a habit with Panama engineers and superintendents to resign. Those high up in the supervision of that great work get large pay and great reputation for a time and then retire. Wallace, Shonts and now Stevens have resigned. Accompanying the announcement as to the latter, the President makes a statement to the effect that all bids for doing this work have been rejected and that the Government will continue it under its own supervision and on its own pay roll. An engineer of the army corps has been put in charge, with other army engineers as assistants. In many quarters there will be very general satisfaction expressed that the Government will do the digging on its own account, without the intervention of any contractors. This frequent changing of engineers can not be attended by very good results. A man no sooner gets thoroughly familiar with all the details and demands of the undertaking than he retires to make way for a newcomer who must begin by learning what has gone before, in order that his own usefulness may commence. If army engineers are put in charge there will be less resigning, because the assignment made by a superior officer is the end of it, just as it would be with a captain sent to some faraway fort.

Father Vaughan, the London preacher who has created not a little sensation by his attacks upon ultra fashionable society, the other day asserted that it is a common practice in London for society women to get goods on trial, wear them to social functions and return them next day as unsuitable. No doubt he has authority for his statement, but his general indictment of a whole class on that account is hardly warranted. There is no more common or fallacious method of reasoning than to proceed from one or a few individual observations to a generalization. In America we suffer from just such reasoning and it is hurting our reputation abroad. Because one man is proved morally base is no indication that all others similarly situated are so. Moderation in our judgments is no less necessary than in our habits and pleasures.

A Yale professor has sued a steamship company for \$90,000 for mental and physical anguish endured by himself and family because of rude treatment and bad food. One accusation says his daughter was bitten by a rat in her bed. What a precedent for those who have to room in cheap hotels.

The Grocery Market.

Tea—Consumption has been active and demand from the retail trade is reported as being very good. Prices are strong and the scarcity of some of the more popular growths is causing prices to be pushed steadily upward. India and Ceylon teas have been bought freely by jobbers, who must anticipate a high market on these kinds. Japan teas are in good demand at firm prices.

Canned Goods—Nothing is being done in future corn at present so far as can be learned. Orders for future California asparagus, to be booked subject to approval of prices when named, are reported to be quite numerous and are coming from all quarters. While brokers are not anxious for this business, as it means double work for them when the market actually opens, they have no fear that the orders now being sent in will not all be confirmed by the buyers as soon as prices are announced. They are not so sure, however, that buyers will not be disappointed in getting all or a considerable part of what they have ordered. Advices from the Coast point to a short pack and pro rata deliveries. In other canned vegetables the market has been quiet and unchanged. There were no important developments in canned fruits. Business in all lines was regulated by passing needs of consumption, but the firm tone, based on light supplies of most descriptions, was maintained. While business in canned fish is on the hand-to-mouth order for the most part, the market for all kinds of salmon has a firm tone, with a tendency to advance. Other articles on the list were without new features.

Provisions—The West still reports a short supply of hogs, with no sign of any increase for the present. Pure and compound lard are unchanged and are not likely to go higher than at present. Barrel pork is unchanged and firm. Dried beef is firm and unchanged. Canned meats are dull and unchanged.

Dried Fruits—Apricots are high and in good demand. Currants are off a trifle, owing to increased supply. Prunes show no change. There are a few offers below the market, although the market is nominally unchanged. The demand is slow, for spot goods especially. Peaches are still quiet and high. The market for raisins continues to be marked by scarcity, particularly as to fancy seeded. Choice seeded are in fair supply. Loose raisins are firm and unchanged. No grade of raisins shows any change for the week.

Coffee—Mild grades are firm in sympathy with Brazils. Javas are firm and Mochas steady. The situation in Rio and Santos continues greatly depressed, and only speculative support prevents the market from bursting wide open. The crop to date is over 15,000,000 bags, which is within a few thousand bags of the bumper crop of 1901-2. Further, No. 7's are now 2½c above where they were at that time. There are constant rumors that the Brazilian government has stopped buying coffee and that the valorization

plan has been halted by some hitch, but meanwhile the syndicate continues to buy. The receipts still preserve the tremendous excess over those for the same period of last year, and a crop of between 16,000,000 and 17,000,000 bags is now assured. This means a total world's crop of 21,000,000 to 22,000,000 bags, against an estimated consumption of 17,000,000 bags.

Fish—Norway mackerel are firm, scarce and in fair demand. Irish mackerel are in light demand and are relatively easier than Norways. There has been some buying of domestic sardines to avoid the advance which takes place March 15, although there has been absolutely no plunging. Imported sardines are steady to strong and are moving out moderately at unchanged prices. Salmon is quiet and unchanged. Cod, hake and haddock are firm and fairly active.

Syrups and Molasses—Molasses prices hold firm and the demand from retailers is good, indicating active consumption. Sugar syrups are steady to firm on the basis of values ruling last week. The market for glucose is steady.

The Grain Market.

Wheat prices have been working up about 2c per bushel the past week, May prices selling from 76½@78½c per bushel. The visible has shown an increase the past week of 866,000 bushels. Trade in all lines, both wheat and flour, has shown some improvement. Numerous damage reports from the Southwest have had their effect on the market.

The corn market has been firm, there being an increase in the visible of 1,257,000 bushels. Cash prices are from ½@1c per bushel higher, while options are up practically ½c.

Oats have been strong in sympathy with other grains, cash now selling at 45c per bushel in Detroit. There is a fair supply at country points. Farmers are receiving about 40c per bushel and have been selling quite freely of late.

Millfeeds are in good demand, the supply being scarce. The shortage of Western cars has helped out the Michigan millers considerably in this respect, as purchases of Western feeds in January are still undelivered.

The buckwheat condition is different this year than for the past two or three seasons, as the supply of grain is light and prices are holding up strong, where the rule of late years has been a sluggish spring market.

L. Fred Peabody.

Claude Sintz, manufacturer of gasoline engines at the corner of South Front and West Fulton streets, has merged his business into a stock company under the style of the Sintz-Wallin Co. with an authorized capital stock of \$40,000 common and \$20,000 preferred, of which amount \$51,500 has been subscribed and \$50,000 paid in in property. The stockholders are F. B. Wallin, Claude Sintz, W. C. Wallin and Wm. Andrews.

The Northland Lumber Co. has increased its capital stock from \$200,000 to \$400,000.



"Shakespeare Chairs" Appearing in Shoe Stores.

Furniture dealers don't, somehow, seem to take as much interest as they might in exhibiting the many styles of mirrors they generally carry in stock. There are so many references in literature to "looking glasses" that innumerable passages might be dug up and used on display cards to give an out-of-the-ordinary window. Any dealer can have his windowman or special card writer put stock phrases on the tickets that go with the goods, but get new ones of an opposite sort and how quickly will you hear it going from mouth to mouth that Mr. Enterprise has a window worth looking at. The very unusualness of the idea will appeal to people.

The women will always stop before a mirror—it's as natural for them as to breathe, the Dears can't help it, it's born in them—and, as the man of the house is seldom the party to do the selecting of these, there might be hundreds sold where now one leaves the store, if only they were put in the window more frequently. There's all the difference in the world in mirrors. Some are clear as the crystal of a watch and easily make a lady out to be better looking than she really is, while others seem to hold in their mysterious depths a ghastly greenish light that gives the in-looker the wan appearance of one in the last stages of consumption or of one already in her ceremonies, and she exclaims: "Oh, how dreadful I look in that mirror! Let me get away from it—a corpse couldn't look more dead! I want a mirror that flatters me—not one that would make me hate it."

Never stand or hang in your show windows separate mirrors of this "ghastly" description; such would simply kill your trade in these necessities. Exhibit nice "flattering" ones and they can not but augment sales in "looking glasses."

* * *

I could not but be struck with the catchy little sentences on all the suits and coats in a certain Grand Rapids window the destinies of which are so capably presided over by a young man whose name has been seen in these columns so often that I'm not going to mention it at present. This young man's work I have been watching for several years, and, good at the start, it has shown steady and marked improvement. Blessed with an original mind, his eyes are never "wide shut," as the Irishman says; and, besides, he keeps up with all the new work along his line by subscription to several window trimming magazines, the leaves of which show more than two turnings.

Here are some of the cards I refer to—terse, snappy, to the point—calling attention to the small details of the new styles in cutting which,

perhaps, would not be noticed by the less observing of humanity but who still like to be a la mode:

A Fancy Serge
They Will Be
Very Popular
With Fine Trade

Unsheared Worsted
A Good One

Velour Cassimere
Has Many
Good Points

Golden
Square
Oversack

Our New
"Two Button"
Sack

The Opera Coat
Taffeta Silk Lined
\$40

"English"
Flap On
Breast Pocket
Peaked Lapel

* * *

Some of the supply establishments are pushing to the front the so-called "Shakespeare chairs," for use in shoe stores and other places where there is a waiting public. They—the chairs, not the public—come in leather and wood, plush and wood or all wood, the first two being luxuriously fitted with deep-spring seats. These chairs may be had as separate pieces or be grouped in any number desired. Then there are leather and plush covered divans, either round seated and circle centered or elliptical seated and centered the same. These latter give circle centered or elliptical seated and ity not to be reached with individual seats. Sometimes an electric lighted statue is placed in the center of these divans, but this must be selected with great care in regard to harmony with the surroundings, and the base must be securely attached so that no jar may topple it over on to the unwarned and unsuspecting customers seated around its base. Statuary, by the way, is gradually coming to play quite an important part in store outfitting.

* * *

One of the new ideas in umbrellas is thus described:

"It shows the entire upper exposed portion of the rod of gold—or rather gold plate—in a heavy relief design. The handle, on the contrary, is quite plain, although the tips of the ribs are also of gold corresponding. This, of course, is little more than a freak idea. It is certainly unique, however, and—worthy of notice for that reason.

"It is not surprising," this authority continues, and he now is speaking of parasols, "to find that coachings are given first place. In fact, there seem to be little else than coachings. The experience of the last few years has clearly demonstrated that success in the parasol field can only be secured by working along the lines of plainer effects. There is practically no call for the fancy elaborately-trimmed goods that so much

stress was laid upon a few years ago. It was by endeavoring to force these extremely fancy types that business was brought to a very low level.

"Many fancy linen and cotton effects," is the conclusion, "are being brought out. The latter will constitute a somewhat new note, and it is interesting to see how they will take."

Here is something run across concerning the new Pompadour handle:

"A noteworthy feature of these parasols is that the long handle and the ferrule have been reversed in the making, so that when the parasol is opened it must be held by the ferrule end. The stick is made with a joint in it, so that the parasol can be carried in a comparatively small trunk or a large suit case."

The picture accompanying the above description of Pompadour-handled parasols represents them with fat silk tassels at the top of the reversed handle, and one has the ferrule end turned up ready for packing in the "small trunk or large suit case." The silk covers come in severe effects: all-overs, selvedge edge or graduated tucking.

I doubt me much if these Pompadour-handled sunshades prove popular. Anything with a togglement-handle is not wanted by the Fair Sex, as a general proposition.

X-Rays in the Customs.

"Hands up!" cries the Custom House officer with the X-ray. Even such tricks as hiding jewels in hollow shoe heels or swallowing diamonds can not be depended on longer to cheat him. In the French government tests of the X-ray by Detective Alphonse Le Roux persons representing smuggling passengers have been examined without removal of clothing or any indignity except being detained a few moments before the apparatus. So rapid is the process that 167 persons received attention in forty-five minutes. On these individuals were articles of many kinds, variously concealed. Watches were revealed in the lining of a man's coat, rings in the hem of a woman's skirt, a tiny locket under a young man's tongue, watch chains and a bracelet in the coils of a woman's hair, card cases in a man's shoes, and even buttons, proving the presence of gloves, under the clothing over a man's chest.

A Mistake on Both Sides.

An old gentleman on board one of the numerous steamers which ply between Holy-head and the Irish coast missed his handkerchief and accused a soldier standing by his side of stealing it, which the soldier, an Irishman, denied. Some few minutes afterward the gentleman found the missing article in his hat; he was then most profuse in his apologies to the soldier.

"Not another wurrd," said Pat; "it was a mistake on both sides—ye took me for a thafe, and I took ye for a gentleman."

Nobody of religious truth is complete without the religion of the body.

Getting Into and Out of the Butcher Business.

Save up \$75. Hire a small store on a prominent avenue and cover the windows with manila paper, lettered something like this: "Will open in a few days as a first-class meat market, under the management of the Highmickamuck Beef Co.

Then go to a second-hand fixture dealer and buy two blocks, a bench and some hooks. The cost will not be much. Next visit a wholesale meat house. Be candid with the salesman. Tell him you know nothing about meat, having been engaged as a clerk in a pig iron factory. Tell him you want some beef, mutton and pork. Leave the price and selection to him. He will be sure to have some stuff he is anxious to get rid of, and he'll charge you the right price for it. "You are the one who will be left.

Then fix your prices. Don't do it on the basis of what you paid for the meat. That system is out of style. Walk along the avenue and note the butcher signs. Make copies of them and hang them in your windows. If you have the luck to sell out figure up how you stand. You will probably find you have lost several dollars. But don't be discouraged. Don't stop to think you are not charging enough. Keep at the old prices.

When your money is gone comfort yourself with the thought of the fun you have been having. Don't lay your failure to inexperience, or the fact that you went in blindfolded and didn't figure your prices intelligently, but find some other cause and play it for first place.

The Price of Silence.

A well-known business man in a town not far from Detroit discovered one morning recently on entering his office that his safe was out of order. He immediately telegraphed to Hamilton for an expert.

When the latter arrived he found that the safe, an old fashioned affair locked with a key, could not be opened. After a hasty examination the expert, taking a piece of wire, dug out from the key a mass of dust and lint. He then opened the safe in the twinkling of an eye. The business man wore a sickly smile as he asked, meekly:

"How much?"

"Twenty dollars."

"Do any of your firm's patrons here know of your visit?"

"Not a soul but yourself."

"Then," added the wily business man, "here's \$40. I'll take it to be a great favor if you'll hustle out by the first train. If any one in this town knew that I had paid a man \$20 to dig dirt out of a key for me I'd never do another dollar's worth of business in the State."

Awaiting the Outcome.

Applicant (at Western newspaper office)—I'm looking for a job. I can set type and write.

Editor—Good! Just take a seat.

"Have you an assistant?"

"I can't tell yet. I sent him out to see a man, and expect to hear a gun go off every moment."

Corl, Knott & Co., Ltd.

Manufacturers of Trimmings Hats

20, 22, 24 and 26 No. Division St.

Grand Rapids, Mich.



X1022—Light blue silk braid made on new spring shape with wreaths of foliage round the crown and lilacs with jacq. roses in center on left side back. White maline on modern bandeau. Assorted colors. Price each .. \$2.00

X1025—Large light blue braid hat, made in fancy shape; trimming of lilacs and American beauty roses on left side, with black velvet ribbon fastening brim on right side, with two light blue pins. Full rosette of black velvet ribbon on bandeau. Assorted colors. Price each.....\$2.00

X1021—Hat of open lace braid in white, trimmed around crown with fancy chiffon in box pleats; bunch of pink roses with green foliage on left side; small bandeau in back trimmed with chiffon. As sample only. Price each ..\$2.00

X1024—Large hat in fancy lace braid trimmed on left side with pink and tea roses and foliage; small bandeau trimmed with black taffeta ribbon and fancy slides. As sample only. Price each\$2.00

X1040—New model; brim made in fancy way of pink crepe chiffon, pink silk braid crown; large full bow of fancy ribbon in pink shades with knot of black velvet in center forms the trimming; pink flowers and white maline on bandeau. Assorted colors. Price each.....\$3.00

X1023—Fancy spring shape made on frame, of champagne braid over silk mull covering frame; stylish trim of apple blossoms and pink taffeta ribbon. Assorted colors. Price each.....\$2.00

X1020—Small hat of fancy straw braid trimmed with black roses with green centers; and No. 60 black taffeta ribbon in stylish bows. Black and colors. Price each.....\$2.00

X1026—Spring model made of light blue silk braid over silk mull which covers frame; trimming of white chiffon dotted with black; large bunch of roses in pink shades on left side, with light blue taffeta on modern bandeau. Assorted colors. Price each.....\$2.00

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, March 13, 1907

THE APPLES OF PARADISE.

New Haven, Conn., March 8.—The American Modern Language Association, now in annual session at Yale, has decided that it was not an apple that Eve handed Adam. The Association has set aside Saturday morning to discover whether it was a lemon that caused the trouble in the Garden of Eden. Prof. Oliver M. Johnson, of the Leland Stanford University, California, who has made a special study of tropical fruits, has been appointed to lead the discussion. He insists that there were no apples in the Garden of Eden.

That any results of value are to be got from any such discussions, either by linguists or horticulturists, however learned, is much to be doubted, although there can be no objection to their seeking entertainment in trying to solve puzzles.

That the much discussed fruit, the eating of which, in the Gardens of Paradise, for it is to be observed that many of the ancient writers on the subject use the term "garden" in the plural, caused the transgression of our first parents and the fall of man, was either an apple or a lemon is of little importance, and evidently the latter named fruit was dragged into the discussion as a very rotten joke, the idea of introducing a lemon into so learned a controversy having been borrowed for the occasion by the grave and reverend seigneurs from the lowest slang of the city slums.

The ablest authorities on the subject of the primeval Eden have been utterly unable to come to any agreement as to the tree and the fruit that have had so much to do with the destiny and calamitous fortunes of the human race. The commentators admit that the word which had been translated "apple" in the English Scriptures means a fruit which is pleasing to taste and smell, and it has been supposed to be any one of various fruits.

The "apple of discord," which raised a serious quarrel among the Greek goddesses, Juno, Minerva and Venus, when it was awarded to the last named on being adjudged the most beautiful, is supposed to have been an orange imported from the Island of Ceylon or some other region of tropical Asia, and was then an extreme rarity since oranges did not grow in Greece or in any of the countries in close connection with the then center of Western civilization. There was

then no communication by sea between Europe and Asia, and the entire intercourse was by means of caravans across the desert.

The difficulties of bringing the golden fruit into Greece at that time were so many and great that the few attainable were reserved for the goddesses, and in the case in point there was only one. It is also to be noted in this connection that Atalanta, the swiftest-footed maiden in the world, who agreed to marry the man who could surpass her in running, was captured by a suitor who placed three golden apples, doubtless oranges, in her way, and not being able to resist the temptation to stop and pick them up, was thereby overtaken and immediately inducted into matrimony.

Whether it was the golden beauty of the orange that tempted our first mother is little to the purpose, since the truth of the matter is wholly unknown, and may so remain. But, seeking for information, we should go to the Arabs as the most likely source of intelligence on the subject. By not a few scholars the primitive Paradise has been located in Arabia. The Arabs are the only people who were civilized and possessed a language and literature in the earliest times who have continuously occupied the same country and preserved their institutions. Theirs is not a dead language like the Hebrew, Greek and Latin, but is spoken and written by millions of people who possess history and great treasures of poetry and romantic fiction in which their traditions are preserved.

These people are as likely as any to have information on the subject, and many of their writers hold that the banana tree and its fruit were the cause of the primeval trouble in Eden, and they claim that out of the banana leaves the first clothing of our earliest ancestors was made. It is absurd to suppose that when the need of raiment was made known to them they would content themselves with the slow and troublesome process of pinning together the small leaves of the fig when a couple of banana fronds would drape the person from the shoulders to the knees.

It is somewhat curious in this connection that the Latin names which have been given by naturalists to the banana, and the plantain, which are varieties of the same species, are respectively "musa sapientum," "the muse or inspiration of wise men," and "musa Paradisiaca," "the spirit or inspiration of Paradise." These remarkably striking names were not mere haphazard expressions, but they were inspired by and adopted from the Oriental traditions which had come down from remote antiquity associated with these trees and their fruits.

We in this country are just beginning to learn the enormous value of the banana as an article of food. The great traveler and scientist, Alexander Von Humboldt, calculated that an acre of land planted in bananas would yield as much food as 220 in wheat and forty-four in potatoes.

In all tropical countries the banana and the palm are the most valued for use in every-day life, as they are the most beautiful of trees, and whether the traditions attached to them are worth anything as lights upon their history, they are so important that they are entitled to be regarded with special interest.

BEGIN RIGHT.

Grand Rapids is no exception to the general rule in its waste of effort and cash expended in its desire, its public spirited ambition to accomplish betterments in civil government and civic beauty. The various organizations of men and women have, each one of them, clear appreciation of the opportunities at hand for improvements of various kinds and are alike sincere in their patriotic desire to achieve results.

And so it happens that in Grand Rapids, as in a majority of cities, there are dozens of committees enthusiastically conducting investigations, formulating reports, evolving campaigns and earnestly working to the very best of their respective abilities to accomplish ends in a score or more of most desirable directions. And the hopeful, splendid thing about these strivings is that they are without exception, utterly unselfish.

These are, pure and simple, splendid examples of loyalty, civic pride and good citizenship, and yet, because of that perfectly natural characteristic of human nature, individual pride and confidence, the struggles are continued blindly as individual efforts. We are, all of us, cock sure that we know what is desirable and that we know how to obtain that which is needed. And so, failing to realize that there are a great many other people equally intelligent, equally well informed and quite as patriotic as ourselves, we proudly promulgate plans for solving this, that and the other problem, confident that our suggestions are the only ones worth consideration. After a time we find ourselves wondering why it is that other people do not seem to see things as they appear to us.

And so it goes. Little is accomplished.

What Grand Rapids needs and that which many other cities need is a unanimous decision to place our affairs in the hands of recognized experts employed to look over the respective situations and prepare plans and specifications with estimates as to cost. Enough money is hopelessly scattered in miscellaneous individual effort each year in Grand Rapids to employ landscape architects, civil engineers, sanitary engineers, hydraulic engineers and mechanical engineers who can authoritatively and accurately tell us just what to do and how best to do it.

And this should be done that we may have a tangible, comprehensive plan to work to; a plan which will take care of water problems, smoke problems, garbage problems, parks and boulevards, pure milk and foods and all the rest of it. Don't go on forever talking "all 'round Robin

Hood's barn" and accomplishing nothing.

Get together and co-operate. Don't remain apart and give a matter belonging to a mechanical expert into the hands of a small group of men or women who have no practical experience or reliable knowledge on the subject. Don't continue to coddle the notion that you are accomplishing wonders when the simple fact is that you are wasting your time, your money and your enthusiasm in an indefinite, incoherent maze of hopes and wishes unwisely directed.

Get a complete and perfect plan to work to, as is being done in Washington, Harrisburg, Cleveland and a few other cities, and in order to get it right and quickly and at the lowest possible cost unite in securing and paying for such a plan. And then, having such a plan, you will be amazed to see how truly valuable and satisfactory and successful you will be in putting forth the individual effort you love so well toward carrying out that plan.

And this may be done without calling on the city for help until we get ready to begin the realization of the plan. We need not call upon the city engineer even. Indeed, we should not call upon him. Our work is, according to our claims, purely voluntary and the money we spend is a willing gift to the cause. And, besides, the city engineer has his hands more than full with the ordinary routine work of his office.

Moreover, it will be very wise if we drop the fond delusion that we are going to live long enough to see our beautiful plan in its perfect realization. It will, or ought to be, satisfaction sufficient for us to know that we have been largely instrumental in obtaining a general plan which can be carried out in its perfection during the next half century. The plan for beautifying the National capital city will require at least fifty years for its full fruition, and so it is as to the beautification of Cleveland and other large cities like Buffalo, Detroit, San Francisco and St. Louis.

And there is another phase to the co-operation we should engage in: Grand Rapids, beautiful as she is naturally, will be an incongruous, no account back number among cities in the very near future unless her citizens get together in a united, sensible, practical effort to make beginnings that shall foreshadow an ultimate triumph. All through the East older cities are going at the thing intelligently and harmoniously, while all through the West comparatively new towns, with less to tear down and more available space and arrangement opportunities, are carrying out original plans which were laid on lines in accordance with good taste and good sense in municipal plans and architecture. Twenty-five years hence there will be scores of cities in this country having beautiful individualities and personal attractions which will hold them perpetually in the public eye as examples of what may be accomplished through co-operative loyalty, civic pride and intelligent initiative.

GO TO HEADQUARTERS.

Grand River acts as the trunk sewer for twelve counties in Michigan before it reaches the city of Grand Rapids, the respective areas thus drained being as follows:

Jackson county, 150 square miles; Livingston, 120 square miles; Ingham, 460 square miles; Eaton, 280 square miles; Barry, 225 square miles; Shiawassee, 135 square miles; Clinton, 485 square miles; Gratiot, 230 square miles; Ionia, 500 square miles; Montcalm, 460 square miles; Newaygo, 75 square miles, and Kent, 700 square miles—a total of 3,820 square miles.

The lateral sewers feeding into this greatest sewer in the State are the Portage River, in Jackson county; the Cedar River, in Livingston and Ingham counties; the Looking Glass River, which traverses Shiawassee and Clinton counties; the Maple River, which winds its way from Gratiot county through Montcalm county; the Thornapple River, which carries off the surface drainage from Barry, Eaton and a good portion of Kent county; the Flat River, which extends from the lower townships of Montcalm county through Ionia and Kent counties and, the Rogue River, which, beginning in Newaygo county, comes down through Kent county to the Grand.

The cities and large villages whose sewage is cared for by the sewer system thus indicated are Jackson, Eaton Rapids, Mason, Lansing, Grand Ledge, Portland, Lyons, Muir, Ionia, Belding, Lowell, Vermontville, Nashville, Hastings, Middleville, Cedar Springs, Kent City and Ada, and all of the territory thus indicated has been thickly populated by mankind, cattle, sheep, poultry, hogs, horses and other live stock for more than thirty years—allowing that there were forty years or more since the territory was first settled, during which the population was insignificant.

In the section mapped out there are thousands of large and filthy barn yards; over 200 slaughter houses and their reeking wasteways; two large penal institutions; five large hospitals; twelve county farms with their sewer discharges, to say nothing of the thousands of out-houses, hog-wallows, frog ponds and factory discharges.

And this is the situation which the advocates of filtered water for household use in Grand Rapids claim they can overcome with a filtration system whose chief merit, that of cheapness, is its worst recommendation.

Cheapness is what ails the Grand Rapids water situation. There are scores of wells in Grand Rapids and all through the watershed of Grand River which yield water as hard as nails, so that it is unfit for drinking, cooking, washing or steam-making purposes; and because of our city's policy of penuriousness in insisting that this surface drainage is good enough or can be made good enough to drink, at a cheap original cost, the citizens of Grand Rapids are paying a water tax, and have been doing it for a great many years, three times as great as it should be.

Thirty-five or forty years ago Grand River was, comparatively, a cleanly stream, but the well water and the water from springs were as hard and as heavily loaded with lime as at present and the market for sal soda, ammonia and soft soap was, proportionately speaking, as good in Grand Rapids in the early sixties as it is to-day. Some of the old-time citizens who, for sentimental reasons largely, are still strong in their faith as to river water, should wake up and realize that our city has 100,000 inhabitants instead of 20,000; that we are accustomed and entitled to the best there is and are able to pay for it. We do not wish to buy bottled water that has been distilled as the by-product of some factory, neither do we care to buy bottled spring water of uncertain origin. More than that, we are opposed to meeting the expense of caves troughs and cisterns that we may harvest rainfalls and object to pumps in every kitchen, and storage tanks and filters and all the other antiquated paraphernalia so unnecessary when a really metropolitan water supply system is installed and in operation.

The ancient delusion that flowing water purifies itself by precipitation, after it has passed along a certain number of miles, is now accepted by all hydraulic authorities of repute as only a delusion, while the theory of securing absolutely pure water by filtration has not yet been demonstrated to be anything more than a theory. Millions of dollars have been expended by individuals, corporations and municipalities in the effort to produce, by filtration methods, absolutely pure water, but as yet the victory has never been completely won.

On the other hand, the cities of Milwaukee, Chicago, Detroit, Cleveland and Buffalo are universally recognized as the possessors of the best water supplies for all purposes in this country, not excepting even St. Paul, Minneapolis, New York, Boston and Philadelphia.

Health department records as to diseases and analyses as to pure water are not, as a rule, accepted as being as accurate and reliable as they might be, and yet, taking health department reports from the great cities of the Great Lakes for the past twenty years, and it is found that 75 per cent. of those reports confirm the general estimate that the water from the Great Lakes is absolutely reliable as to purity and softness.

Twenty years hence Grand Rapids will have a population of 200,000 to provide water for and any make-shift filtration proposition costing two or three hundred thousand dollars will have to be duplicated, and even then will be both inadequate and unsatisfactory as to the quality of water it supplies.

Go to Lake Michigan for our water supply and the question will be settled right and for all time, and at an expense which, at the end of twenty years, will be at least 50 per cent. less than it will be if some other resource is adopted.

THE UNDERPAID PREACHER.

The business of being a preacher anywhere can not rightfully be entered into with any idea of personal profit in a financial way. Those led to take it up as a profession must do so conscientiously, in answer to a call and along the line of duty. True, there are some preachers who get very good salaries and a few who get large ones. The average pay, little and large, shaken up together, is not such that it can be called a lucrative vocation. The man who enters the ministry with an eye single to the salary will never succeed in getting a very big one anyhow, and has mistaken his calling, and in all human probability will not be much of a success. More than that, he is making a travesty of a serious business. It does not follow, however, that it is up to the members of any church and congregation to pay the pastor as little as possible in order to keep him humble or prevent him from forgetting his altruistic professions. Ministers and their families must live and the funds must be forthcoming from somewhere—naturally, of course, from those they serve.

All this is suggested by reading a prominently placed and leading editorial in a recent issue of the Atlanta Constitution entitled "The Underpaid Preacher." From what that paper says it would appear that the clergymen of Georgia are in a particularly bad way and that State is one decidedly unattractive to ministers. The President of the Atlanta Theological Seminary, who claims to have studied the statistics very thoroughly, says that outside the large city churches the average salary of preachers in the State of Georgia is less than \$300 a year. The Constitution then proceeds to compare the sums paid to bricklayers, carpenters, plumbers, printers, etc., which, of course, are largely in excess of \$300 a year, and adds that even the day laborers who get from \$1.50 to \$2 a day are better paid than the pastors. On these facts it bases a strong argument and an appeal to the people to arouse themselves in these matters and be more generous to those who work for the spiritual welfare of the community. If every paper in the State would take it up as the Atlanta Constitution has done, presumably it would have the desired result. It is no

credit to Georgia that the figures which its leading paper quotes are true.

Every year sees an increase of the intelligent work done to prevent the spread of consumption, and every year sees greater effort to accomplish cures among those thus afflicted. It is no longer regarded as an absolutely hopeless disease and if taken in time it can be cured. There is an organization known as the National Association for the Study and Prevention of Tuberculosis. A part of its business is to prepare and publish pamphlets giving information to those who have consumption and as well those who have to associate with such patients. The several safeguards against the spread of the disease are mentioned and explained and there are suggestions for the benefit of sufferers in all its stages. The aim is to give these booklets the widest possible circulation. One of the last ones issued urged that patients be told that they are suffering from consumption as soon as the fact is discovered and told also that with proper care it is curable. The early information will enable them to take precaution against spreading the disease. There is a great lack of general information on these subjects, whose importance is not likely to be overestimated. The general distribution of printed information along these lines can not fail to be helpful.

England has not yet recovered from the shock of the insurance and packing investigations, and the papers are awfully worked up over our moral turpitude in matters of business. The Morning Post of London recently ran a long editorial savagely denouncing our financial morals in a manner not flattering to us, and certainly not complimentary to their breadth of view. There could be found instances of political and financial corruption in England within the past 100 years that would eclipse anything we have experienced, and the United States has as yet lived only a fraction of the time that England has been a well organized government. These detractors fail to consider our youth and that every expose is a promise of awakened conscience. It takes time and patience to develop public morality and we are doing wonders.

WHY YOU OUGHT TO CARRY

OUR
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LINE

There is a growing demand for improved roofing and shingles to take the place of wood and metal.



H. M. R. Prepared Roofings—the Granite Coated Kind—fill the rigid requirements of a good roofing and are handsome and durable.



They take the place of wood and metal—last longer, look better. No warp, no rot; fire and waterproof. Our entire line is a money-maker for the dealer. Proof and prices if you'll write.

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Mar. 9.—The week has been fairly satisfactory to jobbers, so far as sales of coffee are concerned. Values are nominal, but somehow there is a better undertone and a feeling that the era of extremely low priced coffee had about run its course and that "before we know it" the market will begin to range the other way. In store and afloat there are 3,965,291 bags, against 4,154,799 bags at the same time last year. At the close Rio No. 7 is worth 7¼c. Mild coffees have met with very light call and there is nothing new to be said of this market. Quotations are practically as last noted. East Indias are unchanged in any particular.

The tea market is characterized by a good degree of firmness, but the volume of trade is not very great and quotations show little, if any, change. Low grade Indias, Ceylons and Congous, as has been the case for some time, are especially well held, as the supply continues to be of very moderate proportions.

With the advancing season the sugar trade shows improvement and the Federal has advanced quotations 10 points—to 4.70c less 1 per cent. cash, and it is likely the other refiners will follow this "adjustment."

Not an item of news can be gathered in the rice trade. Jobbers report a pretty good volume of business and quotations are well sustained, but without any variation from last week. Choice to fancy head, 4¼ @ 5¼c.

Spices show some improvement. Stocks are not large and with a better demand values are very firmly sustained, but are unchanged from last week.

Quite a good deal of interest has been shown in the molasses market and, while sales have not been very large in any one instance, there have been many comparatively small ones and the aggregate is very satisfactory. There is a good deal more advertising being done by producers and this is almost sure to have its effect. Good to prime centrifugal, 27 @ 35c. Syrups are in rather light supply. The demand is quite brisk and quotations are firm but unchanged from last week.

In canned goods tomatoes remain the center of attraction. It is said that some pretty large sales of futures have been made on the basis of 81c, but packers generally refuse this figure, nor are they seemingly very glad to trade at 82½c. Spots are selling well at 92½ @ 97½c. Spot peas begin at about \$1.05. Futures are quiet, as packers have sold about all they wish to contract for. Pacific Coast fruits are all firmly sustained and are selling freely when they can be had.

Butter is steady, but there is no great activity to the market and not over 32c can be quoted for extra

creamery. Seconds to firsts, 27 @ 31c; held stock, 24 @ 30c; Western imitation creamery, 24 @ 27c; factory, 19 @ 21½c; renovated, 22 @ 25c.

Cheese is in good demand and steady at unchanged rates. Full cream, 15c. Stocks are becoming very greatly depleted, but if we have some warmer weather there will be new stock before long, and no fears are felt of a famine.

While the egg supply has been ample and the stocks on the way are large, there has been a growing demand which keeps the market well sold up. The consumer for so many weeks had to abstain from the egg habit, owing to the cost, that he is now making up for lost time and the consumption is, of course, greater during Lent anyway. Finest selected Western, 18½c; firsts, 18¼c.

Decision Which Favors the Farmers.

Muskegon, March 12.—Judge Davis, of the Ionia Circuit Court, while sitting on the bench at Newaygo, the county seat of Newaygo county, this week handed down a decision that will seriously affect the extensive log lifting operations on the Muskegon River. At the same time it has established for the time being the sovereign rights of the people who live along the river and own land.

Judge Davis decided that the log lifting company has no right to pull the logs from the river and that the logs belong to the people living along the river bed.

Log lifters and bmfwfwygypun Log lifters and the farmers have been at odds for years over this matter and the decision is one of great moment. It probably will mean that the farmers will be given considerable in the way of compensation for their rights.

It is known that millions of sound logs are reposing at the bottom of the 100 or 200 miles of the Muskegon River. The log lifting company has spent many thousands of dollars in fitting up special machines to dredge the river and raise the logs; but they reckoned without the farmer.

The decision of Judge Davis probably will raise the same cry from the farmers all over Michigan. There are at least 150 streams in this State that are being or have been searched for logs.

The man who can not tell "St. Anne" from "Yankee Doodle" always wants to head the Music Committee.

Life always is a dull grind to the man who thinks only of his own grist.

Our Specialty Feed, Grain and Mill Stuffs

Straight or Mixed Cars

You will save money by getting our quotations, and the quality of the goods will surely please you.

Watson & Frost Co.
114-126 Second St. Grand Rapids, Mich.

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A View of Our No. 100 System with the Metal Hood Covering

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Don't Forget the Quaker Brands

Quaker Tea
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WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

CONVENTIONAL VIRTUE.

Some Reasons Why It Is Not Trust-worthy.

How far the conventional virtues of the times may go toward defeating the ends of a true virtue is a proposition too vast for an approximation. But it is a suggestion worth while to consider how insidiously some of this conventional plodding virtue, steeped in its own self-sufficiency, reacts upon its own noisy reiterations.

Almost invariably this conventional virtue which prates is based upon the things which the person has not done. He is shocked to death at the idea of a cashier's looting a bank, although six hours before he may have pocketed some excess change given him by mistake, and which will have to be made good by some poorly paid clerk working at a store counter. Why should he be shocked at the actions of the cashier? Has he ever thought for a moment that he never has been in a position where he might have such an opportunity?

Given the virtuous man of this conventional type, it may be taken for granted by everybody but himself that his characteristics are pretty well known by his associates. Knowing him as these associates will, there is nothing within the scope of language which does more to minimize the viciousness of the cashier's felony than the criticism of such a man! Every one who knows him, and who overhears his virtuous indignation, is at once in mental protest against his criticism, and out of this first feeling of protest the way is easy and logical to a defense of the criminal in large way who has the misfortune to be found out.

I have a pretty good friend for whom I have been making charitable allowances because of an inherently yellow streak of this conventional virtue. He has preached me sermons many times on right living. One day, a number of years ago, we chanced to meet at luncheon in a place where a certain fixed meal was set for 30 cents, with an extra 5 cents charged for additional single dishes. The custom of the place was such that most meals served were the set meals at 30 cents. On this occasion each of us took an extra side dish, and our checks were written for 35 cents.

The cashier of the place was a gray haired, near sighted woman of gentle manners, suggesting a better position in life. My friend walked ahead of me and put down a dollar, receiving 70 cents in change without a word. I followed with another dollar, received my 70 cents, and pushed a nickel back, for which she thanked me most sincerely and graciously. I did not know that my companion had noticed the incident until we had passed out, when he remarked:

"Say, Howland, you are too honest!"

Yet this man is typical of that conventionally virtuous element in society which plumes itself upon the conventionality of its virtues. If he had seen that near sighted old wom-

an drop a \$10 bill in the street he would have restored it to her without a thought. The idea of stealing under any circumstances would shock him sincerely. But cupidity had prompted him to put into his pocket a 5 cent piece which wasn't his, and which he knew would have to be made good to the proprietor of the restaurant when her cash was balanced that night.

Is it hard to imagine in the case of such a man as this how ineffectual and how subtly harmful his criticism might be of some criminal who had wrecked a bank, or held up a citizen in the street? Among his acquaintances who might make up a jury for the prosecution of such a criminal, with you as the State's attorney seeking conviction, would you not prefer this conventional critic should refrain from his criticisms?

It is overlooked by these self-sufficient possessors of negative virtue that in the beginning nine-tenths of the present day virtues were mere community expedients. These expedients began as written laws. Later, as conscience developed under them, that element in society which could rise to full appreciation of virtue for virtue's sake passed to an appreciation of that virtue which the conventionally virtuous can not hope to attain to or understand in its full meaning. Conventional virtue, with the letter of its law before it, sees only the law. It can not conceive of a higher virtue which even may find that higher virtue in overriding the conventionalities of stilted virtue.

How many of us know men and women who out of honest protest against the conventional virtues make at least a show of contempt for them? I know two men, neighbors, who are on speaking terms with themselves and with me. But I chance to know that in the eyes of one of these neighbors the platitudinous conventionality of the other is a standing offense which tries his patience at times almost to the limit. And if I had to sit in judgment upon these two men I feel that this man in protest is one whom I would trust farther in all things.

Conventional virtue is at best a narrowing influence. How often does one hear the exclamation: "Why, nothing in the world could induce me to do such a thing!" Yet it is no more convincing in the expression than if one declared he would scorn to have a corn on his right foot. I never shall wreck a bank, but if I were pressed to the strongest worldly proof of the assertion, I should be forced back upon the statement that I never shall be in a position where I possibly could accomplish it.

It's a convincing bit of reasoning, too.

John A. Howland.

New Machinery Being Installed.

Rockwood, March 12—New machinery for the Michigan Silica plant is fast being put into place. It is expected that the mill will be put into operation some time in April. A very busy season is looked for by the management. Orders are now booked taxing the capacity of the plant.

New Name for Them.

Lady (to new milkman)—Now, Mr. Jones, I hope I can rely on the purity of your milk. I had to give up Mr. Smith because his milk became two-thirds water.

Mr. Jones—You can rely on this,

mum. It's been paralyzed by the public anarchist.

There are too many figuring on answering present at the heavenly roll call who are always absent from the earthly muster.

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

The Old National Bank

No. 1 Canal Street

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



A Ben-Hur Cigar Always Makes Good

The most careful of business men have learned that the Ben-Hur Cigar can always be stocked in the most liberal manner without the least prospect of its being a "sticker" or a "slow goer."

It has always proven to be a spanking good seller as soon as its pinnacle quality became known among smokers capable of judging a good brand.

Does your store show a Ben-Hur sign—the sign of a lively, prosperous business? Let your jobber include a trial order with your next shipment.

GUSTAV A. MOEBS & CO., Makers

Detroit, Michigan, U. S. A.

BEN-HUR CIGARS MADE ON HONOR SOLD ON MERIT

WORDEN GROCER COMPANY

Wholesale Distributors for Western Michigan

WELLER'S PROMOTION.

Why He Was Unable To Make Good.

Weller had got his promotion. He had worked hard for it and long. Three years before he had set his cap at the position of head of the freight department. He was then rate clerk in that department. He had held that post so long that the other clerks said that Weller could stay out all night if he wanted to, because he didn't need any sleep, being able to sleep all day and do his work as well as if he kept wide awake.

Weller denied this allegation, but he admitted that he had been in the rate clerk's chair so long that he knew every angle of the work by heart, that he could close his eyes and lay his finger on any tariff asked for; and that as a matter of fact the work had become so mechanical with him that it had become monotonous; and he was going to try for something else.

He tried, and he made good. The position of head of the department became vacant. Weller, the ambitious one, stepped into it; his march toward the top had begun.

The Head of The Works made a nice little speech when he informed Weller of his promotion.

"We select our officers, Mr. Weller," said he, "with a view to finding men who fully realize the importance and responsibility of their positions, and who take their positions fully realizing that the acceptance of such a position of trust is a matter of great seriousness, involving as it does more work, more strain, and more responsibility generally. A consideration of all these matters, and your fitness, so far as they are regarded, was one of the great factors in your selection for the position of head of the freight department. I wish to impress upon you especially the greater responsibility to which you have fallen heir. That is all, Mr. Weller."

Weller came out of the private office with a new, strange feeling in his breast. Responsibility! That was what it was. He no longer was a common clerk who could go along, doing his work much as he pleased, with no thought of the importance of his position or of the effect of his work upon the welfare of the great firm of Going & Co. No longer might he waste his time in frivolity. He was one of the Powers now. A man upon whose shoulders fell the weight of big things. It was a fine feeling. He had been nothing; he was something. He squared his shoulders and went back to his desk with the new sense of responsibility wrapped around him like a mantle of rank.

It was a Thursday when Weller moved up to the Head's desk, immediately after which he became Mr. Weller, and it happens that Thursday is a busy day of the freight department. Weller knew the work well. He had been three years learning it, and he was as thorough as he was persistent. He knew it as well as he did his old work, that which he did when he was a mere clerk.

Had it been clerk's work—had he not been promoted to a position of trust and responsibility—he would have dug into the work, hand over fist, grinding it out with the precision and speed that had made him the best clerk in the department.

But it wasn't clerk's work. Weller was promoted to a position of trust and responsibility. He didn't dig into the work hand over fist. He didn't turn it out swiftly and expediently. He went at it timidly. He went at it in the spirit of knowing that every move he made, every letter he wrote, every word in every letter that he wrote, every decision that he made, every bit of judgment that he used, had its effect on the welfare of Going & Co.'s business, and that he would be false to his trust did he not do his work as it should be done—no matter what the pains.

As a result it was just 9:30 in the evening when Mr. Weller, new head of the freight department, left the office. It had taken him until that time to complete an ordinary day's work. And he went home with three new creases in his forehead and worried to death over three matters which he was afraid he had fallen down on.

He didn't sleep well that first night. Just as he touched the sheets he remembered that he had allowed a foreign shipment to go out without being insured. He jumped out of bed and reached for his clothes, but as suddenly as the memory of his delinquency came to him came the knowledge that it was too late now, anyhow. He couldn't change the billing of the shipment now. It was gone. The way bills were made, the invoice mailed and the Liverpool branch had been wired that the shipment was billed on a basis of non-insurance! Too late—the bull was made, and a serious one it was. Weller got back into bed slowly.

"Can't help it now," he philosophized. But the philosophy didn't work worth a cent. He should have helped it! That was the rub. He had made a serious error, and the consequences would be dire.

In his imagination he pictured the course of the shipment. By rail and boat and rail it had to go to its destination. He followed it in the freight train to Boston. Then he went with it out in the lighters to the giant Lancastrian. It would rain that day. He knew it. Five per cent. of the shipment would be spoiled then and there, as it lay on the dock and on the lighters waiting to be taken aboard. Then he knew the Lancastrian would have a rough voyage—Oh, he knew that the shipment would land in Liverpool with its value deteriorated at least 25 per cent! And no insurance!

Weller jumped out of bed again, and got back, swearing at himself for getting excited. He spent the entire night in this way, for as soon as he had lulled his memory to sleep on the insurance matter others of similar import sprang up to take its place, and when he reached the office in the morning it was with the weary eyes of a man who has spent a bad and sleepless night. Friday also was a

heavy day in the freight department. Also, Weller worked under the strain of knowing that he had made several ugly errors which in good time would come back on him as sure as the sun would rise to-morrow. So it was 10:30 when he got through with his work in the evening, and his condition through the night was an exaggeration of that of the night before.

Weller was head of the freight department for three months to a day. In that time he lost twenty pounds of weight and forgot what it was to have a good night's sleep. He worried until he was nearly crazed. For three months he never knew what it was to have a moment's peace of mind. And then the blow fell. The Head of The Works called him into his private office. He had a bundle of papers in his hand and he was angry.

"Mr. Weller," said he, "I have here six specific instances of incapacity on your part. In other words, here are six matters which you have fallen down on shamefully. Now, I hate to do this, but I must; you are unfit for the position of the head of your department. So you go back to your clerk's work at once. I have a man here who will assume your duties at once. You have nothing more to do with the head's work. You are to drop everything right where it is and step out. That is all."

"Do I understand you to mean that I'm not to stop to straighten out my work for the new man?" asked Weller.

"You're not to stop for anything," said the reply. "You're out of the job completely right now. You're to simply go back to your old job. That is all."

Weller walked back to his old desk considerably dazed. He knew he had been hit by something and hit hard, but just what it was or just what effect it had on him he hadn't decided. He got up on his old stool. Then he breathed a great sigh of relief. He was amazed at himself, for by all means he should have been broken and depressed. But he wasn't. He was highly elated. He had lost his chance to reach the top—but he had won his peace of mind. He pulled some of his old work out of the desk and bent over it. He laughed.

"Thank heavens!" he said. "I'm free—I'm saved! What a fool I was to think I wanted that job. Why, I'm at peace here." And that night Weller, the deposed one, slept like a man who is happy and entirely content.

Allan Wilson.

One on George.

Once a Scotchman was visiting in New York, and, coming across a statue of Washington, stood gazing at it.

Just then a Yankee came up and said to Sandy: "There's a good man. A lie never passed his lips."

"No," said the Scotchman, "I suppose he talked through his nose like the rest of 'em."

An honest smile is worth ten million sunless sermons.

He only always is wise who ever is gaining wisdom.

Ribbon Clerk Had Eye To Employer's Business.

Written for the Tradesman.

Clerks, don't ever act to a customer as if it is a bother to show goods or to perform any service not directly connected with your own department.

There's a certain girl in the ribbon section of a certain Grand Rapids store—and she's no make-believe girl either, she's a real flesh and blood young lady—who does more to increase the sales of ribbon than all her sister ribbon girls shaken together.

All of the rest are of the stripe who don't particularly care to exert themselves to do any little favor for a patron—unless she's of the sort that buys a big bill of goods. In that case they can be attentive enough; however, as to the ordinary purchaser who perhaps asks for only a yard or two of their special merchandise—well, they have no use for her. But the other girl—the different girl—ah, she's a treasure for the store. I have known her to trot her feet off for an utter stranger; I could tell it was a stranger from the way she waited on the woman. And the latter was very poorly dressed in the bargain. This girl would go to the telephone way at the back end of the store—why, fully half a city block from her counter—and call up several people for the shabby old woman! If a clerk did that for a friend it would be perfectly natural—quite in the ordinary course of events; but when the accommodation is for one disconnected by any of the ties of acquaintanceship the affair takes on another color.

Once this nice clerk—I always call her "my little ribbon girl"—once this nice clerk went up in the elevator with me to the second story to try four or five sets of combs in my hair, because the light was better in the millinery department than in hers downstairs, and, too, for the reason that I could see the back of my head better in one of the big mirrors up there than in the small one on the first floor. I had intended taking only one set, but when I saw how pretty two of the sets looked in my hair, and found out that I could be allowed quite a bit of a reduction by buying the two, I yielded readily to the blandishments of "my little ribbon girl" and bought a couple of pairs. They proved very satisfactory indeed. Everybody else greatly admires them and I myself feel precisely suited with my selection, which was certainly made under an advantageous condition.

Whenever I have the opportunity of recommending a ribbon department I not only "say a good word" for "my little ribbon girl" at the Blank Co.'s but say very many of them. If words were water, and she were near me then, she would have to be encased in a Niagara Falls suit to escape the deluge.

Jennie Alcott.

There is nothing resistless in the restless life.

Daily bread is not sweet without daily duty.

Send Along Your Request

Our large spring catalogue is ready.

We send it free to merchants on application.

It points the way to buy high grade goods at low prices.

The lines represented cover everything for your spring and summer needs.

Every department is right up to date.

Every line bristles with exceptional values.

Every article is backed by our guarantee of quality, value and salability.

In spite of the high market conditions **every price is down** to a point that will surprise even the closest buyer.

You need this catalogue, in fact you cannot buy right without it.

Send us your application at once. Ask for our large Spring Catalogue No. 490.



LYON BROTHERS

Madison, Market and Monroe Streets

Chicago, Ill.

Wholesalers of General Merchandise

We Sell to Dealers Only



Weekly Market Review of the Principal Staples.

Domestics—The miscellaneous buying which has characterized the week in general has been spread promiscuously over the market for domestics. Few napped goods are available, they being for the most part withdrawn. It required but a short time for those late in opening to demonstrate the position in which these fabrics were situated. Advanced prices, without any possibility of doubt, are ahead of these lines at perhaps no great distance. To be sure, there are those whose policy lies in a different direction, however, those that do will reap the benefit. Tickings and denims are called for regardless of the fact that they have long been scarce and small lots only are available. Gingham are also called for on somewhat the same scale as heretofore, there being no change, however, in the possibility of supplying orders of this character. Goods of the quilt and bedspread character are now so generally well situated that it is a matter of filling rather than taking orders.

Bleached Sheetings—The position of these goods is now so well known that even the slightest change in their attitude even although it be a looked-for advance, excites general comment throughout the market. One important factor is responsible for the statement that where the supplies for home consumption are coming from in the future is a puzzle to him. All important lines are either at value or withdrawn temporarily, or otherwise leading Eastern makes have been sold through September and withdrawn. When reopened it will no doubt be at substantially higher prices, which, as a matter of fact, their position and scarcity warrant at the present time. Few, if any, spot goods are available for the next four or five months, and such as are command the highest prices. The call for heavy goods remains just as good as formerly, and their position in many respects equals that of finer constructions.

Hosiery—The past week has not been a very active one in this market, particularly so far as the home trade is concerned. There has been a reasonably good amount of duplicating, which shows a slight increase over preceding weeks. More of this duplicating may be expected in the near future, as the time draws nigh when the reorder business is usually done. This business can hardly be expected to bear a favorable comparison, so far as volume is concerned, with former years, for the reason that there is very little to offer, and if buyers only partially covered their needs they have themselves to blame for their condition. Such buying as is apparent covers the full range, and is of a general character. A good volume of business in

children's goods has taken place, but in no case can business be done at old prices. While, perhaps, a general advancing movement may be expected, still, it is certain that not a few lines will announce advances very shortly. Now and again advances have been made for some weeks past, but not in a general way; however, before sellers are through all lines will have participated in what should have been a general advance. No improvement in deliveries has been manifested, unless it be in isolated cases, where these deliveries are a month instead of six weeks behind. Some may be a trifle better, but an average of a month all around may be perhaps a fairer estimate.

Underwear—Beyond taking care of their deliveries there is very little for the sellers of underwear to do at the present time. To be sure there is some slight duplicating under way most of the time, but it goes without saying that the demand is greatest for the goods most scarce. Spot goods are in demand wherever obtainable, and a fairly good demand for the late spring and summer is apparent in ladies' ribbed goods. There are few, if any, accumulations, no matter what line may be considered; consequently, in view of the well-sold condition which has been an existing fact for some time the supply of spots is very scarce. Some buyers acted with wisdom earlier on in the season, because of their experience last year, and placed supplementary orders, which were responsible for the close position in which many lines found themselves, and it has long been understood that few, if any, orders could be taken for these goods. On some lines the position of all goods is very similar, however, others have been sold as far as their initial orders are concerned and their stocks of yarns permit. With these the future has substantial advances in store. The spring season operated very much on the same plan. The advances made necessary by the demand and closely sold condition netted some handsome profits, which added immeasurably to the results of the year's doings. Even at these figures on some lines they are compelled to turn away business, which has been a fact for some time. Their best efforts will be required to deliver the goods already ordered, and naturally manufacturers can not be expected to desire to overburden themselves.

Sweaters—This trade has not been very good during the past week. Jobbers have completed their purchases with indifferent results to the various sellers. Some claim a good business, others not so good, and some own up to a poor business. There is the tendency in sweaters, as in other goods, toward the higher grades of goods, and it is in these that the best business has been done. It is between seasons now, as the retail trade for the fall does not commence for two or three months. Some new lines for this trade are being arranged, and will be opened in a short time. The best sellers, as far as color is concerned, are, as quoted

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

SOLE AGENTS

Sleepy Hollow Blankets

Made on special looms. An entirely new finish. Each pair paired 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

before, oxfords. A really good oxford can be sold at almost any time. Sellers are a unit on this and few, if any, lines are without it.

Give the Errand Boy a Square Deal.

"Shove up," "You're next," are exclamations heard as you go near the bench of errand boys in any large establishment where you will find a messenger department. It is generally true that there is more difficulty with this than with any other department in a large business house. The cause of trouble is attributed to the common fallacy that a boy is an undependable creature. This is so frequently true that whenever there is any mistake made and it is possible to charge it up to the boy, he is immediately credited with the same, either because some other fellow wishes to escape blame and the boy is not "big enough" to defend himself, or because the man in authority is willing to overlook the mistake charged to the boy, saying: "That's what you get from sending a boy."

I wish to protest against the commonly accepted idea that a boy is not dependable. On the contrary, give a boy the same home training as the man, and the boy is more eager to please and less liable to mistakes.

The greatest evil to-day pertaining to the working boy is the fact that he does not hold his job. This statement is based on the writer's experience as an officer in the Juvenile Court and his present experience as an employer of a large number of boys.

There are a few general principles which must be adhered to in dealing with any boy, and the first is fairness. There is an inherent tendency in boys calling for "fair play." This tendency is the foundation in all play. A boy will fight for a "square deal," and he expects the same from his employer. This principle of fairness applies especially in dealing with the working boy. He will take just and severe censure for a mistake which he has committed, and he also will appreciate a deserved compliment, which all too seldom he gets from his employer.

Boys seeking employment always ask in their own minds at least, "What will this lead to?" Right here is where many employers deserve severe criticism because they hold out inducements which they know are visionary possibilities of an unattainable reality, or, to speak in boy language, he has handed out a lot of "bunk." The boy soon discovers this fact, the result being that he quits his job, but not until he has discovered that some man has lost his boyhood trait of fair play.

This leads to the second principle, which is a good basis to work on if you would hold your boy. His work should be progressive. Show him the opportunity, but let him gradually realize it. It is not natural for a boy to work at the same thing all the time, and this fact must be recognized. The Indian chief being shown the sights of New York City, according to Edwin Markham, when asked, "What is the most striking

thing you have seen in our civilization?" replied: "Little children working."

The working boy is a necessary evil at best, and his employer is only humane as far as the boy is concerned and fair to himself when he not only makes possible his boy's steady advancement but insists upon the same. The general manager of one of the largest business houses in Chicago said to a new department manager, as he glanced over the payroll and discovered a certain name, "There is a man who has not received an advancement in salary for over a year. Look into this. We believe there is something wrong in such a case. If an employe does not make steady advances we do not want him."

A boy's work should be changeable. This is a third principle. That employer who expects to make a success of boy labor by putting the boy at some work which demands constant application to a single, simple subject, such as drilling the same sized holes with a machine, in the same sized iron bars, day after day and week after week, or stamping letters with a rubber stamp indefinitely, or another boy, who quit his job because he had to stand on his feet eight hours every day and turn a lever at intervals to let the enamel into a receiver to polish the picture molding as it passed on its automatic course—such an employer is destined to disappointment. Indeed, such labor is little better than that of the "breaker boy," the "glass blower," or little worker of the cotton mills of the South. The boy who holds such a job becomes a slave, and as a result he is not only incapacitated for the future, becoming physically dwarfed and mentally blighted, but his employer fails to get the best service, which should be demanded of every employe.

Expect the best of a boy and you will not be disappointed. Trust him and he will not fail you. Be true and he will meet you half way. Be firm and exacting but kind and he will respect you. Give him an opportunity, let him grow and he will stand by you. H. F. Burt.

Basket Concern Is Busy.

Rockwood, March 12—Bannister & Son, basket manufacturers, have received an order from a New York firm for ten carloads of peach baskets, besides several thousand dozen berry boxes. Indications point to a very busy season for this industry.

Noman ever was convinced by scolding.

Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

The Weatherly Co.
18 Pearl St. Grand Rapids, Mich.

Notice

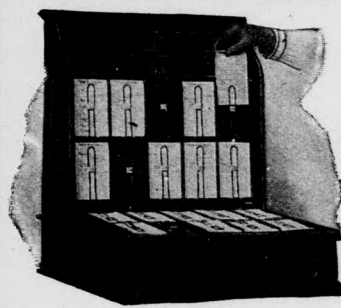
All Greys, Black and White and Red Prints advance ½c on March 19. All orders received by us before that date will be filled at the present price 5½c. Get your orders in early to insure good assortment.

Genuine Harlem Oil \$1.25 Per Dozen

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



Reasons Why

Business Men
Adopt the

McCaskey
Register
System

BY IT Charge Sales are recorded as fast as Cash Sales.

BY IT Bookkeeping is absolutely dispensed with.

BY IT Better results are obtained than any human accountant can give you.

BY IT Your customers are pleased.

BY IT Your accounts are collected promptly.

BY IT Your business is reduced closer to a cash basis than ever before.

BUY IT And you will have the most valuable assistant ever connected with your business.

Our catalog explains. It's FREE. Write today.

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Mfrs. of the Celebrated Multiplex Duplicating Carbon Back Sales Pads; also Side Carbon, End Carbon and Folded Pads.

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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

EDWIN FORREST.

Reminiscences of One of America's
Greatest Actors.

Written for the Tradesman.

Several months ago I contributed to the columns of the Tradesman life sketches of two distinguished divines who lived in the city of New York more than sixty years ago, whose pulpit eloquence and magnetic force would compare favorably with the immortal Whitfield. Those sketches, I have reason to know, were well received by many of the readers of the Tradesman.

At the same period of time the tragic stage numbered among its bright and shining lights such names as Edwin Forrest, the Booths, Placide, Hackett and others, all of whom the writer in his youth had the pleasure of seeing and hearing in their grandest Shakesperian personations. It is of the first named of these great actors, Edwin Forrest, that I relate below an incident that revealed the great tragedian as he appeared off the stage in everyday attire—"Edwin Forrest, the citizen."

Here a brief description of his personal appearance will not be out of place:

In stature he was a giant among men. Over six feet tall and well proportioned, without a pound of superfluous tissue, in my imagination he stood for the very perfection of manly beauty. His every motion was majestic. At the same time a smile of benevolence seemed to illuminate his features that added a charm to dignity.

The time of which I write was the year of our Lord 1846. Edwin Forrest was then 38 years of age, in the zenith of his professional career. All New York was wild in its desire to witness Shakesperian tragedies as he alone could personate them. One of Mr. Forrest's most ardent admirers was a French importer of cloths, cassimeres and vestings (whose place of business was in Maiden Lane), by the name of Cottinett, who was at this time building a fine residence on Fifth avenue, in which he had planned a spacious private art gallery. To furnish this gallery with meritorious works of art, especially of the Shakesperian scenes and characters, he had consulted Mr. Forrest and on his last visit to France he had made the selections. His private gallery not being ready to receive them he had them brought to his store in Maiden Lane and opened for Mr. Forrest's inspection and criticism. My employer usually bought all of his French goods of Mr. Cottinett and was a favored customer, always having early notice of new arrivals, that he might have a first choice in styles. Mr. Cottinett came into the store one afternoon to get my employer to go with him and examine some rare patterns of fancy French cassimeres he had just opened. My employer, Mr. Weed, having an engagement as Director at the North River Bank, excused himself and, turning to me and giving me an introduction, said, "This young man will go with you and whatever he decides upon will be satisfactory to me." Calling me aside Mr. Weed gave me a few general in-

structions as to patterns and colors. On our way to his place of business the Frenchman remarked, "You may have an opportunity of seeing Mr. Forrest. He has promised to be at my store this afternoon to inspect some paintings I have imported for my art gallery in my new house, and I will introduce you so that you may hear his criticisms." I thanked him for his courtesy, as I had the night before been to the Park Theater to see Mr. Forrest in one of his most popular representations, Othello. While we were busy examining the goods in came Mr. Forrest, with two or three friends, but, seeing that Mr. Cottinett was busy with me, he said that he "would drop in again," but Mr. Cottinett said, "No, this young man is selecting goods for a regular customer and I presume is in no hurry," at the same time giving me an introduction to Mr. Forrest, who said to me as he shook my hand, "You were at the Park Theater last night. I recognize you; I saw you in Mr. Weed's box." At that we all passed up to the third floor of the store, where the paintings had been opened. They stood in a row against the wall, with the covers removed and each with a curtain drawn before it. There were twelve of them, all of large size but one was much larger than the others. They were, all of them, paintings of Shakesperian characters and surroundings, and most of them were on the list of Mr. Forrest's personations. As the curtains were removed Mr. Forrest, with folded arms, scrutinized each, quietly expressing his admiration or criticism, as I could see much to the satisfaction of the owner, until he came to the last and largest of the group. This was a painting of Othello before the couch of Desdemona with dagger drawn; but before the painting was half exposed Mr. Forrest roared out in stentorian tones, "Cover it up! Cover it up! Othello was not a nigger, he was a Moor!" The artist had painted Othello as a full-blooded African—kinky haired and thick lipped. In an instant Mr. Forrest seemed to realize that his explosive criticism reflected upon the good taste of his friend and he turned to Mr. Cottinett with an apology. But the Frenchman stopped him with the assurance that his disgust was just what he expected and that he shared it with him. It transpired that Mr. Cottinett had never seen the painting until it was opened in his own store, it having been shipped to him by a friend for sale. "But," added Mr. Cottinett, "I shall never offer it for sale. That painting goes back to Paris by the first packet that sails!"

It is sad that so brilliant a professional career should have so sad an ending and from such a cause. His greatest admirers and best personal friends were alienated from him in consequence of his cruel treatment and final separation from his faithful little wife, and he passed off the stage almost unhonored and unmourned.

W. S. H. Welton.

Heaven can not hear the prayer for the poor that has no effect on my store.

It Was Hot in Tokio.

"A philanthropic Japanese rode through the streets of Tokio one scorching day, when a beggar woman accosted him, holding a baby in her arms.

"Kind sir," she said, 'will you not give a copper coin to your servant, who is in sore need?'

"Yes, gladly," said the gentleman, and he took out a handful of small change.

"But just as he was about to give this to the woman he chanced to look closely at her baby and, behold, it was only a great doll.

"Why," he cried, 'that baby is a fraud, a sham.'

"Yes, your honor," said the woman humbly, 'it was so hot I left the real one home to-day.'

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

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.

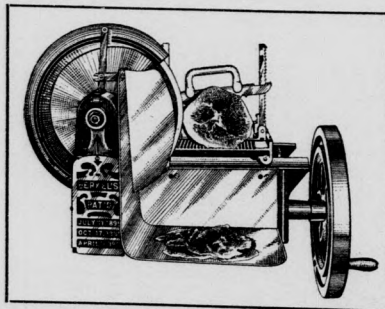
I Can't Afford It

"I know it's a good thing, and I'll put it in when trade gets better."
That's what some merchants say when confronted with any up-to-date trade-bringing, labor-saving device, and then they sit down and wait for more trade to come to them.

Nonsense!

Don't put the cart before the horse. If you want more trade you must make the public see that you're alive and want their patronage and have some inducements to offer for it that the other fellow doesn't give. The only things that come to "him who waits" are a policeman with a club, or a sheriff.

Anything is cheap or expensive just according to the results. If it brings more money and more trade to you it's a good investment; if it doesn't do this you don't want it.



The American Slicing Machine

is the best investment you ever made. It will pay for itself several times over the first year.

It will stamp your store as progressive and your sliced meat as sanitary—a great thing in these days of pure food agitation. People are a great deal more particular about sliced meats, which they cook slightly or not at all, than about those which they subject to hours of boiling or roasting. It will bring you the very best trade in your town.

It will make more money on every pound you sell.

Can you afford to be without it? Better investigate anyhow.

American Slicing Machine Co.,

725 Cambridge Block, Chicago

Emergency Dressmaking Establishment Planned by Promoter.

"Good morning, Simpkins," said Col. Culver, as he came into the office one morning.

"Good morning, sir," replied the Secretary, crossing the floor to pick up a pin.

The Promoter smiled. "What have you there, young man?"

"Why, sir, nothing but a pin," answered Simpkins, pinning it carefully under his coat lapel.

"Pick up pins, do you? You must be one of these model husbands," smiled the Colonel.

"Why—why, sir," stammered the Secretary, "I can't say that I am. My wife's mother taught me that little habit. I am not personally responsible for it, sir."

"That reminds me of a little idea I had the other day. Are you ready for it, young man, are you ready?"

"Why, yes, sir," came the reply. "I may say that I am always most ready and eager to work out any of your superb ideas, sir."

"Well," continued Culver, "the other day a woman rushed into the house and asked my wife to carry her regrets to some entertainment or other. She told a sad tale of woe, with tears in her eyes. Dressmaker disappointed her, couldn't get the gown ready, something the matter with the bodice or one of the frills, quite an inessential matter, but necessary to that particular woman. I took a mental note of it. Dressmaker faulty. Too busy. Can't get everybody's work done on time. Can't rush to a little neglected repair job at 3 and get it ready for a 5 o'clock tea. Something has got to be done, young man, that's all there is to it. These women need more looking after than Angora cats. Utterly helpless and in tears over their clothes most of the time, my boy. Am I right, Simpkins, am I right?"

"I may venture to say, sir, that you are," answered the assistant. "From my own limited experience, clothes are responsible for three-quarters of the worries that women have."

"Quite right, my boy, quite right," agreed the Colonel.

"Now, my boy, there is nothing I know of that would appeal more strongly to the feminine world than an emergency dressmaking establishment. You see the idea. The women have to have some establishment upon which they can fall back in the case of an emergency, you understand. All the gown finished but the neck, an unmended rip in the skirt, a badly fitting sleeve. It's a great necessity, this emergency dressmaker. Does your wife make her own clothes, Simpkins?" broke off the Promoter, abruptly.

"Why, no, sir, I may say that she doesn't," answered the Secretary, hesitatingly. "She tries, once in a while, sir, but they are dismal failures, sir, most dismal."

"I'll take your word for it, my boy," answered Col. Culver, "I'll take your word for it. Possibly you didn't know, young man, that it is getting to be quite the fad nowadays for young women to learn to make their own clothes. It is one of the most

practicable ideas of the moment. Every young woman, nowadays, has a desire to learn dressmaking. Why, there are regular dressmaking schools where they go and pay to learn the art.

"You know the system of having nurses trained in a hospital, don't you, young man?"

"Why—why—yes, sir," faltered Simpkins. "That is, I think I do."

"Well, I'll tell you, young man; it simply is this: The novices work for a certain period of time for nothing, just to get the experience, you see."

"Now I propose to run our emergency establishment on that same plan. Here is the idea: We will establish offices in all of the suburbs around the large cities and employ a good, experienced dressmaker to run each one of them and teach the girls. Now, the cost of running one of these places will be merely the rent, the telephone and one moderate dressmaker's salary. She will advertise for girls—free pupils to take dressmaking lessons. There will be more applicants than can be used. She will choose, say, twenty-five of these girls and set about to teach them the fundamentals of the art. It won't take more than a few days of good hard work, and the rest of the time she can put in on the furthering of their education. Now, when these scholars are enrolled they contract with the company to report for work one hour each day. That will give us two girls and the head dressmaker in the office at one time.

"Now, what these girls want is practical experience; we will give it to them, good and plenty. Take a dictation for an advertisement, young man."

"Culver's Emergency Dressmaking Establishment."

"Has your dressmaker disappointed you?"

"Is your gown finished, all but the ruffle?"

"Are you in a hurry and can't stop to mend or darn or patch that hole in your gown?"

"Do you want your gown to fit perfectly?"

"Is your anticipated pleasure in tonight's dance spoiled because the sleeve of your new gown doesn't fit and you have to wear a last season style?"

"If so—"

"Call up No. 100."

"Culver's Emergency Dressmaking Establishment."

"Now, young man," continued the Colonel, "you can see the beauty of it all: We will cater not to the 400 but to the 400,000. It's the woman who has to count her dollars that we desire to help—the woman who has to count her dollars that really is helpless without us."

"It will fill a long felt want. The moment a woman realizes that she can't get ready in time without our help, she will call up the office and we will send over immediately one of our free employees. These girls will be glad to go around and help out, in order to gain the greatly desired practical experience. There will be more business than we can handle, young man, the women will go crazy over the idea."

"But, but, sir," interrupted Simpkins, "will it pay?"

"Pay, my boy," repeated the Promoter, "pay, well, I should hate to think it wouldn't. Figure this out: Two girls on duty twelve hours each day, twenty-four hours, say, \$1 an hour, which is a small estimate we can get more. A simple job of patching is worth 50 cents, and may take ten minutes. Fixing a sleeve easily is worth \$1 and any one of our girls can finish it in twenty minutes. Pay, why, my boy, that's all

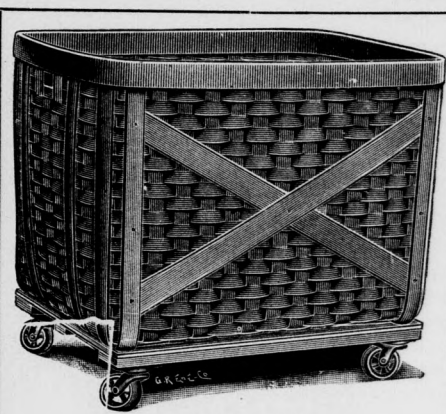
it will do. There will be \$25 a day in receipts. Expenses, say, \$6; clear profit, \$18; and they'll fight to get the first chance at us. Am I right, Simpkins, am I right?"

He Was a Married Man.

The Widow—I want a man to do odd jobs about the house, run on errands; one that never answers back and is always ready to do my bidding.

Applicant—You're looking for a husband, ma'am.

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.

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.

DIVIDEND No. 38.

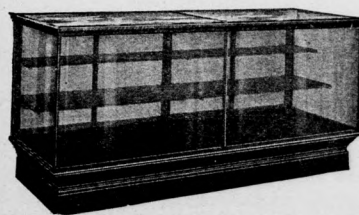
The checks, more than 2,100 of them, for the thirty-eighth regular quarterly dividend of two per cent, on the issued capital of the Citizens Telephone Co. to the amount of \$49,648.91 were mailed on January 19.

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

MEN OF MARK.

J. M. Bour, President of J. M. Bour Company.

The immortal Solomon, in the period of his ripest faculties, exclaimed: "Seest thou a man diligent in business: he shall stand before kings; he shall not stand before mean men."

In the days of the ancient wise man a sharp line was drawn between kings and the people; the first represented all that was exalted, powerful and much honored among all mankind; "mean men" was a term used to express the wide separation between royalty and the common people, rather than as a reflection on character. It was a term that expressed lowliness of life in distinction to that other phase of existence which was rich, grand and exalted.

Like all the proverbial expressions of Holy Writ, this one of Solomon's had in it the quality of being eternally, perpetually applicable to the lives of men, in all ages, under every change and mutation thereof. In our time, although those diligent in business can not all expect to stand before kings—in other words, be received as guests of honor by royalty—they can count on the honor of association with the kings of finance, trade, transportation, government and all the exalted relations of our progressive modern life. The attainment of such eminence is possible in all countries and under all forms of government; but in this country it is not only possible but probable to every individual who persists in unremitting diligence in business in whatever avocation choice or fortuitous circumstance may have mapped out for his career.

Diligence is another name for persistent work. All that is worth having in science, mechanics, trade, commerce, transportation, invention, art or even society can be secured by never flagging industry, and can be secured in no other way. But the work that ends in success in whatever one undertakes must include that of the mind as well as the hands. Men plodding, never so diligently, with the physical forces only, may never win an exalted position in life. Mere brain work, with the only object, in a subordinate capacity, to minister to the daily necessities and the common pleasures of life, will never raise a man from the rank and the file of the plodders. The man who aims to stand before the kings in any department of endeavor must work with all the forces within his capacity, inspired and energized by a purpose to reach a position above and beyond the common level. Even in the competitive sports of our times, whether athletic or merely skillful, eminence and the winning of prizes are obtainable only by hard and persistent work. But there must be a sufficient motive and the spirit of the game, without which the prizes of life, in whatever department, never will be gained. It is this ambition and the spirit of the game that marks the broad difference that exists between the winners and the losers.

The foregoing reflections have been induced by the contemplation of the life career of a man who has distin-

guished himself by a notable success won through diligence in business, not only in the accumulation of wealth and commercial power but in all the relations of business and social life. It is a pleasure for this journal to usher upon this biographical stage one of the leading citizens of a sister city and a gentleman who has won distinction in his State and city for public spirit, efficiency in wise direction of civic affairs and sound economic and moral purposes in all that makes for the welfare of the community with whose interests he is identified—John M. Bour, of Toledo.

Mr. Bour's antecedents are Teutonic, yet the assimilative powers of this country never were more clearly evinced than in his thorough

manship which he possessed. This ability to sell goods was demonstrated in later years when he sought and achieved success along broader lines.

Nov. 1, 1884, Mr. Bour borrowed \$1,500 and formed a copartnership with Frank Bethell, a Detroit broker, under the style of Bethell & Bour. With this limited capital the company engaged in the wholesale tea, coffee and spice trade in Toledo. This partnership relation lasted three years, when Mr. Bethell retired and his interest was acquired by F. G. Kendrick, of Mt. Clemens, Michigan, who, however, never took an active interest in the business. Mr. Bour labored assiduously to place the business on a good basis, and both sales and profits showed a phenomenal

ments of the coffee trade, comprises 120,000 square feet.

Mr. Bour was married June 2, 1885, to Miss Carrie A. Kendrick. They have six children and reside in a beautiful home at 3,322 Collingwood avenue. Mr. Bour has no fraternal associations to speak of. He is a member of the Toledo Club and President of the Toledo Chamber of Commerce, which is one of the most unique organizations of its kind in the country. Under his administration it is increasing rapidly, both in membership and influence. Aside from his home, in which he finds his greatest pleasure, his hobby is a 400 acre farm, four miles from Pontiac, which he purchased in 1901. Five lakes are located on the farm, which is devoted almost exclusively to the breeding of high grade Guernsey cattle, Berkshire hogs and fine wool sheep. He spends much of his time in the summer on the farm and is as proud of the money he has made breeding stock as that which he has acquired in the manipulation of coffee.

The first lesson of Mr. Bour's life touches the large family. He himself was one of five children, and six children have been born to him. He recognizes the primal law—Multiply; replenish the earth; subdue it. The modern idea of race suicide that cowardly seeks to evade the burdens and responsibilities of parentage he counts as shame to man, degrading and destructive to society and a sin against God. To him there is no home without the prattle of children, and small chance of right development of the child unblessed with the association of brothers and sisters. He sees no hope for the state in the one pampered child of the rich, dangerously invested by his father with more than is needed and criminally isolated by his mother's devotion to the dissipations of society. That nation is ready to perish whose unworthy citizens seek by any means to reduce the full number of children to a minimum.

Our next lesson comes from his habits. Here the leading characteristic is self-mastery. He is no slave to appetite or passion. His youth knew no dissipations; his maturity knows no follies. His sturdy vigor craves no luxuries. His claim to a place among men is not derived from the tailor. He secures always for himself, and those dependent on him, needful shelter, food and raiment, but his whole life, without a conscious thought of it, is a temperance advocacy. He pays not the slightest attention to the artificial and fictitious necessities of modern society. His attitude here is no affectation—these little things never came within the range of his vision. His ambition is to be a stalwart man. He counts one a weakling who can not restrain himself or makes no effort to uplift himself.

The greatness becomes more manifest when we consider his character. Four strokes outline his character: Individuality, truth, honesty, will.

He always is himself. He imitates no man; catches his coloring from no external circumstance or association. He never waits on others to voice his convictions, nor reserves his judg-



John M. Bour

Americanism. Like millions of individuals of foreign descent, the able and admirable in European character in him have been blended, modified and perfected by the opportunities, activities, spirit and purposes of American life.

John M. Bour was born in Detroit Nov. 18, 1863, being the youngest of a family of five children. When he was 6 years old his parents removed to Ann Arbor, where he attended the public schools of that place until 14 years of age. Then he started out to encounter the rough edges and corners of the business world, his first experience being as a clerk in a grocery store, and for the next six or seven years he waited on customers from behind the counter and developed the instincts of sales-

growth every year. In 1894 the business was incorporated with a capital stock of \$100,000, and in 1903 the capital stock was increased to \$300,000. The business is now one of the largest of its kind in the country, being located in one of the most beautiful and convenient cement buildings ever erected. The growth of the business is shown very conclusively in the increase of floor space. The first location was in a little two-story building on Monroe street with 320 square feet floor space. The next location was on Summit street, where 1,500 square feet were used. The next store was on Ontario street, with 30,000 square feet. The present building, which was built with especial reference to the needs and require-

ment to find which way the wind is blowing. He has a head of his own and invariably acts upon his own judgment; steers his own boat, follows his own plans and assumes all the responsibility of his decisions. All this individualizes him.

His truth is both elemental and transparent. Apart from the sin of it, it would serve no useful purpose, in speaking before those who know him, to exaggerate his truthfulness. We may well doubt that he ever heard of him who said that the right use of words is to conceal ideas. His word equals his bond. His promises equals his deeds. He is cautious in making a promise, but once made it needs no legal indorsement to make it good. With him it is yea or nay.

To veracity he adds honesty. A noted author has said: "An honest man is the noblest work of God." John M. Bour is pre-eminently an honest man. He pays for what he gets. He shirks no business obligation. With him to overreach in a bargain is knavery—to be overreached, folly. His are not ill gotten gains. Fraud, cheating and lying never touch his silver dollar nor scorch the currency bill in his hand. The recipient of his bounty has no fear of tainted money.

Inflexibility of purpose completes the outline of character. His will power is great and persistent. His undertakings are the result of mature deliberation and, once commenced, are never abandoned. Of him it can not be said: "This man began to build and was not able to finish." He counts all the cost in ad-

vance and makes ample provision for it.

Such being his character, we may now consider his adjustment of his life, the relations of that life which give rise to all duties.

He understands these relations to need support, education and moral training. He does not believe that a man can delegate to others the burden of supporting his family. He stands squarely on the apostolic platform: He that provideth not for his own hath denied the faith and is worse than an infidel. But this is his lowest view of duty to his family. Right well does he receive the Scripture: Except the Lord build the house they labor in vain to build the house. Children are the heritage of the Lord, and blessed is the man who hath his quiver full of such arrows. Counting children as arrows for his bow, he seeks to make them polished shafts—straight, well-feathered, sharp-pointed. This accounts for his attitude toward schools. But far above mental development he accounts moral training. He so raises and trains his large family that they may become helpful to society, not a menace.

Mr. Bour is himself a worker. His life knows no idleness. He never folds a sluggard's hands. Business to him is a grave matter, calling for assiduous attention and diligence. His business appointments are all sacred and he can not understand how any man can make them lightly or treat them slightly. Business honor is the breath of his nostrils. With seriousness of mind he addresses himself to the keeping of all

his affairs well in hand. He is the driver in business and not the driven ox. He counts himself a part of the social order and under obligations to it. There is no element of the anarchist in him. He bows to the law's necessity and supremacy. He recognizes and honors its majesty. He sees in it the safeguard of both life and property.

Problem for the Philosophy Professor.

A professor in philosophy was lecturing upon "Identity" and had just argued that parts of a whole might be subtracted and other matter substituted, yet the whole would remain the same, instancing the fact that, although every part of our bodies is changed in seven years, we remain the same individuals.

"Then," said a student, "if I had a knife and lost the blade and had a new blade put in it would still be the identical knife?"

"Certainly," was the reply.

"Then, if I should lose the handle from the new blade and have another handle made to fit it the knife would still be the same?"

"That is so," said the professor.

"Then in that case," triumphantly rejoined the student, "if I should find the old blade and the old handle and have the original parts put together what knife would that be?"

Many mistake their verbal resources for their resources of virtue.

Credulity stands and wonders; faith starts out and works.

The Many-Sided Printer.

The versatility of printers is aptly illustrated by the following advertisement which recently appeared in a Western paper:

Wanted—By a printer who is capable of taking charge of a publishing and printing plant, a position as foreman. Can give valuable advice to persons contemplating marriage and has obtained a wide reputation as a trance medium. Would accept an appointment as pastor of a small evangelical church or as substitute preacher. Has had experience as a strike-breaker and would take work of this character west of the Missouri River. Would have no objection to forming a small but select class of young ladies to teach them in the higher branches or to give them information as to the cause of the Trojan war. Can do odd jobs around a boarding house, or would accept a position as assayist of a mining company.

Took His Instructions Literally.

The Superintendent of Streets in Cleveland recently summoned to his presence an Irish officer, to whom he said:

"It is reported to me that there is a dead dog in Horner street. I want you to see to its disposition."

"Yis, sor," said the subordinate who immediately set out upon his mission.

In half an hour the Irishman telephoned his chief as follows: "I have made enquiries about the dog's disposition and I find that it was a savage one."

"IT'S ALL IN THE JAR"

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

ATLAS SPECIAL WIDE MOUTH FRUIT JARS

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

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

HAZEL-ATLAS GLASS COMPANY
Wheeling, West Virginia

Decadence of Good Manners Among Children.

To my mind the most deplorable feature of modern life is the decadence of good manners among children. In the reaction from the old Spartan prunes, prisms and black-board school of deportment, in which our grandparents were brought up, the pendulum has swung to the opposite extreme of no manners at all and, as a result, the average American child could give a Piute Indian points in an exhibit of pure and unadulterated savagery.

You see it everywhere. Disrespect to their parents, lack of deference to age, lack of courtesy to ladies, table manners that would indicate they had been brought up in a pig sty instead of a refined home—these are the salient characteristics of the childhood of our day. Robust lads sit in the street cars while old ladies and gray-headed men stand. Hotel corridors ring with children's screams. Self-conscious little prigs interrupt the conversation of men of world-wide fame to interject their own crude opinions. Not one child in fifty can answer even politely when spoken to.

This does not overstate the case one iota. Worse still, if possible, it is painfully apparent to every close observer that that human boomerang, whom the French describe as the "enfant terrible," is on the increase. You not only do not know what the modern child is going to do, you do not know what it is going to say or when you are to be treated to a criticism of your looks or belongings, whose brutal frankness you are expected to enjoy and find amusing because it emanates from childish lips.

I, myself, have suffered so much from this peculiar infliction that I have long felt Herod might plead extenuating circumstances if he would come and repeat his child massacre, but the other day I had the whole subject brought to my attention again in such a painful way I can not refrain from commenting upon it.

I was calling at a typical American child-bossed home, where the head of the house is a pretty and bright little girl of some 8 or 9 years of age. She had already ingratiated herself in my affections by asking me how old I was and whether my frock was silk-lined like her mother's and how much my rings cost, and so on, when another caller entered. She was an old lady with snow-white hair, and the gracious sweetness and dignity of manner that bespoke the grande dame, but she wore a shabby old black frock and she leaned heavily on a cane. She had scarcely taken her seat when the infantile grand inquisitor turned her attention to the newcomer.

"You are like a witch, aren't you," she asked tactfully, "leaning on that cane?"

"I would like to be a fairy god-mother to you, my dear," replied the old lady.

"What makes you wear such big shoes?" went on the child, not noticing her reply. "They aren't a bit like mamma's. Mamma's are patent

leather and have high heels and silver buckles."

"Old feet need room to move about in," replied the old lady, a faint flush stealing into her cheeks.

"Is that the best dress you have got?" pursued the tormentor. "You must be dreadfully poor to wear a frock like that. It isn't as good as the one our cook wears."

"I hope you will be more fortunate than I and never have to wear shabby clothes," answered the old lady, and then, pained and humiliated, she got up and left, and the mother, instead of taking that child out and applying a slipper in the place it would do the most good, remarked proudly to me:

"Dear Mildred is such an observing child. She sees everything."

"And says everything," I added.

Now, if the mother had been called on to plead an excuse for the inexcusable behavior of the child, she would have said that you can not know beforehand what a child is going to say. That is true enough, but any child that is 5 years old and has been taught the most elementary manners ought to know enough not to make personal comments or to ask what we call leading questions.

Every day I see children pointing to some one who has met with a personal affliction and who is maimed or deformed or blind or who jeer at the poor clothes of a ragged news-boy or less well-off companion, and I can but wonder at the lack of breeding it shows, and the utter heartlessness and lack of sympathy it displays in their parents.

These kind of children grow up into the blundering boors that go through life wounding and offending all with whom they come in contact, and that we are expected to forgive for their outrages on decency and taste, because they do not intend to hurt us. A less availing excuse

was never offered. A person's intentions are his private affairs, with which we have nothing to do. What concerns us are his outward acts, and unless he is taught to make these gentle and considerate in childhood, he never acquires the art.

The one thing that renders the indifference of mothers to how their children behave inexplicable is the importance of the subject. Good manners are the most potent factor a man can have towards winning success. Without them he never achieves much, unless he is an actual genius. With them, with a moderate endowment of talent, he always wins. They make friends for him at every turn. They open doors that lead to opportunities. They are a letter of credit that the world accepts at its face value.

What makes us send for Dr. Pills, instead of Dr. Powder, when we get sick? Because of Dr. Pills' superior medical skill? Not at all. Dr. Pills knows just how to say and do the charming thing while Dr. Powder blunders into the wrong one. What makes Rev. Mr. Churchly go on up to a bishopric, while plain Mr. Thirdly remains a curate in a country church, at a starvation wage, all his life? Eloquence? Ability? Not a bit. Simply manners. Why do we go to one store, instead of another? Some clerk's agreeable manners decide us.

Every woman knows this, yet she lets her little Johnny grow up into a little boor, hoping that when he is grown some angel will work a miracle in him, and that, from having been an awkward lout, he will suddenly burst forth upon an astonished world as a Lord Chesterfield. It never happens. Suavity must be ingrained, consideration of others must have become second nature, courtesy must have become as indispensable a part of one as one's clothes, or else

one's manners are only a veneer that breaks through at the critical moment. You can not pick up this kind of a polish, as you can a remnant on a bargain counter. Many a man, after he gets out in the world, would sell his soul, almost, to acquire the manners he sees he needs. He would like to make himself agreeable, but he does not know how.

If I had a son, and I could teach him but one thing on earth, it would be good manners. I would teach him how to get in and out of a room; how to meet people, to use the familiar phrase, how to say the right thing to the right person, and then I would turn him out on society, certain he would be able to make his way through life successfully.

To a girl the matter is even more important. No education, no beauty, no wit, takes the place of suave and graceful manners, and it was an evil day when the higher mathematics superseded the class of deportment in female schools. There is no reason, of course, why the higher education and graciousness of manner should not go hand in hand. When they do they make an ideal combination, but it profiteth a woman nothing to know the whole Century Dictionary and not to know how to speak and behave.

But look at the little girls you see playing on the street, and saluting every passer-by with some impertinent remark. Watch our school girls—loud, slangy, boisterous. Have they no mothers to teach them better? How, untaught, are they to grow up to be ladies? The thought is truly an appalling one.

Yet, it is surely possible to teach children by both precept and example to conduct themselves quietly on the street; to refrain from personal comment; to enter and withdraw quietly from a room; to salute their

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

parents' guests; to answer questions pleasantly; to be neat, self-respecting and respectful of the feelings of others.

On this foundation good manners are built, and something more, for it is the bed rock of good morals. Unselfishness is the foundation of both virtue and suavity, and good manners are merely unselfishness adorned with grace. Dorothy Dix.

Grouches Are Barred from the Business World.

If you don't want to succeed—be a grouch.

If you want to succeed—don't be a grouch.

You've got to make your choice and be one or the other. You can't be both. The action of the grouch upon one's chances for success is similar to the action of thunder upon milk—it sours them. Success, like the proper housewife, looks at the soured specimen and says: "Ugh, can't use you," and goes on to seek a cheerful one.

"No grouches need apply."

This is the first sign that is or should be stuck over the portals of success.

"Abandon grouches all ye who enter here," is the next command.

That the two admonishments must be obeyed to the last letter is evident when one carefully inspects the world of successful business men and of failures. Grouches do not succeed. Of course, there are other people who do not succeed. But some of the others do. But none of the grouches.

To alter the old phrase, "Not every failure is a grouch, but every grouch is a failure."

If you, Mr. Reader, happen to be employed in an office, look around you and examine the heads of the various departments. How many of them are grouches? Any of them? Yes? Who is it? The old chap who has charge of about two office boys and whose work can not hurt the firm no matter how it's done? Quite right. He's been with the house so long that they expect him to die or retire pretty soon and haven't the heart to let him out. But among the progressive, aggressive, governing heads, if you are in a big up to date office, you will find that the grouch is the notable, unenviable exception, if he is there at all.

If you happen to work in a store look over the floorwalkers, managers, buyers, the superintendents and the other men who have positions worth while. You will find that there is no grouch among them, except the inevitable exception. The same is true of the shop, of the factory, of any place where men rise upon their merit, which means their value to the firm that pays their salaries. It is true in every walk of life, in every line of work, profession or vocation. The successful man never is a grouch.

The grouch, being first of all an unsociable animal, is extremely inefficient in all matters requiring intelligent, flexible contact with other human beings. He is, as the Germans have it, "all in himself." Thus other men's notions have great difficulty in

filtering into him—this is bad, no matter what his place or condition. Being unsympathetic, he naturally or unnaturally does not understand others. Others do not want to understand him. He is a stick. He may be an efficient stick, but nobody ever saw a stick grow, and the demand of the day is for men who can grow. He can not rule others, because the fact that he has permitted himself to settle down into a grouchy condition, is proof sufficient that he is unable to rule himself, which disqualifies him as a possible ruler of others.

If he is in a position where he must meet the public—patrons of his employers—he is a direct danger instead of a help. He may, by his manner, cost his firm thousands of dollars' worth of business in a minute. His grouch consumes a good part of the energy that he should be putting into business. It takes up much of his time, for nursing a grouch is one of the most delicate and time consuming processes that men give themselves over to. And it biases his point of view, throws him off his balance, and unfits him to deal with the matters with which he comes face to face in a fair and enlightened manner.

Every place of any size has its notable grouch. Often he is a man of unquestioned ability and occupies a low position, at a small salary. He often is also the establishment's stock joke, for his sour wails at the partiality shown some men who are boosted over the heads of their superiors, at the disgraceful manner in which they do their work, and at the prevalence of "pulls" in the place, are funny, although tragic as well. He is certain that there is graft in every promotion that is made, and can not understand why he, the best man in the place, is overlooked. Nobody ever tells him why, everybody listens to him indulgently and laughs when his back is turned. If they were charitably inclined they would tell him the reason why, but there is little charity in the world of business.

The amazing thing is that a smart man will develop the grouch and permit it to govern him and rule his prospects in life. Clerks who have the ability to become something better remain clerks because they are "grouchy;" salesmen remain salesmen, or lose their positions, for the same reason.

An employer, seeing that an employe is grouchy, treats him much as the forester treats the tree that shows traces of the dry rot. The grouch is, in fact, business dry rot and nothing else. And yet it is apparent everywhere in the lower grades. In the gentle words of the streets these same lower grades should "hustle up and get next." It is said that one clerk in every 100 succeeds. Well, look up the one. What kind of a man is he? A congenial man, a mixer, a man with common sense—not a grouch.

Don't be a grouch—take carbohic acid instead, it's quicker and less painful to yourself and to everybody around you. The results of both are the same—you are a "dead one"

in following either of the two routes.

Be an anti-grouch, it's just as easy, ten times as much fun, and one and fifty times (by a low estimate) more profitable.

Martin Arends.

Fastened Lambs' Tails To Goats.

The people of mixed blood, Greek, Latin and Arab, who inhabit the shores of the Mediterranean could give points to a South American card player for slyness. It so happened that the British garrison in a small village in the Island of Cyprus had contracted with a worthy young man, a Greek butcher, for meat, and stipulated for a given quantity of lamb. A dyspeptic but experienced major soon found out that he was eating goat, and the butcher was sent for, but pleaded and argued, proving successfully that he was not at fault. The verdict of the commander of the post was that in future all lamb should be sent with the tails to show it was lamb.

The willing Greek joyfully departed, and supplies were received anew by the expectant redcoats. Some weeks later the same dyspeptic major nearly had a fit. "It is goat!" he clamored, and when he was dealt with gently and medically he denounced the butcher in no measured terms. Investigations were made—for who shall deny a major?—and it was proved that the wily Greek simplified his business by fastening lamb tails on to goat flesh.

The only method some people have of raising the wind is by blowing up their neighbors.

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.

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

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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

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Pure Apple Cider Vinegar

Absolutely Pure

Made From Apples

Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers

Detroit, Michigan

SEEK FRESH FIELDS.

Success Seldom Achieved in Home Town.

One of the oddest sociological facts in relation to this country is that not once in a hundred times does any man achieve any great thing in his home city or town.

Recently, simply to decide an argument, I took at random the names of seventy-five men who have won prominent positions in many lines, from finance to literature, and wrote to each of them, asking them to tell whether or not they won their successes, or even laid the foundation of their successes, in or near the place of their birth, that is, within the circle of their own friends and acquaintances and relatives.

The result more than surprised me, for, while I had argued that not one man in ten can stay in his home town and win any big success, the replies proved this assertion weak.

Of the seventy-five to whom I wrote forty-seven condescended to make answer to the question, the others replying indefinitely, or refusing to reply, through their private secretaries. Of the forty-seven there were thirty-eight who declared emphatically and finally that they made no start towards success until after escaping from their home towns, and the other nine admitted that they were not successful until they had moved to strange places, although they claimed that the foundation of their success was laid in the schools.

Further to investigate the question I hunted up the names of thirty men in nineteen different small towns who had made failures of life after being considered promising as youths. These names were supplied to me by men who came from their towns and who had known the failures in youth. I wrote to these failures who after brilliant starts in their home towns had settled down to hopeless mediocrity and asked them frankly to tell me what part their decision to remain at home had played in their failure. Twenty-eight of those men replied—and their statements proved more staggering than the statements of their successful brothers. The only possible deduction to be drawn from the letters of these men—successes and failures alike—is that the chances for a young man to succeed while surrounded by his home influences, his boyhood, school, or college friends, amount to little or nothing. It would appear that the man who stays at home condemns himself by that decision to failure or mediocrity.

The boy's real chance to succeed, it appears, is to get away from home, to go among strangers, to live down his boyish foolishness, to start anew among men as a man, and to learn self-reliance as early as possible.

The reasons ascribed for this destructive influence of the home associations upon the chances of a successful career are as follows:

First—The boy who remains at home seldom learns self-reliance and falls into laziness, carelessness, or dependence upon his father's "pull" rather than upon his own efforts.

Second—The established men of the town who have known a boy during the period of his boyish indis-

cretions and foolishness never get through looking upon him as young and a fool.

Third—Every mistake of the father is visited upon the son, and his father's enemies are his enemies. He starts with a double handicap.

Fourth—Social affairs and friendships take too much of his time.

Now, when a boy strikes out for himself and gets into a strange town, thrown upon his own resources, he either makes a good success or a fine failure. Necessity develops what there is in him. If he stays at home he never may be a success or even a respectable failure, but settle down to an even more deplorable condition of mediocrity.

"Mediocrity is the thing to avoid in this world. Don't be mediocre in anything. Either succeed or fail, but fail trying to succeed."

That is a quotation from one of the replies I received from a failure.

Some of the replies were heart breaking, almost, in their everyday business style, which only half covered the tragedy. Here is an extract from one:

"Tell every boy to get out of his home town, away from his home friends—if he wants to be anything. No boy can carry the handicap of knowing everybody in town and succeed. I had as bright chances as any one. I have tried. I see now, when it is too late, that my mistake was in not getting away and throwing myself at the world and relying upon myself. I had it in me to be a success in my chosen line. I have remained here, letting my talents rust and dropping back. Life was too easy here. People voted me success before I earned it. If I had gone out into the world as a man among men the talents that have rusted would have been developed and extended."

Here is an extract from the note of a millionaire whose name is known everywhere, but who marked his letter "personal and confidential." He says:

"I stayed at home too long as it was. My friends took my time, people spoke of me as my father's son. If I had stayed there I would have been as worthless as most of my boyhood friends. Some of them were better men than I. They simply died of dry rot, while I, starting in a strange town without a penny, was forced to develop what was in me. Advise every boy to get out of his home town, especially if it is small enough for every one to know him. The world takes a man mostly at his own estimate of himself, and if he is where everybody knows him he has no chance to raise the estimate."

I wish I could give that man a name. He seldom pays any attention to "crank" letters such as mine, but the question evidently hit him hard. He even condescended to write again on the subject and supply me with the names of two of the failures he mentioned as his school friends. One drank himself to death; the other wrote that he failed because he stayed at home, wasted his time, and lacked incentive for high endeavor.

The fact is, the boy who stays at home and takes up his father's business not only fails, as a rule, to be-

Why Don't You Lead?

If you are not a leader in the flour line in your town, why are you not?

Don't you want to be?

Isn't it a fact that the one who leads gets the best of the profits and the best of competition?

Most assuredly.

Does he get the lead by sitting still?

Or by thinking?

No!

He gets it by thinking and acting.

The poet has grand thoughts but he never does anything. He thinks and writes about what the other fellow does.

No doubt you've thought more or less about LILY WHITE, "the flour the best cooks use," and you've thought it would be a good idea to put some of it in, sometime.

Yes, and while you've been thinking others have been acting and the flour you might have sold is going out of their stores and the money you might have made is going into their tills.

Also the customers you might have had are going into their stores, and, by the same token, some of the customers you did have are going into their stores.

Get on the aggressive quick.

Don't let another minute pass before you have your order in for Lily White. Get the windows washed for a good display, pick out the place for a sign, buy space in the local paper, be enthusiastic and never let up ONE MINUTE until every man, woman and child in your town knows instinctively that

YOU ARE THE REAL LEADER
and all others are cheap imitations.

You can do it if you will.

Valley City Milling Co.
Grand Rapids, Mich.

come either as prominent or as respected as was his father, but it is seldom that he attains the eminence in life attained by the brother who casts loose and goes out into the world to make his own way, to rely upon his own efforts.

One of the most discouraging features in the case of the young man who stays at home is the fact that, no matter what he may do, he seldom is given credit. If he takes his father's business and makes it go big, everybody gives the credit to the father. I know of one case in a small Western city. A merchant who had been considered wealthy and prominent died and left everything to his son.

The boy had been away from home for three years, and was doing fairly well in a strange city without relying upon paternal assistance. He returned and took hold of the business. To his surprise he found conditions rotten. Beyond the good will the assets scarcely would cover the liabilities. He dug in, worked desperately, and in two years' time had things straightened out and was on the high road to prosperity. A sudden business collapse in the town, followed by a bank crash, caught him hard, and he was forced to assign. He paid dollar for dollar, yet to-day in that town they point him out as a man who wrecked his father's business.

Besides, the familiarity that breeds contempt always exists towards the man born and raised in a town. I have a friend who was raised in a small Western city. He was a good lawyer and excellent man. The town proved too small, and, after starting in law, he moved to Washington, where he now enjoys a big reputation. He is respected and admired, his advice is sought, and he is considered an authority on international law.

"It is an odd thing," he remarked humorously to me one day. "Here in Washington, when I walk congressmen, senators, cabinet members lift their hats as we meet and say 'Good morning, Judge —.' Some time ago I went back home for a little visit, and as I stepped off the car one of the town loafers, leaning against the station, grinned and said: 'Hello, Plug.'"

There is another element which was not mentioned except by two of my correspondents. That is the vital element of "bluff." Nowadays, no mat-

ter how good a man he is, one must bluff more or less to attain big success. At the least one must rate himself as high as he expects other men to rate him. At home, among his own friends, there is about as much chance for a man to bluff as there is for him to run a sandy on professional poker players. They know him, just what he is, and, perhaps, estimate him considerably below his real worth. When he goes among strangers his actions, his bearing, his own estimate of himself fix his first standing. He comes claiming to occupy a certain position, and it is accorded to him until, or unless, he shows himself unworthy of it. When he makes the bluff he must live up to it.

There is one of the most promising young doctors in Chicago, a man respected in his own profession, an authority in a certain line, and undoubtedly a worthy and conscientious man, who could be driven out of the profession to-day legally. No one can attack his standing or his ability, but he acquired his first diploma falsely. He was studying medicine at my home town. Already he knew twice as much about medicine as any doctor in the town, yet under the law he would have been forced to take a certain course of study before being admitted to practice. He objected to spending his time that way. He went to Chicago and, within a few weeks, possessed a diploma and was practicing medicine.

The case on the face looks like a crooked move on the part of a half educated quack. A few years later, when he had completed a hospital course with honor, he returned home, took the State examination, and received a diploma.

One afternoon a short time ago he laughingly introduced me to one of his fellow physicians as "my mentor" and I was called "doctor." Afterwards I asked for an explanation and he told me that, when he came to Chicago he gave out that he had studied medicine in my office two years, and showed a letter from me recommending him. As I never had studied medicine or practiced it and as he had only had desk room in my office the trick was rather thin—but it went. He got his diploma.

If he had proved unworthy his bluff might have reacted seriously—but he made good, and to-day he recalls the trick with shame and says that, while

it made him a success, he would delay two years of his life now if it could be undone.

But, crooked as the trick was, it reveals the fact that the world accepts a stranger at his own valuation of himself, and that his acquaintances value him as they find him, and deduct about 20 per cent. when familiar enough with him to know his weaknesses.

Jonas Howard.

Peacemaker in General.

"I was lunching with a woman friend in a restaurant in the shopping district when she called my attention to a stylish looking girl a few tables away from us.

"Guess what she does to support herself," demanded my friend.

"After a half dozen guesses my companion said: 'She's an adjuster.'

"Life or fire insurance?" I asked.

"Neither," was the reply. 'She ad-

justs differences between a big dry goods establishment and its most valued customers. She's what you'd call the peacemaker in general of the firm. When valuable things are returned with evident signs of wear, and the demand is made that they be "credited" this lady makes a trip to the customer and explains that there is evidently some mistake, etc. She has infinite tact and good humor and seldom makes enemies for her firm. In lots of cases a fashionable woman will lay the blame of a returned article on her maid, and say that it was something she did not authorize. She is so clever about this sort of thing that she gets a good salary, and a long vacation in the summer, for when fashionable people are out of town her business is dull.'"—New York Sun.

Punishment To Fit the Crime.

When Congressman Small was a young lawyer he was once arguing a case before a country magistrate. "Why," said Mr. Small, "the man at the bar, Jones, would just as soon kill me right here before your faces as not."

The old magistrate slowly took out his spectacles, put them on and peered over to get a good look at the desperate Jones. Then he pointed his finger at him, and said: "You, Bill Jones, if you kill John H. Small here before me I'll fine you one dollar and fifty cents for contempt of court, durn my soul if I don't!"



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The Sanitary Wall Coating

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Now is the time to place your order for

Harness For Spring Trade

Our line is better than ever. Try it.

Brown & Sehler Co.
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WHOLESALE ONLY

FOR SALE General Stock

In thrifty Central Michigan town of 350 population, stock of shoes, dry goods and groceries. Inventories \$2,590. This stock is located in store building with living rooms on second floor. Rent, \$12 per month. Leased until May 1, 1908, and can be rented again. Nearly all cash business. For further particulars address

TRADESMAN COMPANY,
Grand Rapids, Mich.

Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich.

DISCOUNT YOUR BILLS.**Many Failures Caused by the Credit System.**

The credit system, so widely in practice in some towns, has ruined many honest and hard working merchants who did not have sufficient capital to carry a large book account and at the same time discount their bills. The merchant who is unable to discount his bills is at a great disadvantage when compared with the competitor who can obtain the discount of 6 per cent. The discounts pay a great part of the expenses in many businesses, and it is much better for a merchant to do a smaller business for cash than to do a large business on credit.

If a merchant's credit is good he can borrow money at the bank at 5 or 6 per cent. per annum. With this he can discount his bills three or four times a year, thereby making a large profit. How many failures, how many sleepless nights, how much worry could be avoided if all the country merchants would unite and abolish this nuisance of a credit system? Some years ago I was called into our office and shown thirty-two letters which had arrived from customers in the last mail, in which every one of the customers requested an extension of time, although their accounts already had run over four months—and every one of the thirty-two gave the excuse that collections were bad.

A merchant who sells only for cash never is troubled and worried by not being able to pay his bills. He occasionally may overstock a little, when he will lose the discount of one or two months, but he soon will catch up again.

Do we see such a credit system in large cities? No. All the large stores sell for cash only, or, at the most, give credit only to persons permanently located and enjoying good incomes, and in these few instances credit is allowed only to the end of the current month. If they fail to settle within a reasonable time after their bills are rendered they find difficulty in getting more goods on credit.

The only sure way to success in business is to buy no more goods than you can discount. In all my business career I never have seen one failure of a merchant who discounted his bills.

"But," some say to me, "my competitor across the street has more capital than I have, and he gives all the credit that people want. How can I hope to do a strictly cash business in the face of such competition?"

To those questions I always have replied: "Never mind that. Just advertise that from the first of the month you will sell only for cash; that you can buy your goods cheaper if you buy for cash, and that you, consequently, can afford to give the benefit of this discount to your customers. In short, don't be afraid, and I will guarantee that you will sell more goods than you ever did before."

At least a dozen of my customers have complained to me of the evils of the credit system, and to each of

these I have given the foregoing advice. Every one of them acted on my suggestions and not one ever regretted that he made the change. They lost a few slow paying customers, but for the loss of each of these they obtained several new cash customers, and after one year under the new system most of them were able to discount their bills.

My advice to the beginner who desires to or feels he is compelled to do a credit business on a small capital is do not do it. There is nothing but trouble for you in it.

"The only enemies I have made in the world," said a prominent merchant, "are those I carried on my books for twelve or eighteen months. When I finally became tired of them and refused to sell them any more goods on credit they left me and now patronize my competitors across the street, where they have to pay cash for all they buy. Now they do all they can to induce their friends to stop trading with me." This merchant changed to the cash system soon after and says he will never again make enemies that way.

Marshall Field, the great dry goods king, once was requested by the Rev. Newell Dwight Hillis, then pastor of Christ church of Chicago, to answer by letter this question: "What do you regard as the most important factor for a young man to consider if he wants to engage in a mercantile business?"

The answer of Mr. Field concluded with these words:

"The cause of so many failures in business is the credit system, either by giving too long credit or selling goods on credit to people who are not worth anything. The retail business should be carried on for cash only. Circumstances are different to-day from what they were thirty years ago; then we had to give credit—the merchant could not help himself. To-day it is different. To-day the farmer receives cash for all he sells. Merchants who are careful, who sell only for cash and who take advantage of the discount in the ten, thirty, or sixty days, and who live modestly and attend to their business seldom fail."

Some years ago G and H, two clerks in a large country store, went into business with a fair capital. Both were my special friends and I sold them all their hats and caps as long as they remained in the business. They were fine fellows, well liked, as honest as gold dollars, and soon had the run in the town. I was surprised at their phenomenal success; they sold more goods than any of the other concerns.

I could not understand it. But after two years it was all explained to me. They were behind in their payments, so they took me into their confidence and told me all about their troubles. They had trusted Tom, Dick and Harry; every "deadbeat" who had no credit in the other stores came to G. & H., where they could buy all the goods they wanted on credit. They had \$10,000 on their books—double the amount of their capital. I called their attention to this and they saw their mistake. They changed to the cash system, but it

was too late. After running along another year they closed out their business with a loss of half their investment. I was sorry for the young men, they were such honest, splendid fellows. They didn't collect \$6,000 of their book accounts of \$10,000.

K. is a beginner in the grocery business. One morning a stranger whom he never had seen comes in and buys a dollar's worth of groceries, for which he pays cash. After three days he comes again and buys \$2 worth of goods, for which he also pays cash. The next week he comes again and buys \$3 worth of goods, but, he says, he happens to have only \$2 in the house. Wouldn't the merchant trust him for \$1 until next week?

K, the beginner, is only too glad to accommodate a good customer. At the end of four weeks the stranger owed \$10 and—K did not see him again for seven years. Then he met him on a street car and reminded him of his debt. But the man laughed and said: "That debt is outlawed."

This fellow—only one example out of thousands—as soon as he knew he could not buy any more goods on credit moved into a distant ward where nobody could find him and tried the same scheme with other "suckers." Such fellows play their tricks in every store where the merchant is foolish enough to trust them. It is because of customers of this type that the credit system is not "good business."

C. T. Wettstein.

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

HARNESS

Will you allow us to figure on your next order? We are sure your customers will be better satisfied with our harness and you can make just as much by selling them.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

Mother's Oats Twos Mother's Corn Meal Mother's Family Size Rolled Oats

MOTHER'S quality is carried through all three of these brands, which makes them sure sellers and trade satisfiers,

And Besides

our MOTHER'S PROFIT SHARING PLAN applies on all of them. That's big profits for you. A good combination to push.

The Great Western Cereal Co.
Chicago

RACE SUICIDE.

Glance at Both Sides of the Question.

Written for the Tradesman.

President Roosevelt has shown fine courage in his attempts to impress upon the people the unwelcome but greatly needed truths regarding race suicide. It is to be regretted that he has not confined himself to the earnest written expression and careful spoken utterance of his convictions, given from time to time, and that he has in some measure dulled the force of these by the "object-lesson" method of giving direct recognition and encouragement to the parents of phenomenally large families. When he sends a message of congratulation upon the arrival of a fifteenth baby or a small cannon to the proud possessors of triplets, it is probably simply a bit of executive pleasantry. If not just this, it surely is done without careful consideration, when he is "resting his head," so to speak, from the arduous duties of his office. But these "bits of nonsense now and then," while keenly relished by a fun-loving public, have unfortunately served to place the whole matter in the light of a joke.

Considering his aristocratic birth, his culture, his circumstances and his career, President Roosevelt has manifested a most remarkable sympathy for the common lot of humanity, a wonderful eagerness to assume duties and responsibilities which the favored ones of fortune so commonly shirk and avoid. And yet, having to rule a nation composed largely of poor men, one can but regret that the President could not have been for a little while a poor man himself. If for a month's time he could step into the shoes of some man doing common unskilled labor for, say, a dollar and a half or a dollar and seventy-five cents a day, if he could know by actual experience what it is to support a family where there are even two or three children upon these wages, while his opinions upon the subject of race-suicide might suffer no change whatever, still when he again spoke upon the subject it would be with greater insight and deeper sympathy.

And if by a change of sex, as well as circumstances, it would be possible for him actually to be the over-taxed mother of, say, six or eight children in any home of limited means, working away at her gigantic task as best she can, struggling to fill all the mouths and make ends meet—if our good President could have this experience for a single day I venture to say that his enthusiasm for large families would be somewhat abated.

And if by a still greater metamorphosis he could for a very short time take the place of the oldest girl in such a family I predict that the next time the advent of some sixteenth or seventeenth baby was wired to the White House it would not be a check or a cannon or a congratulatory message that would go forth in reply, but instead a sound letter of advice "ferninst" such reproductive madness.

There is no form of "biting off too

much" more dire in its results than the family larger than the parents can care for and educate properly. Such furnish the child-laborers for the sweat-shops and factories. The "oldest girl," if she remains at home and cares for the younger children, may be a harder worked drudge than any youthful wage-earner, with the disadvantage that it is far more difficult to frame and enforce laws for her protection.

Much more might be said against too numerous offspring. Yet the fact that the people seemingly best fitted to be parents are not willing to raise enough children to keep good their number presents a most serious problem and the President's strictures are not too severe. The causes underlying this state of things are so many and complex that it is impossible to enter here upon any full discussion of them. The "love of ease and pleasure" and the financial cost of rearing a family have, doubtless, much to do with the present condition. One or two other causes, not so obviously apparent, but nevertheless contributing to the general result, I will briefly touch upon:

It is an age in which the question is being constantly raised in one way or another, "Is life worth living?" An age of keenest sensitiveness to pain, of most exquisite capacity for suffering. We look with horror upon the instruments of torture used in the Dark Ages, yet it is a question whether rack and thumbscrews ever caused the agony which modern "nerves" inflict upon their owners. If there were some "guaranteed painless process" of living, some conscientious souls would be more ready to assume the responsibilities of parenthood. Many intelligent people hesitate about making the sacrifices necessary to bear and bring up children when they feel that a profound apology would be due each new-born babe in that they had been the means of sending it forth upon a journey the way of which is rough and steep and flinty.

All this is morbid. Let us hope that time will bring a saner view of

things and that life will no longer be regarded as a bore and burden, or at best a possession of doubtful value, but rightfully as a priceless heritage.

Quillo.

"Sinful Money."

A worthy Irishman some years ago kept a small grocery in Kerry Patch neighborhood. He went out to work as a day laborer, leaving his careful and thrifty wife to operate the store. As was the custom in the neighborhood, nearly all the patrons were given credit from week to week, payment being made on the payday of the Gas Company, the Rolling Mills and other enterprises. The wife fell ill and was nearing the end, and the devoted husband was at her bedside. She opened her eyes wearily and said: "Don't forget, Tim, darlint, that Mrs. Moran owes four-ninety and Mrs. Noonan five-three."

"God bless you!" replied the husband. "Your mind is sensible to the last!"

After a time she spoke again. "An', Tim, don't forget there's eight dollars owing Mr. Lafferty."

"Arrah, nivar moind, Kate!" he hastily replied. "This bez not th' toime fur yez to be worrin' yez head wid thoughts av sinful money!"

A Quick Guess.

The small boy entered the shoe store and appeared to be bewildered. "What will you have, my son?" asked the clerk.

"I—I have forgotten what I was sent for," replied the boy, bashfully, "but—but it is something we have at home every time ma goes into the kitchen while the cook is there."

The clerk smiled knowingly. "Oh, I see. You want spats?"

"Yes, that's it, mister," replied the lad, his face brightening. "I came after a pair of spats."

Literal.

"What have you got in the shape of cucumbers this morning?" asked the customer of the new grocery clerk.

"Nothing but bananas, ma'am."

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ABSOLUTELY PURE—
free from coloring
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act as distributing agent for our well-known and well-worthy

WHITE HOUSE COFFEE

which is a product of our house we are mighty proud of. It
will pay you well to handle it—not only in "shekels" but in
satisfaction in KNOWING that in QUALITY you have the
"cream right off the top of the can." * * * * *

Boston ————— **DWINELL-WRIGHT CO.** ————— **Chicago**



Special Features of the Coming Season.

This time of the year is one of the two busiest periods of the year for the manufacturing departments of the wholesale clothing merchants. The past month has been devoted to rounding out the season's business, recording orders and completing the details for making the early shipments. The clothing factories have been engaged since early last fall in the production of the spring and summer garments, nevertheless the amount of work yet to be done is enormous to meet the dates for shipments from February fifteenth to the first of April. As Easter comes on March thirty-first this year all shipments must be made from a week to ten days earlier than the usual time in order that the retail merchants can have their new styles and fabrics ready for display before this important date.

The demand for high grade clothing has been the feature of the season, and as this demand was anticipated and preparations made accordingly, retail merchants have been able to obtain the class of garments desired. Trade with the visiting buyers during the past two months has been satisfactory. Certain retailers have demonstrated by their slackness in placing orders for the "good things" still to be obtained that they intend to wait until the season opens, and thus depend upon duplicating on good selling numbers. This will prove a most serious mistake when one considers the market conditions this season.

One of the most conspicuous changes in the styles for the spring and summer season will be the return of the natural shoulder for both under coats and overcoats. Dame Fashion has tabooed the broad shoulder effect, and it will be relegated to "out of date" until its next revival. The natural shoulder always gives more graceful lines to a garment; this is true as regards the undercoat, and even more applicable to the overcoat where the consequent deforming effect of the broad shoulders must necessarily be the more conspicuous.

Trousers to be correct with the new season's fashion should be moderately close at the hips, and the leg tendency is toward more shapeliness. For the average size man the measurement at the knee should show a width of eighteen and a half inches and the bottom from sixteen and a half to seventeen inches. In length trousers should be moderately short, coming only to the top of a very high heel and about an inch above the top of the heel of a low heel boot. With the very short trousers leg there should be very little spring at the instep; with such the over-gaiter should be worn. The side seams of trousers should be cord-welted in

accordance with the seam finish of the coat.

Waistcoats of the single-breasted style, and without a collar, will be the favorites and also be considered the correct style for this part of male attire. The opening will be decidedly convex and the closing may show either four or five buttons. With a four button waistcoat the cutaway points show about four inches, while the five button style shows shorter cutaway points. The average waistcoat length will be twenty-six inches, with a decided downward slant in front and hollowed effect from the front backward to the hips. While many waistcoats of the same material as either the coat or the suiting will be worn, this will be a season of marked display in the production of fancy waistcoat patterns.

While there will be nothing novel in any special feature of the sack coat for spring and summer wear, nevertheless the garment is a new design and somewhat removed from the conservative. The fit to the body is quite natural—what some would term one-half close; the shoulders are finished off soft and narrow, the length being from thirty to thirty-one inches for the man of average height. The back of the garment shows three seams, with or without a vent at the bottom of the center seam—only. The front opening has a low, downward slanting effect, giving the roll a long, narrow effect. The roll extends downward to about the center point between the breast and waist-lines. The fronts are boldly rounded at the bottom. There are two side pockets—showing in and out flaps. The sleeve finish shows a sewed-on cuff of about four inches, with from two to four buttons—such as may please the individual fancy. Single stitching of one-eighth inch wide finishes the edges of the garment, and the seams show the corded welt.

In styles for the cutaway frock coat there will be about an equal division of favor between the distinct cutaway front and the moderately full front. These garments will show a complete length of about thirty-eight inches for the average height man and the waist line will show about nineteen inches. The shoulder will be narrow and soft finished. The front opening shows medium length; and the lapels, which are well peaked, will be two inches wide. A distinctive feature is in the collar, which shows one and a quarter inch width at the ends and one inch and a half at the center back. The roll has a narrow slanting effect, extending to about halfway between waist and breast-line; the buttons are three, the third being on the waist-line. The sleeves show a three-button vent finish; the seams are lapped and single-stitched one-quarter inch wide to match the garment's edge finish.

In overcoats the Chesterfield and Paletot styles of these garments seem ever to be with us. The Chesterfield style of overcoat is always excellent and presents neat, stylish dressing. The average length will be from forty-two to forty-four inches; and the back shows the very

slightest shaping, being made in three seams with a vent at the center seam. The collar is of the material and the lapels are faced to the edges with silk. The edges of the garment are single stitched one-eighth inch, and the seams are cord-welted to match the edges. The sleeve finish shows two rows of double stitching to outline the imitation cuff effect. The front opening is of medium depth, and the roll extends to about two inches below the breast-line. The side pockets have flaps, and the breast pocket is a matter of individual taste.

The Paletot overcoat will, for the average man, show about nineteen inches at the waist line and an entire length of from forty-eight to fifty inches. The back shows a center seam to the waist line. The front opening is moderately deep and long, showing a decided slant. The collar, which should be of velvet, shows one and a half inches at the ends and two inches at the center-back. The sleeves should be finished with either a two or three-inch cuff, the three-inch cuff showing a tab over-cuff, closed with two buttons and the two-inch cuff merely an inch vent.

Solid color fabrics will be very popular, as will also materials showing invisible plaids, stripes and modest check patterns. Black and blue serges will be greatly in demand, especially the "blue-black" serge. Fancy worsted suitings will be favorites for the sack coat attire, as they will also be for the cutaway coat. Fancy waistcoats in almost an endless va-



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riety of patterns are being shown, and every man who can afford it will own a number of them. They add much to one's wardrobe and permit of many changes with but little trouble. For the Paletot overcoat fancy worsteds will be worn, as will also more dressy fabrics. A favorite material for the Chesterfield overcoat will be a fine basket wool and worsted, although all the materials usually made into this style of garment will be in keeping with the correct fashion.—Clothier and Furnisher.

How To Keep Cigars in Proper Condition.

We often hear jokes about the bad cigars druggists sell. It is because they do not sell good cigars that they don't have a larger trade. The fault is not in their buying, however, for they usually select good standard brands; the trouble is almost entirely due to the poor way they keep cigars.

There was a time when the cigar dealer was only a general shopkeeper, handling cigars just about as he did everything else, carelessly and with the least possible trouble. Nowadays it is different. If any man expects to sell cigars he should use scientific methods for keeping his stock sweet and moist and fresh, otherwise smokers, at least the trained ones, will not buy of him.

In our store we have two zinc-lined cupboards behind the counter, with rubber-sashed, air-tight, glass doors and moisture trays under each shelf. The shelves are slatted, being about two feet apart. The cabinets extend from the floor to as high as can be conveniently reached.

The rear part of the store is partitioned off with glass. Built around three walls are shelves, each divided into compartments about two feet square. Surplus stock is kept in this room, which we call the humidor. The floor is of red brick, overlaid with sand. Water is occasionally sprinkled on the floor, which, being porous, remains moist. This is the only means used for keeping the humidor moist. The wet bricks maintain an atmosphere of the dampness of the Cuban climate in which the cigars were manufactured.

The druggist may not be able to have all these conveniences. If he has a large stock—that is, large for a druggist—he can probably afford a zinc-lined cigar cupboard.

But for the average drug store stock the showcase will fill all the needs. This should be built to order.

The upper, or display, part of the case should have a slatted bottom, beneath that a moistening pan, and beneath the pan an air-tight floor. The lower part, for surplus stock, should have a slatted bottom, beneath that a moistening pan, and beneath that another air-tight floor. The doors to both sale and stock compartments should fit snugly, and should never be left open. The lower doors should fit especially tight. To get the best advertising effect the whole case, except the doors, should be of glass. At the top, in the rear of both sale and stock compartments, should be fastened "moistening rods," as we call the perforated tubes cus-

tomarily used. There is much contention among cigar men as to whether moisture rises or settles; the easiest way and surest way is to have a rod above and a pan below the stock.

It is in the use of these pans that the druggist is most frequently in error. Nine times out of ten he will fill the pan with water. This is all wrong. The pan and rod should simply contain damp cloths or asbestos. It is just as detrimental to the cigar to overmoisten as not to moisten at all. Once a cigar is overmoistened it is spoiled.

No moistening at all is needed in summer, the natural atmosphere being sufficiently humid. It is in winter that care should be taken to prevent the stock from becoming dry.

Never leave open boxes of cigars outside of the case, unless the sales are very rapid.

Full Havana cigars need more moisture than the seed Havana, and the latter more than the cheaper grades. The full Havana should always be so moist that pressure between the thumb and finger will not give that crackling sound which may be heard when a partly dry cigar is pressed. At the same time it should be dry enough not to feel damp. Cigars may be kept for a very long time with proper care, and the best cigars may be spoiled in a week by carelessness.

Cigarettes and smoking tobacco should be kept free from artificial moistening; in fact, the open shelf is the best place for them. Cigarettes will mold and rot very quickly if not kept dry. For this reason cigarettes and cigars should never be kept in the same show case, except in summer, when the moisteners are not in use.

Fine-cut and plug tobaccos need no especial care, as they usually contain enough glycerin to keep them moist. H. A. Miller.

When Douglas Held Lincoln's Hat.

I was favored with a place in front of the great portico of the Capitol, from which I could distinctly see and hear every part of the official function. I saw Lincoln step forward to the desk upon which the Bible lay—his rugged face, appearing above all those surrounding him, calm and sad, but so unlike any other in that distinguished assemblage that one might well have doubted how he and the others could work together. I saw Senator Douglas, his defeated antagonist, the "little giant" of the past, who only two years before had haughtily treated Lincoln like a tall dwarf, standing close by him. I witnessed the remarkable scene when Lincoln, about to deliver his inaugural address, could not at once find a convenient place for his hat, and Douglas took it and held it like an attendant while Lincoln was speaking. I saw the withered form of Chief Justice Taney, the author of the famous Dred Scott decision, that judicial compend of the doctrine of slavery, administer the oath of office to the first President elected on a distinct anti-slavery platform. I saw, standing by, the outgoing President, James Buchanan, with his head slight-

ly inclined on one side, and his winking eye and his white neckcloth—the man who had done more than any other to degrade and demoralize the National Government and to encourage the rebellion, now destined to retire to an unhonored obscurity and to the dreary task of trying to make the world believe that he was a better patriot and statesman than he appeared. I heard every word pronounced by Abraham Lincoln's kindly voice of that inaugural address, which was to be a message of peace and good will, but the reception of which in the South as a proclamation of war showed clearly that no offer of compromise, indeed, that nothing short of complete acceptance of their scheme of an independent slave holding empire, would have satisfied the Southern leaders.—Carl Schurz in McClure's Magazine.

A tin halo makes a fine trap for a man to get tangled up in.

The poorest use of time is to spend it counting the minutes.

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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.

THE MINING MAGNATE.

The Mystery Connected With His Disappearance.

I had made a request of John Ford some months previous and he had promised to grant it.

"I want to go with you sometime when you're going to work on one of your cases," I had said. "Some day, somewhere, somehow I am going to tell the world about you, and who ever heard of a detective's historian who didn't go with him and watch his massive intellectual machinery while it performed the feats of solving apparently unsolvable mysteries? Look at Sherlock Holmes, look at—"

"All that sort of rot, eh?" interposed Ford, genially. "Well, my boy, the next case I have that is a case worth your while to watch you shall come along. Until then, be patient."

Now my patient waiting was at an end. Ford had left our rooms before I awoke on this morning, and, true to his considerate nature, instead of waking me he had left me a note.

"I've got the 'case that is a case,'" he wrote. "Meet me at the Annex at one."

He had a table well out of the way when I met him. It was located in a corner with a pillar directly before it.

"Hah, hah!" I said. "Sherlock Holmes' methods right at the beginning; mysterious detective in mysterious corner behind pillar where he can watch without being observed, and—"

"Where he can eat without paying his check," said Ford. "For by all the heavens that's going to cost you the price of this meal. And it may please you to know that I haven't been as thirsty and hungry for a year as I am right now."

"And the case?" I suggested.

Ford gave his order.

"Oh, yes, the case, to be sure. It is a peach. Did—did you ever hear of Dolman?"

"Moses J.?" I asked.

"The same."

Had I heard of Dolman? Who had not heard of Dolman! Dolman, the President of the Great Lakes Ore Company, whose march toward the position of king in the Superior copper region had been heralded in the daily press with head lines four inches high. Had I heard of Dolman!

"Do you think I've been deaf and blind and incarcerated in a pesthouse for the last week?" I demanded. "Of course I've heard of him. Why, he's the most talked of and written about man in the country at the present time."

"Yes," said Ford, tersely, "and the most sought for. Moses J. Dolman is lost."

"Is what?"

"Lost. Vanished. Missing since yesterday. Gone off the face of the earth like a puff of smoke. I have been engaged to try to find him. That is the case. Do you want to watch it?"

It was the first time I ever had been invited by him to partake in any of his work. It was the first time that I ever had been face to face

with a detective case. The sense of mystery, of romance and adventure which the bald statement of the single fact that Dolman was missing conjured up, took hold of me and made me excited. I knew now why detectives stick at their profession long after they have any financial need to do so, and why the pecuniary benefit which they experience at the successful prosecution of a case becomes to them a secondary consideration.

"Of course I want to watch it," I replied, hastily. "You couldn't have chosen a better case for me. I'm much obliged. It starts out like a case used in a certain story."

I mentioned the name of the story and the name of the author, both well known.

"H'm!" said Ford. Nothing more. He wasn't pleased. Presently he said: "Well, if you want to come along you may. I may need your help. Here is the story of the case:

"Day before yesterday Dolman made arrangements to secure a ninety-nine year lease on the Norse-American Ore Company's property. The way in which he did this is a little story in itself and has some bearing on the case. Dolman, as you know if you have been reading the recently published newspaper biographies of him, began by wielding a pick and hammer on rocks up in the Lake Superior region. He was the typical rough mining prospector. One of his associates of those days was Hanson, the old Norwegian President of the Norse-American Company. Hanson and Dolman were friends, worked together, drank together, and all that sort of thing. Hanson stayed up North; Dolman went to Wall Street and took up the Stock Exchange game. Hanson got rich! Dolman—well, Dolman is, or was, Dolman!

"The Western Mining Company—the Rosenfeld syndicate—was bucking Dolman for possession of the Norse-American ore. The directors of the latter company wanted to let it go to the Western—because they wanted to be connected with that syndicate—and then Dolman stepped in. He had a long distance phone talk with Hanson. The upshot was that Norse-American was to lease to Dolman.

"This was a month ago. Negotiations had to be made, and the deal was to be closed to-day. Yesterday, before a paper had been drawn or any record made, Hanson was stricken down with a stroke of paralysis. He's lying up there in bed now, in Duluth, with one side paralyzed, half blind and half speechless, just able to move and articulate, with the doctors saying that he will be over the worst part of his stroke in seventy-two hours—unless he dies before then. In the meantime the directors of his company are going around praying that he will die, because if he does die, or if they can declare him irresponsible and incapable, they will be masters of the situation and able to sell where they want to—to the Western people. If he doesn't die Hanson will sell to Dolman, if Dolman is found."

"And Dolman?" I cried, excitedly.

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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.

"Dolman is missing, that's all. He disappeared almost simultaneously with the news of Hanson's stroke. Been missing since yesterday. If he were not he would be at Hanson's bedside now, with the papers ready for Hanson to sign before he died."

"But he isn't," I said. "Then they've—"

"They've what?"

"They've—"

"Who are 'they'?" he asked.

I sat back nettled. "Well, if you don't want me to speak, I won't," I said. "Thank you."

Ford smiled. "You were going to jump at some conclusion, and I didn't want you to do it," he said. "It is not well to do that even if you don't commit yourself to the conclusion. It's confusing. Don't be irritated. I didn't want you to speak hastily. Order a cigar. Now, what were you going to say?"

"You know, because you stopped me in saying it, knowing what it was. It looks as if the interests opposed to Dolman had kidnaped him to keep him out of the way until Hanson dies or becomes helpless—if he succumbs."

Ford smoked. "Dolman," said he, "weighs 280 pounds. He is 6 feet 2 inches tall. He is a giant in strength. He doesn't drink. For the week past he never has gone out without being accompanied by a powerful private detective. Now, how does the kidnaped solution sound?"

"But when did he disappear?" I asked. "How did he disappear? How could he disappear if accompanied by a private detective?"

"He disappeared at noon yesterday. The last supposed to have been seen of him was as he left his table at the club after lunching. The detective had stepped out of the room for a few minutes. When he came back Dolman was gone. The detective sat down to wait, thinking that his employer merely had stepped into the card room, which adjoined, for a chat with some friend. When he did not appear the detective promptly spread the alarm, but Dolman was gone—as completely gone as if he never had been; just vanished out of the club. The doorkeeper did not see him go out; no one had seen him after the detective had left him. He had just faded away."

"That is all there is to the case so far as I am concerned. Dolman vanished from the luncheon table of his own club. My work is to find out how and where he went."

I said nothing. The possibilities of the situation were too stupendous for me. Here was the possession of thousands of acres of valuable mineral land at stake. Here were two great forces. Dolman and the Rosenfelds, fighting for it; the man who swung the balance in the favor of Dolman suddenly stricken helpless; and Dolman himself was missing inexplicably!

The tale, its circumstances and characters, ran around in my head in chaotic fashion. I couldn't think clearly enough to have a deduction beyond the impulsive, superficial one of my first surmise. I sat dumb.

"Well," said Ford, "what do you think?"

"I think you've got your work cut out for you," I said.

"Why?"

"Because you have got to find the trail of a man who has disappeared as completely and untraceably as if he had gone up in smoke," I replied.

"Oh, no. The fact is that the case is simple—after it is worked out. At the same time it is an interesting one—or I never would have troubled you to come down."

"Simple!" I said. "Why, you talk like a professional mystifier. Now you are putting on Sherlock Holmes airs! Don't talk cant to me! There is nothing simple about this case, and you know it."

"Oh, yes; it's simple—like all riddles after you have solved them."

"After you have what?"

"Solved them."

I looked at him more in anger than in amazement, I think.

"Do you mean to sit there and say that you've solved this case?" I demanded. I felt like a child who had been deceived.

"Yes. I solved it this morning," was Ford's answer. "However, I can not give the solution away. You've got to continue to be in a state of mystification until 6 this evening."

"What then?"

"Then I will have my case complete and will divulge it and all the details to you. In the meantime you are to help me."

"How?"

"You are to become a newspaper reporter—now, hold on! This is only going to last until 6 o'clock. You are to pretend that you represent the Daily World-Gazette. Your paper has received an unconfirmed report that Dolman has been found helpless in the negro quarter of Louisville, Ky., the victim of an attack of aphasia. You go to the Chicago offices of Dolman and of the Rosenfeld syndicate and seek corroboration of this report. Of course, they can't corroborate anything, because they do not know any more about the news from Louisville than you do, but you'll serve your purpose just the same."

"They'll jump at the assumption that Dolman is a victim of aphasia and seek to get the truth of the matter. You are to make three calls at both offices, an hour apart, each time affirming that the Louisville correspondent of your paper insists that his source of information is reliable. Of course, there's a chance that Dolman or the Rosenfeld people may 'phone the World-Gazette office and discover that you're a fake, and then probably you'll get thrown downstairs. But you've got to take that chance. Do you want the job?"

"Yes, of course," I said, indignantly. "But tell me, Ford, then the Western people haven't—"

"Wait until 6," he cut in. "Meet me here at 6 and then you'll know just what has and has not been done."

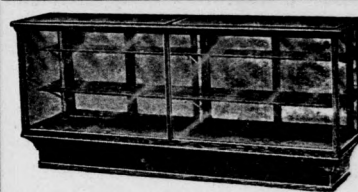
"You'll have the case settled then?"

"Completely. So long."

I played my little part in the affair with a success which I hardly hoped for. My utter inexperience in such work, my ignorance of newspa-

per usages, and my obvious nervousness made me appear to the sharp eyes of the head men in the two offices which I visited just what I avowed myself to be—a green, cub reporter. But if I was of little significance in my assumed profession, the alleged news which I bore was not, for the moment I broached it my hearers began to show excitement.

I don't know whether it was Dolman's own office or his rival's which was the more excited over the news. Both promised to do all in their power to discover whether the report was true, and promised to try to have something definite to tell me when I called again. I called three times, as directed by Ford, was not thrown downstairs, and then it was time to make for our reserved table in the



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Annex. I went to the appointment as fast as wheels and horse flesh could take me and marveling and guessing wildly at what I was to hear.

Ford was not at the table when I reached it. My heart fell. Then something had gone wrong, and I was not to have my curiosity gratified? I sat down. I waited five minutes—minutes that were hours—and then he came briskly in.

"Had some trouble getting a telephone connection," he said as he sat down. "Sorry to have kept you waiting. Did you fool the office men all right?"

"I don't know," I said. "I told them what you told me to tell them. They got excited over it and tried to verify the report."

"Good! Then you fooled them, and we are safe. First we'll eat. Then we'll smoke. And then it will be about 7:15, and then I will begin to tell you my story, for at 7:45 I expect something that will save a whole lot of telling on my part."

Ford made a good diner. I didn't. I didn't have the patience to fool with oysters and soup and meat. When it came time for the coffee and cigars I began to take an interest. Coffee and cigars go well when you are trying to dissemble a burning curiosity.

"Well," I said at 7:15.

"Well," said Ford, "now I'll explain:

"When I first was given the details of the case I, like you, or anybody else, jumped at the conclusion that Dolman had been kidnaped by agents of the Western Mining Company, or by the directors of the Norse-American Company, immediately upon the announcement of Hanson's stroke. It was the natural supposition; and both cliques, working for the same end, are unscrupulous enough to go to almost any extent to attain it. They have been accused of conspiracy, have been suspected of murder—a little thing like a kidnaping wouldn't cause them to hesitate for an instant if it was necessary in their estimation. And it was so obviously to their advantage to commit such a crime just at this time, when millions hung in the balance, that such solution of the case was the first one to be thought of.

"I first went to the club where Dolman had disappeared, taking the private detective with me. He went over his story for me in every detail, told just how he had left Dolman when he stepped out at the fatal moment, and how Dolman was missing when he came back. That was all he knew. The mystery was as inexplicable to him as to any of us. I thanked him, sent him into the card room to wait for me, and called the steward. The steward was as empty of information as the detective. He had seen Mr. Dolman at luncheon with the detective. That was as much as he knew.

"Would it have been possible for any one to kidnap a man out of the lunch room at the time which the kidnaping must have occurred without being seen by some of the club employees? Well, a man might have been kidnaped out of the lunch room,

for that was deserted save for Mr. Dolman and his friend, but he could not have been taken out of the building, for there was only one entrance, and the doorkeeper never left that.

"But the doorkeeper might have been bribed? Yes, but there was a man in the check room near the door, and the messenger boy on the bench. No, the steward was sure that no one could have been taken out of the building without being seen. And that was the only place where any one could get out or be taken out? Yes; there was no other door. None at all? No, none at all.

"I dismissed him and examined the doorkeeper, the messenger boy and the man in the check room. They all had been at their places at the hour when Mr. Dolman had disappeared. It was after the busy hour of the day and few people were going out or coming in. They were quite sure that no one could have passed them without being observed?

"It's my business to see them, sir!" said the doorkeeper, indignantly.

"I left him and went back to my seat in the lunch room. I tried to get out of the club without being seen. First I tried the front door, but it was an impossible thing to do. Then I tried to find a window; but there was none on the floor that had been opened for a month, and I gave that up.

"I called the steward again. 'Tell me,' I said, 'if anything unusual or peculiar happened in the club yesterday, either among its members or the employees.'

"You don't look for much imagination in a club steward, and you don't find it. No, this man was sure that nothing unusual of any sort had taken place in the club yesterday. Nothing? No, nothing. Think, now; nothing?

"Well," he said, finally, 'there was a little bit of a row in the pantry yesterday, at least so it would seem.' I asked him what it was.

"Why," he said, 'somebody who had a grudge against the pantry man slips up behind him, sir, and clouts him over the back of the head with a rolling pin, knocking him senseless and skipping away before he could get up to see who it was. But they fight quite often, sir, in the back of the house. Nothing unusual. I'm sure there was nothing took place what could be of any use to you, sir.'

"No," I said, 'of course not. Much obliged. By the way, is there any door to the pantry?' 'Yes, of course.' There was an alley door, where supplies were received. It never was used except for this purpose, however. That was all.

"I sat down and thought. I saw now that Dolman could not have been kidnaped. To render a man of his size and makeup helpless, even with the aid of the most powerful drugs, would have been impossible under the circumstances existing. Even had this been possible, it would have been impossible to have removed him from the club building, or to have secreted him in it, without having attracted the attention of half a dozen employees. So he had not been kidnaped. But he had unquestionably vanished. The thing to do was to find out how.

"He hadn't gone out the front door. This I had convinced myself of. But he had gone out. There was only one other way that he could have gone—only one other entrance or exit. That was the door in the pantry—the door to the alley, near which the pantry man had been stricken down, as he supposed, by one of his fellow workers who had a grudge against him. And if he went out at this door he went on his two legs, secretly, for his own reasons, and with the knowledge and abettal of his guard, the detective. And if this was so, then he had gone in a hurry and with a definite aim.

"Taking the pantry man with the broken head as the only possible clew to Dolman's mode or direction of disappearance it was necessary to discover before going further just how the man had been hurt. I accordingly went down to examine him, and at the same time I discovered that if he watched his time a man might go straight from the lunch room to the pantry exit without being seen save by the pantry man.

"I found the man none the worse for the knockout that had been administered to him. He hadn't been clouted over the head with a rolling pin, as he thought, although he swore that the chef, with whom he had had some trouble, was at the bottom of the assault. He'd been knocked out from behind with a blow from a fist that had felled him like an ox under the hammer. There was no cut nor

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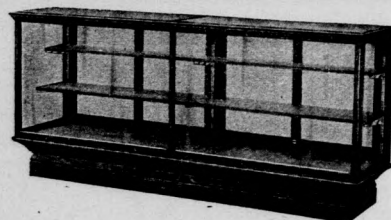
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long sharp welt such as a pin or other wooden or metal weapon would have made, only a slight contusion. He didn't know how it had come himself.

"He was going toward the alley door, having heard wheels stop outside it and thinking that some provision dealer's wagon had come to make a delivery, when he heard a step behind him. Before he could turn he got the blow and the next thing he knew was a minute later—at least he judged it to be a minute—when he recovered consciousness on the pantry floor with no one in sight. There was no wagon outside when he looked; he had been mistaken in thinking that the wheels had stopped there.

"I went back to the detective in the card room, told him that I had found nothing, but that I wanted to see him at the club that afternoon, and then I came to meet you at luncheon."

"But what in the world did my running around with that fake report have to do with all this?" I asked, as he paused. "You said the case was simple; I find I'm more in the dark than ever before. Go on."

"I sent you on your errands because it was necessary to keep everybody, even his own office force, in ignorance of Dolman's whereabouts. So I placed him in Louisville, which is just about as far from the true place as he could have got in the time given."

"Do you know where he is then?"

"Yes. But that's getting ahead of the story. After lunch I went back and met my detective at the club. Before we were even seated I asked suddenly: 'Why didn't you chloroform him?' It took the man completely off his guard, as I had planned, for it was plain to see that he had been laughing inwardly at my supposed failure. 'Chloroform who?' he demanded.

"The pantry man," I said, speaking hurriedly. "Don't you know that men sometimes are killed when knocked out by being hit in the back of the head?"

"He tried to face me down, but it didn't work. Finally he broke into an uncontrollable grin. 'Well, I'll be d—d!' he said. 'How in — did you get next to that? But, anyhow, that's all I know. I slugged the fellow on Dolman's order. He said as soon as we sat down to luncheon, 'Clear a way for me to the pantry door. I've got to get out without being seen. If there's any one in the way, put them out of it.' Then we went down the hall together, myself well ahead. I waited until the pantry man had his head turned from the hall, then I stepped up and biffed him. My work ended there. Dolman sprang past me, swung open the door, jumped out, slammed it after him, and I hurried back to the luncheon room, where I waited a while and then raised a holler, according to his orders. I also kept my mouth shut about things, as he had ordered. That is all I know about it. He's lost so far as I'm concerned. I don't know where to look for him."

"I bade him good-by in a hurry. My case had worked out perfectly,

so far. Now I had only one more thing to do, and that was a more difficult thing than trailing Dolman out of the club, because I had to put it in the hands of another man. But I did it finally, through a long distance 'phone call, and so the case is complete and solved."

I stared at him in amazement. Was he going crazy?

"Solved nothing!" I cried. "Where is Dolman? Where did he vanish to? And why?"

"Don't shout so," he said quietly, for my voice in my excitement had risen to more than an ordinary conversational tone. He looked at his watch and swore slightly under his breath. "It's 7:47 now," he said, "and I should have had word at 7:45."

I confess I had forgotten all about the time. Now I remembered what he had said about "expecting something" at "7:45." As I looked quickly at my own timepiece the waiter brought a telegram for Ford.

"Here's the 'something!'" he said, tearing the envelope. After a single glance, as if he already knew the contents by heart and wished merely to reassure himself, he passed the paper to me. The telegram was dated Duluth. It was addressed to John Ford, care of the Annex dining room. It was signed by Dolman and read:

"I don't know who you are. I never heard of you. I want you on my pay roll. You win. I did take cab at club rear exit to depot and train for Duluth. Also closed with Hanson. Meet me Thursday, 3 p. m., at club to tell how you knew."

"He's in Duluth?" I gasped. "He went to Hanson's bedside—and—and—how did you know?"

"Where else could he have gone?" asked Ford. "I discovered something that no one else knew—that Hanson had wired Dolman the day before the stroke came that he, Hanson, feared a breakdown. Dolman had kept in constant touch with Duluth regarding Hanson's condition. Five minutes after Hanson was taken down a wire was started informing Dolman of the fact.

"All this I learned through a friend of mine, a police sergeant at Duluth. Dolman promptly had gone secretly to his old friend's bedside, for if he had gone publicly his enemies would have found means to keep him from seeing the sick man.

"Through the sergeant I got trace of him and Hanson. They were together; Dolman had gone straight to Hanson's room. I then wired the sergeant a message to give to Dolman if he could find him. He found him. This telegram is an answer to mine. I told Dolman what I knew and that I was working for his office. That's all; simple, isn't it?"

"Oh, yes," I said, "awfully simple. Let's have another smoke until my brain gets straightened out."

James Kells.

Horseless Age.

Paris last year ate 22,500,000 pounds of horseflesh. The horseless age has not yet arrived.—Live Stock World.

He darkens his own way who makes light of the troubles of others.

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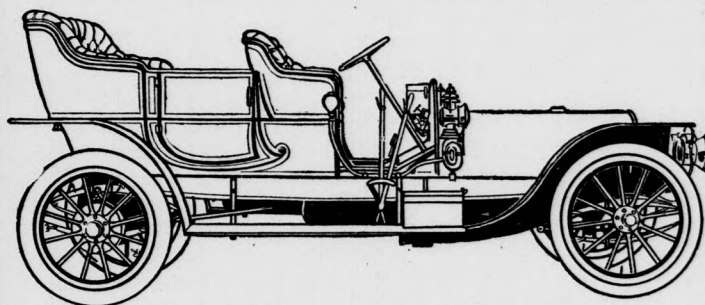
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How Buckner, the Shoeman, Got a Boost.

On a bright, wintry day the business manager of the Spottsville Gazette was walking leisurely along a lonely and sequestered road when he chanced to meet a wayfarer. The wayfaring man was tall and cadaverous, but withal neatly appressed. The business manager especially noted the style of the elegant and costly cloak, whose ample collar, turned up as it then was, almost, but not entirely, concealed the stranger's ears. If the ears had been entirely concealed the business manager could not have been absolutely sure that the stranger had any ears at all. The wayfarer carried a beautiful gold-headed cane, and also an air of evident sadness. From the first the business manager was struck, not alone by the distinguished dress and deportment of the stranger, but as well by his dolorous manner. He looked as if he had eaten something and couldn't forget it. The business manager's sympathies were aroused.

"Good morning, sir!" quoth the business manager, who had been taught to be polite when he was yet in kilts. "This is a fine day!"

"Indeed, sir," replied the stranger, "it may seem so to you; but I can scarcely concur in your opinion respecting the day. Methinks there is a damp and chilly feeling in the air which utterly disqualifies the day for any such extravagant compliments. I very much prefer to regard it as altogether bum."

"I hadn't noticed its being damp," said the business manager with an injured tone, "in truth, it is so rare that I have an opportunity to saunter forth most any old day looks good to me."

"Fortunate you are," retorted the stranger with suppressed bitterness.

"Then you don't love Nature?" enquired the business manager.

"I can not say that I am at present ardently devoted thereto," replied the stranger. "Indeed, I may truthfully say that Nature and pretty much everything else have an exasperating way of getting on my nerves. Perhaps it will surprise you," continued the stranger, "when I tell you that even the carolling of yon mottled mocking-birds, instead of filling me with pleasurable emotions, really irritates me—so much so, in truth, that I fear I should be strongly tempted to do violence to their little necks if I could get hold of them—which, of course, I can't."

"Indeed!" exclaimed the business manager; "is it so bad as that?"

"Pshaw!" quoth the stranger. "I haven't begun yet to tell you how positively bad it is."

"Then all I can say, sir," said the business manager, "is that I feel very sorry for you."

"I am much obliged to you for your sympathy, sir," said the stranger, "but I am inclined to fear that

such a sentiment will not help my business to any appreciable degree."

"Then you are a business man?" enquired the business manager.

"People sometimes call me that to my back," said the stranger.

"What, if I may enquire, is your line?" interrogated the business manager.

"I am supposed to sell shoes," coyly responded the stranger. "On a prominent corner in yon city, the tops of whose sky-scrapers you may see nestling there between the hills, stands my little shop." (And the stranger pointed with his stick.)

"Ah!" remarked the business manager "that's where I hang out, too—I mean to say, sir, that the city in which you dwell is also the one in which I reside. This is, indeed, a coincidence. It's a wonder I never met you before."

"I often meet people who seem surprised to learn that I am about," remarked the stranger with bitterness. "I presume it is the penalty of not being born a freak. If I had, say, three eyes instead of two, the good people of our town would associate that peculiarity with my name, and thus be able to recognize me on sight."

"But we are drifting from the tenor of our theme," said the business manager; "we were speaking of your business."

"Not my business," said the stranger, "rather the lack of it."

"Isn't trade good?" enquired the business manager, surprisedly.

"Trade is good all right," said the stranger, "but the rub with me lies in the circumstance that I don't get any of it."

"How's that?" enquired the business manager.

"Well, now, friend," observed the stranger, "you'll have to ask me something easier."

"My impression even from earliest childhood is that the selling of shoes is both a remunerative and pleasant business," said the business manager, "and I am indeed astonished to hear your testimony to the contrary. The men from whom I have bought shoes from time to time have struck me as being of the prosperous sort."

"That may very well be, sir," said the stranger, "inasmuch as this prosperity of which you speak is both capricious and sporadic in the bestowment of her benefits."

"Will you please say that again and say it slow," asked the business manager.

"I mean, sir," said the stranger, with a rising inflection in his voice, "that prosperity has her favorites; that some men are born lucky through no fault of their own; that trade comes to such people as a matter of course; and that, when a man of this fortuitous type gets into the shoe business, he gobbles up the profits. In the summer time his wife and daughters spend the time bathing in the surf at some seaside loafing place, or amuse themselves studying the spiral genesis of thought, in the summer Chautauqua Course of Psychology, while our wives and daughters are baking pies and moping the bath room. Yes; they are prosperous all

right," concluded the stranger—"when they are pets of fortune."

"You will pardon me, sir," said the business manager, "if I tell you that my own private opinion (orally expressed) of that proposition is that it is nothing more than tomy-rot and bosh."

The stranger looked abruptly at the business manager.

The business manager was observing a cow mildly browsing around on the frost-rimmed bluegrass of an adjacent hillside.

"I have an idea," said the business manager with a suggestion of merriment in his bluish gray eyes, "why don't you quit the shoe business and raise breakfast food for cows? Perhaps this same fickle Goddess of Fortune who has erstwhile been so unkind to you might thereupon relent."

"I fear, sir, you are jesting," said the stranger.

"Consider the proposition, friend," said the business manager. "Isn't grass breakfast food for cows? And are we not informed in the Bible that the rain descends upon the just and the unjust alike? That, you must admit, is a pretty broad classification: I think, perchance, it would include you. Well; all grass needs is an ample supply of sky-juice. Don't you begin to see possibilities in my proposition?"

"I am half inclined to proceed on my journey," said the stranger, tentatively.

"I pray you reconsider the matter," said the business manager, "I am loath to part company with one who interests me so thoroughly."

The stranger looked embarrassed. "Do you handle a good line of shoes?" enquired the business manager.

"Aye, that I do, sir!" said the stranger, brightening up.

"Have you got a good location and a well equipped store room?"

"Indeed, I have, sir!" said the stranger, with growing curiosity.

"And do you advertise?" asked the business manager.

"I make no bones of saying I don't," said the stranger, somewhat curtly.

"Why not?"

"Because I do not believe in it," said the stranger. "I hold, sir, that honest treatment and dependable wares are in themselves sufficient advertisement. If people want to be humbugged, let them go and be humbugged; if they want shoe value for their money, I try to give it to them. I have neither faith nor patience with this publicity talk."

The business manager first surveyed the stranger from head to foot, and then he spat thoughtfully on a ragweed that grew hard by the wayside. Having so done, he turned again to the stranger and observed, more with pity than with anger:

"Friend, I am not surprised that you have a hard time of it. Indeed, the marvel to me is that you are able to meet your bills. How do you do it?"

"Fortunately, sir," said the stranger, "my wife gets a little monthly income from the estate of a deceased

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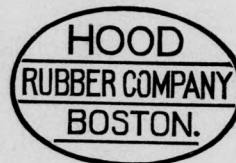
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Grand Rapids, Mich.

uncle; otherwise I fear I should have to make an assignment."

"Would you like to build up a big, paying business, friend?" enquired the business manager, gently.

"Oh, sir!" exclaimed the stranger, "I should be ever so tickled to do it."

"Maybe I can help you in the matter," said the business manager, simply.

"And who are you?" enquired the stranger.

"I am the business manager of the 'Spottsville Gazette.'"

"And how can you be of service to my trade, sir?" asked the stranger.

"I'll advertise it; turn on the lime-light; put you in the very glare of publicity; focus all eyes upon you and your store; so that the people will elbow each other trying to get into your place of business."

"Oh, sir!" said the stranger, "can you do that?"

"Sure!" said the business manager.

"And what will this publicity talk cost me?" enquired the stranger.

"Never mind the cost; we'll discuss that later. You come to my office tonight at 8 o'clock and I'll unfold the details of an advertising campaign that'll make your hair stand on end. Will you come?"

"You can look for me a few minutes before 8," said the stranger, with the eagerness of a school boy who has just discovered a new watermelon patch.

"And now, sir," said the business manager, "I will bid you a good afternoon, for the shadows are begin-

ning to lengthen. Remember the hour!" repeated the business manager.

"At a quarter of 8," called the stranger, as he turned on his heel and swung his stick like a drum major.

As the stranger walked with a springing gait along the road which skirts the hill the cow on the adjacent slope looked up from her eating, and watched his retreating figure with mild interest. On a dry spar in the top of an old white oak tree a solitary woodpecker was beating a sad tattoo. When he saw the stranger he looked up, too. In the meantime the sun was gradually sinking in the west, as usual. Presently the stranger began to whistle.—Cid McKay in Boot and Shoe Recorder.

Scientific Farming Pays.

The farmer who attempts to investigate the necessities of his occupation finds that success comes from the proper cultivation of the small tracts of land. A Texas cotton planter tried the experiment last year. He planted five acres to the best cotton seed obtainable. He cultivated that little field twelve times. The work placed the soil in perfect condition, conserved moisture and kept down the weeds. The returns were cotton and seed valued at \$914.90. That amount was more than some of the oldtime farmers received from fields of forty acres handled in the old way. It demonstrated to the farmers of that district the truth of the claims advanced by business agriculturists that the small tract well tilled produces the best returns.

New Work for the Physician.

The doctors are rechristened—they are to be immunizers. Our blood contains red and white corpuscles that float in a yellowish fluid, plasma, or serum. There are 500 times as many red corpuscles as white, hence the color of the blood. But the white corpuscles or leucocytes are the soldiers of the system that help to resist the disease bearing germs. There seem to be in the serum of the blood other agencies which resist and kill bacteria, and the white corpuscles swallow the slain and carry them off the field. These defending and protecting powers within us may be strengthened indefinitely. Sir Al-morth Wright recommended inoculation for typhoid some eleven years ago, and now it is practiced successfully in India. It is not necessary, however, that we be immunized against all the hosts of germ diseases that flesh is heir to. Against many of these ills most of us are immune; but the doctor, the medical immunizer, must find out what are the best vaccines or alexines, otherwise resisters, to give us when disease shows itself. That is the duty that lies before us, says Dr. Wright. It is a new science and a new art, of unbounded potentialities.

Geometry from the Far East.

Did we learn our rule of three and our Euclid from India? Researches have brought to light astronomical tables in India which must have been constructed by the principles of geometry. Some are of the opinion that they have been framed from

observations made not less than 3,000 years before the Christian era; and if this opinion be well founded the science of geometry must have been cultivated in India to a considerable extent long before the period assigned to its origin in the West, so that many of the elementary propositions may have been brought from India to Greece. The Indians have a treatise called the "Surya Sidhanta," which really professes to be a revelation from heaven communicated to Meya, a man of great sanctity, about four millions of years ago. This book contains a rational system of trigonometry which differs entirely from the first known in Greece and Arabia. In fact it is founded on a geometrical theorem which was not known to the geometers of Europe before the time of Vieta, about two hundred years ago. And it employs methods of demonstration unknown to the Greeks, who used others. The former have been attributed to the Arabs, but it is possible they have received this improvement in trigonometry, as well as the numerical characters, from India.

Was a Bank Director.

A stranger in New York asked a newsboy to direct him to a certain bank, promising him half a dollar for it. The boy took him about three doors away and there was the bank. Paying the fee the man said: "That was half a dollar easily earned, son."

"Sure," said the boy, "but youse mustn't fergit that bank directors is paid high in Noo Yawk."

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and if you find the imprint of the maltese cross you are "right" on rubbers. Do you know that we make the most complete line of Leather Tops on the market? Well, we do, and one of the strongest shoes in the line is our DUCK R. E. MANITOBA 16 in Grain Top at \$2.25. It knocks them all. Sample cases or pairs sent freight prepaid.

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236 Monroe St., Chicago

THREE SEALSKIN COATS.

Their Sale Consummated by Composite Politeness.
Written for the Tradesman.

When Uncle Joshua Galloway hies himself to town he always goes loaded with money. The clerks in the stores in the city of 100,000 don't know this, and he doesn't intend that they shall, so far as he's concerned.

Uncle Joshua Galloway is not, as is common to so many of his walk in life, a bit stingy with the people of his farm home. He is even more generous with them than many a city dweller of twice or thrice his annual income, which, by the way, hovers around the \$10,000 mark. To be sure, he doesn't bear many of the earmarks of a \$10,000 yearly stipend, neither is his language free from the tell tale indications of a lack of early pedagogic training; but his heart is in the correct location of his anatomy, and that's more than can be recorded of many a city chap, and of vastly more importance than mere "book l'arnin'."

Uncle Joshua Galloway's house and barns show his thrift and his broad acres testify to good selection and no lazy attendance thereto. His animals run to him at the sound of his voice and to hear Old Doll and the rest of the horses whinny and see them lay their heads on his shoulder is to know that he is never harsh with them. Even the chickens would walk all over him if he'd let them; they don't know what fear is with him. The cats and dogs follow him wherever he goes around and about the house and when he sits down they drop contentedly at his feet, happy to be in his presence.

The crops and garden truck turned out fine with Uncle Joshua last summer, and this January he decided that he would take advantage of the reductions on fur coats and would invest in three of as nice ones as he could find in the city of 100,000. I mentioned and make a present of them to his wife and two pretty daughters.

He didn't care much where he got them. He has no special store where he trades, preferring to try different stores and go to several that "treat him right."

Now, "treat him right" doesn't refer particularly to price. There are other things that Uncle Josh takes into profound consideration. These must include a show of human interest besides a desire to get at the strings of his moneybag. He doesn't look for the manners of the drawing room in those behind the counter, but he does expect service bearing the stamp of courtesy at the least. He wants his parcels to stay tied up until he can get them into his waiting wagon. In winter he would like an invitation from the floor-walker to make himself comfortable at the "hole in the floor" where the heat comes up and in the summer he has a predilection for the offer of a large "pa'm-leaf" fan to cool his perspiring brow.

Now, if Uncle Josh only knew it, not all the "city folks" get an extension of all these little courtesies. Where he gets them—or something similar—he does his "tradin'" and

where he doesn't he doesn't, that's all.

"I've a whim, girls," said Uncle Joshua one evening during the last week in January—he always includes his buxom wife in the appellation, and isn't that nice of him!—"I've a whim," he repeated, recrossing his knee for about the dozenth time that eve, "that I'm jest agoin' to buy each of you a beauteous fur cloak. I don't ezactly know what kind; howsum-ever, they're agoin' to be suthin' I won't be ashamed to see you in by the side of Mehaly Winters."

Mehaly Winters, by the way, is a young lady of the farm neighborhood who has been away to "board-in' school" and puts on quite a bit of "agony" in consequence, she "alordin' of it" over the stay-at-homes quite a bit because of her supposedly superior knowledge, "although when you come right down to it she can't figger intrus' wuth a cent."

"Yes," continued the head of the family, "you're agoin' to be decked out ez fine ez silk—every bit of it. You're agoin' to jest fairly knock the spots off Mehaly's coat, you kin jest bet!"

"Mother's" and the girls' hearts began to beat with joyous anticipation.

"Oh, Pa, really? How awfully good of you!" exclaimed the daughters in the same breath and four plump arms were wound so tightly around "Pa's" neck as almost to smother the good old fellow.

The day of THE purchasing arrived bright and clear, and "Mother" and the girls were as beaming as the day.

"Now, girls," began their natural protector, again addressing the three by his favorite name and including their Mother, "now, girls, you let me do all the talking. An' ef you see yer old daddy acting sort o' crazy-like, don't you think he's gone daffy and go to a puttin' of him in a lunatic asylum."

(Uncle Joshua always accents the "nat.")

"Yes, you let me do all the talking—now remember. I ain't agoin' to git come up with by any little dollar-a-day clerks—understand—at any rate not while yer Pa's hind name begins with Josh. Jumpin' Jehoshaphat, no!"

The quartette started for town, "Pa's" jeans pockets lined with greenbacks, but no hint of that comfortable condition was to be discerned in his make-up.

I will not go into all the details of that morning's shopping tour. Suffice to say that "Mother" and the girls did think quite seriously of having a commission instituted to enquire into Uncle Joshua's sanity—he did such queer things. At the first store where they stopped he bought pins and pineapples, soap and soda, crackers and cuffs and collars, thread and toothpicks, a hat and a hammock, gloves and gum and garters and so many other little odds and ends that were unimportant in themselves but really seemed to prove in the aggregate the truth of their surmises that "Pa" had "gone daffy." He bought these commodities only in small quantities, but he repeated the

The Endurance Test Is a Good Test for Boys' Shoes

The four cylinder 40 horse power boy who strikes anywhere from a 15 to 60 mile gait from the peep of daylight until bed-time can slam a pair of shoes to bits in record time.

Hard Pan Shoes for Boys

wear like the everlasting hills. New customers are coming into line every day because nearly every shoe dealer has all kinds of trade—may have fairly good luck in getting shoes for men that will give satisfaction, yet they find it hard to get a shoe anywhere that will stand the inexorable test of boys' wear. Just write "Hard Pans" on a postal if you wish to consider joining the Shoe Dealers' Hard Pan Association, and mail it to the makers of the only Hard Pan Shoes.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.



Stock No. 887



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 always satisfy. Our trade-mark guarantees that and your customer knows it.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

performance every hour or less (like the vaudeville). He went to different stores and got a few other things similar to those mentioned above, but I can't begin to recall them all. Then the quartette visited another emporium, where the same process was gone through with—where one did all the talking and all the buying and three looked on in concealed amusement. A great many different sorts of knick-knacks were purchased here, as also at the four other stores where the family went. The articles bought were none of them very costly and were, most of them, of a utilitarian description.

"I'm agoin' ter git yer sacks, girls," again with a generous sweep including "Mother." "I'm agoin' ter git yer sacks, girls, wheresomever I want to. I'm agoin' ter git them uv the store where I git the best all-round service. This buyin' as I've done is jest bluff—a good big bluff—on my part in order to give one o' them there stores a chance to make a quadruple sale amounting to an even thousand dollars—maybe more. Can't tell just which I shall favor. Now, which would you prefer, my dears," questioned Daddy Galloway.

"Suit yourself, Father, and you'll suit us," replied his good wife.

And they talked it all over, weighing in the balance all the pleasant service they had encountered and all the deficiencies, and one of those stores added to its coffers the snug sum of \$4,200, and all as the result of accumulative courtesy of the clerking clientele. Jessica Jodelle.

The Day's Work in the Grocery.

Sent in by a grocery clerk: You may think it is a picnic to be a grocery clerk. It doesn't look to be very hard work, but just wait until a crank comes into the store with a frown on his face—next a taster who tastes and prices for half an hour, and gets a good square meal and then doesn't buy a cent's worth. Then others come in and tell you how much cheaper other stores are selling groceries and refuse to trade with you unless you cut. Then comes an order over the phone thick and fast in a woman's high-keyed voice, who rings off without giving her name. In an hour or two she rings you up again and asks why you haven't sent those groceries. While you are explaining matters to her in comes a man who sings off an order of flour, potatoes, sugar, coffee, etc., who shoots out of the door and down the street. If you haven't caught the order you are expected to guess at it. Then there is a roar. Next comes a man who wants credit. He has traded at other stores, and paid cash, but now has a job where he gets his pay only every two weeks. He pays promptly for several weeks, then he has a small balance. This keeps on for a while and finally his bill is all balance. The next customer who comes in and asks for credit you politely ask where he traded last. He says: "I used to trade at Mr. A's, but he cheated me so I thought I would try you." "Shall I call Mr. A. and ask him if you are all right?" I ask. "No, you needn't go to that trouble," he says; "I don't have to

trade here," and he goes out and slams the door. Just to satisfy yourself you call up Mr. A. and find he owes one hundred dollars. Then there is this kind of a customer—a man who has always paid cash, who meets with reverses and asks you for credit. You can't turn him down as he has been a good customer. You let him have the goods. The bill keeps growing larger and larger and finally gets so large the man goes elsewhere to trade. Then you are out again. I have found that the man who owes the largest bill is the one who can take in all the circuses, theaters and excursions. Then there is the customer who rings up just before dinner and wants you to deliver a package of yeast foam thirteen blocks away at once. Another thing we have to contend with is the girl who comes in to call up her sweetheart and talks for fifteen or twenty minutes when our regular customers are waiting to use the phone.

Champion Typewriter Is a Woman.

One of the largest and most interesting typewriting competitions that ever have taken place was the recent one at Paris, when 157 competitors, male and female, rattled and banged at their machines for four hours. Those who were present describe the noise as a miniature hail and thunder storm. It says much for feminine nerve and endurance that it was a woman who gained the first place. Mlle. Gabrielle Revert, a native of Bordeaux, at the end of the four hours was 2,000 words ahead of every one else in the room. How formidable was her victory may be imagined from the fact that her most dangerous opponent all through the dictation was a M. Porez, Secretary of the Paris Chamber of Commerce. At one time, indeed, this gentleman had gained some hundred words on Mlle. Revert; but she soon pulled up with a brilliant finish. The judges had given some chapters of "Paul and Virginia" as the test—fairly difficult prose, as all the world knows—and when the bell was rung for a finish Mlle. Revert had written 17,000 words in the four hours, or at the rate of seventy words a minute. An amusing, if somewhat pathetic, incident of the competition was an old fashioned scrivener, who would not admit that the pen could be beaten. The contrary was proved before he was half an hour at his task.

Getting Ahead.

"You can't ever get ahead, my son, so long as you dissipate so." "Can't, eh? Can't get a head? I'd like to know how you think I got this one."

Are Child Wonders Unfortunate?

The infant prodigy is at a discount. Precocity is regarded as a species of brain deformity. Plants and animals may be forced, and unusual and interesting results may be produced by forcing; but people no longer wish a son or a daughter to be a prodigy in one direction at the cost of normal development in other directions. Perhaps the most valuable contribution to the science of education has come through a study of the laws which obtain in the growth and development of the brain, and the conditions under which that growth and development are most healthy and complete. There are times and seasons for the development of the mental and moral faculties, as there are of the physical faculties. While such times and seasons are not precisely the same for all children, we find that all attempts at premature development not only are worthless, but are permanently injurious. The physiologists say that the brain cells develop as do other physical organs, not only through thought, but through muscular activity, and the exercise of our senses. Accordingly, a healthy and timely growth of the brain is to be promoted by an education involving a great variety of activity, skillfully adjusted as to quality and quantity to the mental and physical status of the child.

Making Preparations To Enlarge.

Niles, March 12—With a view to doubling the capacity of the plant by erecting another building the Niles Steel Tank Co. has purchased the Elijah Murray property adjoining its present factory. The enlargement depends entirely upon the introduction of electric power into the city, however. The company now employs forty men. The blacksmith shop of Mr. Murray stands on the property which just changed hands. Mr. Murray is nearly 80 years old, but is still at the forge. He expects to retire soon. He began business here nearly sixty years ago.

A Mourning Joint.

Butcher—What can I send you today, Mrs. Black?

Mrs. Black—Send me a leg of mutton, and be sure it is off a black sheep.

Butcher—A black sheep?

Mrs. Black—Yes, we are in mourning, you know.

SELL

Mayer Shoes

And Watch

Your Business Grow

"Josephine" Shoes For Women

The most popular shoe made for women who want style, quality and medium cost.

Retail at \$2.00 and \$2.50

MICHIGAN SHOE CO., - DETROIT, MICH.

Boot Your Customers

with

Goodyear Glove Boots

and you will have

No Kick Coming



They Will Deem It a Pleasure

and 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

Hirth-Krause Co.

Grand Rapids, Michigan

MEN WHO WIN.

They Owe Their Success To Unflinching Determination.

Young man, how much of disappointment and of misfortune have you prepared to meet and withstand in the career which you have mapped out for yourself in this world? It is taken for granted that every possibility of good fortune has been anticipated by you. If such and such shall be only so and so you see your way clearly. This and that becomes the one thing to do, after which success is easy. This optimism belongs to the young man. Young blood and inexperience prompt quite enough of it. Conventional ideas regarding the successful men and women of the world are likely to foster this optimism, and so underrate the former difficulties of these successful ones as to make difficulties scarcely more than a diverting something in their lives.

This phase in the lives of successful men of the world, talked of and written of, naturally takes on the form of diversions. When the successful one reaches that point of success where he is asked to talk of his earlier experiences in life, there is a certain halo around them. Out of his independence and comfort and reminiscent mood these early hardships that were desperately real at the time have become softened incidents. He might have been in worse straits. He need not have been discouraged or frightened. He made too much of his troubles at the time. Time and judgment have proved it.

Time, judgment, the circumstances, these have proved it! Here is the warning note for the young man who has not the perspective of time, the bulwark of judgment and the setting of fortunate circumstances at the end.

I know a young man who within a year left a big business house as an employe to go into business for himself. He had high ambitions. He felt that he knew his work as a department head. He had ventured on the initiative time and again in his place of employment and had made a success of the moves. In an office in a great building having his name on the door, his name in the elevator directory at the bottom, his telephone number in the official telephone book, and his ambitions spurring him, he went out into the world of business for himself. Three months later he came in to see me, dropping into a chair.

"I am ready to quit—quit business, quit the world, quit life!" he said, speaking slowly and deliberately.

He was in the hard, rough sea of business, dangerously near the rocks which promised to him to wreck his small capital. He knew his work, for he had proved it. If only he could hold on a little longer things must right themselves. But he had lost heart—or thought he had. He was willing to quit. As an employe, conducting his work with the unlimited capital of a great house, the question of capital had not obtruded itself. Lack of capital now,

lack of it for a month or for two months, was promising failure of all. He was ready to quit. So little money, after all, would suffice.

Take this situation. Here was the ambitious young man, with knowledge of his work, established for doing the work better than was the house which he had left; doing it better because he had brought his knowledge and experience of the work with him—and \$500 would tide him over. But for apparent inability to secure \$500 he was willing to let go of life, even!

That young man, however, recovering himself and nerving himself to his task, has not quit—he is not going to quit. Out of his despondency it required more mastery of himself and more determination than most young men possess in order to face the conditions. But he faced them and fought them, or placated them, until in all probability the time is coming when he, too, out of reminiscent ease and time-softened perspective shall find diverting remembrance in the time when lack of \$500 threatened his whole business career.

When this time has come to this man, and, when in the interests of some young man he has occasion to recall this past experience of his, it is almost a certainty that he will depreciate the significance of the circumstance. Five hundred dollars will be small to him. In a hundred directions he could have the money for teasking. He will have forgotten the bald, blank realities of his position; or if he shall recall them particularly, it will be in the light of showing how comparatively easily he squared himself and faced conditions.

As a matter of fact the successes of this world do not come to men. Men go after the prize. As the prize is not for all men under any circumstances, there is the fierce competition of numbers and the hard conditions of a material world. These are discovered early in the race. In contrast all the great successes in the world, posing as examples of success, are of no practical use at this stage of trial.

"How did you get up there?" the man on the ground might call to the steeple jack 200 feet in the air at the pinnacle of a spire.

"Climbed up!" would be the answer.

But the man on the ground, regardless of the difficulties of climbing, knows that were he there in the position of the steeple jack the dizzy height from which he might look would overpower him. This man on the steeple must have learned to climb and to overcome the material obstacles and the sense of dizziness which would unnerve him.

Somewhere in the makeup of the man who has won success that is worthy of the name you will find a bulwark of grit and backbone. These are necessities. Without them not only would success have been impossible but retention of the place would be beyond his powers.

John A. Howland.

GRAFT ADVERTISING.

Live Merchants' Associations Are Cutting It Out.

Some recent events
Bring to my mind
An article which I wrote
Some time in the last century.
I find that it applies with equal force

To to-day.
And therefore,
With slight changes,
I reprint it here.
It refers to women and their ways.
Especially so when they want to raise money

For charitable or benevolent purposes.

The church fair
Was some years ago
The subject of a strong resolution
Adopted by an association of New Haven business men.

Last fall the Beverly (Mass.) merchants resolved.

Last month the Streator (Ill.) merchants agreed.

These astute merchants found
By long and sad experience
That the church fair
Was a positive detriment to their business

In many important particulars.
In the first place
The smiling and agreeable ladies
Call on the merchant
To solicit goods from his stock
For the fair.

He is wheedled and bamboozled
Into giving some of his best goods
For "sweet charity's sake,"
Or, "for the good of the church,"
Or for some other alleged benevolent object,

At the same time
Being given to understand
That his competitor has given a very valuable contribution.

And it is hinted
That because the aristocratic beggar

Is a customer
The merchant should be willing
To stand and deliver,
Under about the same compulsion
As if she were a highwayman
With mask on face
And pistol in hand.

Then, having given from his stock of goods

Something which he ought to sell at a profit,

He finds another delegation calling on him

To place an advertisement
In the programme
Of a fair or concert
Given for the same purpose.

This fair programme business
Is not only a nuisance
But also a mild form of blackmail.
Not one merchant in fifty
Who agrees to give five dollars
For four cents' worth of advertising

Believes that he will get
Even the four cents back again.
Many of them are so ashamed to be known

As having become the victims
Of the wiles of the handsome solicitors

(They are usually the handsomest in the church).

That they are willing to plank down their five-dollar bill,
And refuse to have their name or business

Mentioned in the programmes,
But stick in some such copy as,
"This space reserved for a friend."
Nor is this the end of it,
For in more than one case
The committee, having first run through the town

With a fine tooth comb
For goods for the fair,
Next garnering a little finer for the fair programme,

Then have requested merchants
To give them the names of the jobbers and manufacturers

From whom they buy their goods,
And these in turn have been written to,

For the purpose of cajoling them into sending goods

Or taking advertisements,
To further enlarge the proceeds of the fair.

Then these female highwaymen turn around

And sell all these contributions
For about half the prices the retailers charge for them,

And thus come into open and damaging competition
With the actual donors of the goods.

This church fair business is a nuisance

And a menace to business men
Wherever such tactics are employed.

Your town is free from such tactics?

People would like to know of such a rarity

As a place where church fairs,
And secret society fairs,
And fire department fairs,
And some other kind of fairs
Are unknown.

Wouldn't it be a good idea
For the merchants in your town
To get together and resolve,
As the Streator merchants have,
Not to patronize

Programmes,
Society and trade directories,
Score cards, field day, national holiday advertising schemes,
Church or school papers,

Unless the same are endorsed by the committee.

The New Haven merchants resolved:

"That in the opinion of this Association the advertising by merchants in fair programmes of fraternal societies, churches and other organizations, and the giving of merchandise as prizes and for sale in such affairs, is an unprofitable and an unreasonable demand upon the mercantile public, and that a discontinuance would work to the benefit of all, and would quickly put a stop to the practice now so generally in vogue; that this Association hereby requests all members to discontinue this form of advertising, and the donation of money and articles for such purposes."

The Beverly (Mass.) Business Men's Association

Have agreed to a resolution,

"That the following advertising be allowed:

"Daily, weekly and monthly papers,

and directories,

"And advertising of one's own origin,

"Such as hand-bills, calendars, etc.,

"And that a fine be imposed

"For use of any other advertising schemes."

Get your fellow merchants together,

And resolve something similar,

And you'll save money.—G. E. B. P. in Boot and Shoe Recorder.

The Dub and the Wise Boy.

They offered a prize in the office. It was \$50, to be awarded to the clerk who made the best suggestion for the improvement of the office work.

"Oh, I don't think I'll try to put in any suggestions," said the Dub.

"Why not?" said the Wise Boy, condescendingly.

"Oh, there wouldn't be any use. I don't suppose they'd do anything with 'em but throw 'em in the waste basket."

"Why? Have you any ideas? What are they like?" asked the Wise Boy, still more condescendingly.

"Well," said the Dub, "I often have wondered why they don't make the invoices at the same time as they do the order records. Don't you see? If they made a carbon copy the original only would need to be extended and footed to be a complete invoice, while the carbon copy would serve as an order record. But I don't suppose it would go through."

"No," said the Wise Boy, "that wouldn't be worth bothering about."

"Mr. Manager," said the Wise Boy, stepping into the private office, "I want to turn in a suggestion. Why not make the order records at the same time as we make the invoices? Don't you see? If we make a carbon copy, the original only would need to be extended and footed to be a complete order record, while the carbon copy could serve as an invoice."

"What?" said the manager.

The Wise Boy repeated his suggestion, bearing down especially hard upon the fact that it would require only extending and footing to make the original a complete order record, while the carbon copy could serve as an invoice.

"What do you want to extend an order record for? What do you want to foot it for? Eh?" said the manager.

"Why-er-why-er," said the Wise Boy.

"Go on; nobody's going to bite you."

"Why-er-why, don't you want to do it?"

"Because it is customary to extend the invoice," roared the manager. "Go back to your desk. Learn what the different things in the office are before trying to make suggestions for their improvement. That's all; good day."

Moral: If you're going to steal ideas, cultivate a good memory.

Martin Arends.

The heart easily is convinced by the eloquence of living love.

Work for your fellows is worship of your Father.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
Drs. of	oz. of	Shot	Size	Per
Powder			Gauge	100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	60			
Wrought, narrow	70			
CHAIN				
1/4 in. 5-16 in. 3/8 in. 1/2 in.				
Common	7 1/2 c.	6 c.	6 1/2 c.	4 1/2 c.
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.
BBB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 1/2 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 & 10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	90			
Double Strength, by box	90			
By the light	90			
HAMMERS				
Maydole & Co.'s new list	33 1/2			
Yerkes & Plumb's	40 & 10			
Mason's Solid Cast Steel	30 c list 70			
HINGES				
Gate, Clark's 1, 2, 3	60 & 10			
HOLLOW WARE				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
HORSE NAILS				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10
Dampers, American	60
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd No. 24-27	10 80
"B" Wood's pat. plan'd No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	45
2 advance	45
Fine 3 advance	45
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over	
inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each.	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

1/2 gal. per doz.	56
1/4 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

5 lbs. in package, per lb.	3
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross
Quarts	5 25
1/2 gallon	5 50
Caps	8 25
Fruit Jars packed 1 dozen in box.	3 25

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carton Chimneys

Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	3 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 00
No. 2, wrapped and labeled	5 30

Rechester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 40
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 40
No. 2, Fine Flint, (85c doz.)	4 40
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 94

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
2 gal. galv. iron with spout, per doz.	2 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 100	50
No. 0 Tub., cases 2 doz. each, bx. 150	50
No. 0 Tub., bbls, 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e. 1	25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.	28
No. 1, 1 in. wide, per gross or roll.	38
No. 2, 1 1/4 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Trade-man, Superior, Economic or Universal grades. Where 1,000 or more are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00

Steel punch



Methods Used in the Raising of Pineapples.

Palm Beach, Fla., March 9—Northern Florida has never entirely recovered from the "big freeze" that happened several years ago, and there are many abandoned orchards whose owners have gone southward below the frost belt. Orange growing is not "an easy proposition," experienced people down here will tell you, and more money has been lost than has been made in that business because so many tenderfeet went into it originally without knowing how. It looks easy, but there is no more difficult farming. In the early days of the Florida boom a multitude of Northerners came down and bought land, thinking that all they had to do was to plant a grove of orange seedlings and sit on the porch and watch them grow, but that impression has been corrected. That fallacy does not exist any longer, and, as a gentleman of long experience and a reputation for sagacity remarked yesterday, such people have since found their vocation and have done better raising chickens.

The tourist is the most profitable crop in Florida; pineapples come next and then grape fruit. In a few years the grape fruit orchards will exceed the oranges. The industry is increasing very rapidly. Four times as many grape fruit trees are set out every year as oranges.

"There is more money in grape fruit. It sells for \$5 a crate, while oranges sell for \$2," said Captain Andrews, of this place, the other day, "and it takes fewer grape fruit to fill a crate. Therefore a man can get more boxes off a tree. The grape fruit country lies between Rockledge and Miami and on Merritt Island, and there is plenty of room in that district for it to grow.

"It takes ten years for a grape fruit orchard to bear," continued Captain Andrews, "and a good pineapple farmer can pick eight crops while the grape fruit man is waiting. And there is a bug waiting for every grape fruit and for every orange all along the line. Eternal vigilance is the price of a crop of oranges or grape fruit, but a pineapple is too tough to die young and has no natural enemies."

"Who introduced the pineapple here?" I asked.

"Thomas E. Richards, of Paterson, N. J.," replied Captain Andrews. "He came down here in 1880 and tried to raise pineapples on the seashore thirty miles above this place. He failed because the soil wasn't adapted to the plant. After two years of experience he moved over to the mainland, planted again, and this time was remarkably successful; but there were no transportation facilities down here in those days, and he had to sail up Indian River as far as Titusville to get his fruit on a train. There was no competition, however, and they brought him from \$8 to \$10 for a

crate of thirty pineapples. The original seed came from the Bahamas.

"They usually plant 14,000 to the acre from suckers that come out from the bottom of the apple. There is no seed. The plant looks like a cactus, and I understand it belongs to that family. The fruit grows right out of the center on a short stalk. It takes two years for plants to bear, and if they are well cared for the yield will be about 10,000 pineapples to the acre, which will sell at an average of 3 cents each f. o. b. the cars at any station along the East Florida Railroad. Buyers come here from all over the country—from Cleveland, Pittsburg, Buffalo, Detroit, Kansas City, Omaha and even as far off as Denver, as well as from New York and Chicago markets.

"It requires as much brains to raise pineapples as it does to raise oranges, or anything else, although the crop is not so delicate and is not so much exposed to pests. A first-class farmer will get nine pineapples off every plant, one a year, before replanting, but the average farmer will not get more than five or six. That is about the way they run through the country. There are now about 12,000 acres in pineapples lying on both sides of the East Florida Railroad for a distance of about thirty-five miles, north and south of Palm Beach, and nearly every farm is owned and cultivated by Northern men. Some of them stay down here only a part of the year, when the crop needs looking after, from April to August. Then they leave the place in charge of one of the hands. All the pineapple plantations we have here now are descended from Richards' original acre, and the crop is worth at least \$400,000 a year. The industry grew very slowly at first until the railroad went through in 1903. The acreage quadrupled that year, just as soon as the people were assured of transportation.

"We begin to pick the regular crop in June and ship up to the beginning of August. Then we pick another crop from the late plants in October and November. This second crop, which is about 10 or 12 per cent. as large as the first, is a mystery. It was unknown until a few years ago. At the time of the "great freeze" things got twisted somehow or another and 10 or 12 per cent. of the plants were four or five months late every year. And they have continued to be four or five months late every year since, until we now look regularly for a second crop. The plants got into the habit of bearing in October and there is no way to prevent them from doing so."

"Are you safe against frosts now?"

"No. A wise man will always make sure of his crop by protecting it from the frost by screens of thin lath. You saw mile after mile of these screens from the car windows as you came down the road. They are supported on posts about eight feet from the ground. The laths are placed two or three inches apart and form a sort of roof for the entire field. Screens are not absolutely necessary. A man may harvest a dozen crops without them, but they guarantee a full crop, and wise farmers who can afford the ex-

Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

ESTABLISHED 1876

FIELD SEEDS

Clover and Timothy Seeds. All Kinds Grass Seeds.
Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.
BOTH PHONES 1217 GRAND RAPIDS, MICH.

\$7,000 Worth 108,000,000 Matches

of Saginaw Noiseless Tips sold and delivered in Grand Rapids, Mich., during the last two weeks in January.
Over 1,000 matches for every man, woman and child.

C. D. CRITTENDEN CO., Distributors for Western Michigan
Wholesale Butter, Eggs, Cheese and Canned Goods

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 1885. We honor sight drafts after exchange of references.

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104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

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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.

pense, which is about \$400 an acre, will protect the plants in that way.

Good pineapple land costs all the way from \$50 to \$100 an acre, according to its location. Of course, you can buy land from \$5 an acre upward, but if a farmer wants to be successful he had better pick the best soil he can find. It costs about \$500 an acre all around to buy the land, clear it, set out the plants and harvest a first crop, which, as I have told you, comes the second year. The first year you get nothing. You have to fertilize twice a year, which costs about \$60 an acre, and a twenty-five-acre farm will cost you \$10 an acre for labor. The second and subsequent crops will cost in the neighborhood of \$140 an acre, but a man who understands the business will realize a thousand dollars an acre. After the plants have ceased to bear, that is, when they have produced from six to nine pineapples, we plow them under and set out new suckers. The old plants make the very best of fertilizer. The land will not need any other for a year or two."

This is a great game country, and I suppose that one can catch a larger weight of fish in the neighborhood of Miami than in any other place in the world. Palm Beach is the winter home of myriads of wild ducks. The ponds, lagoons and Lake Worth swarm with them, and no one is allowed to disturb them. They appear to realize that this is a snug and safe harbor of refuge and are much tamer here than anywhere else along the coast. You can run a motor boat through a flock of ducks and they will not rise from the water. They will scurry and splutter to get out of the way, for they are afraid of being run over, but that is the only fear they have. Some of them are so tame that they will perch on the sides of the boat and eat out of the hand. But such confidence in human nature is only exhibited within the two-mile limit. Beyond that distance a man with a gun can kill anything he sees, and therefore the ducks are very careful to keep inside and out of harm. It is more than ten years since the law began to be strictly enforced, and they have learned what it means to them.

The ducks come and go with the fashionable world. They appear with the first winter residents. When the cottagers who live along the banks of Lake Worth come down to open their houses the ducks follow them, and by the time "the season" is in full blast at the big hotels the surface of Lake Worth in this neighborhood is covered with ducks and ducklings. Then, when the hotel closes they start northward, stopping, as fashionable tourists do, at various places along the route. Unlike many of the fashionable visitors, however,

the ducks always bring their children along with them.

A cottager who has taken a great interest in the birds tells me that last winter one of them strayed out beyond the danger line and came back wounded. His wing was disabled so that he could not fly, and in the spring, when the flocks migrated northward, the wounded one was compelled to remain behind and spend the summer here. With a devotion that is commendable its mate remained to keep it company, and they spent their time hatching a nestful of little ones. My friend says it is the only family of ducks that he ever knew to be hatched in this climate.

They tell of a similar manifestation of affection and devotion between a white and a blue heron on Soldier Key. A white heron became a prisoner on that island by accident. Its wing was broken so that it could not fly. It could only hop around for short distances. A blue heron, however, has taken care of it ever since the accident and brings it daily a supply of fish. People who have witnessed the daily meetings between the birds declare that they carry on a conversation vocally and by a sign language. We may assume that the lame bird is always expressing his gratitude, while the blue heron is reassuring its friend of her devotion.

The Royal Poinciana Hotel at Palm Beach sits in the midst of a cocoanut grove, which is said to have sprung from a lot of cocoanuts that were washed ashore there from the wreck of a Cuban coaster named La Providencia, forty or fifty years ago. This is a great place for deodands. Long before the hotels were built the coast was constantly patrolled in stormy weather by "beach-combers" watching for wrecks and for valuable driftwood. The gulf stream runs only a mile and a half from the beach for nearly a hundred miles. The prevailing gales are from the east, and vessels which are caught in them are frequently driven ashore or upon the shoals along the coast, where they are compelled to lighten ship by throwing overboard their cargoes to escape from the sands.

The Bahama Islands are about sixty miles due east, and to save time vessels usually try to run between them and the mainland. This makes the passage a continual thoroughfare, and the coast is dotted with the skeletons of wrecked vessels. Many of the cabins of fishermen and wreckers are built of ship timber and furnished with flotsam and jetsam. Stowed away in attics and cellars are cases of merchandise that have floated ashore. In several of the coast towns you can find exhibited in curio shops and little museums strange things that have been tossed on the

beach by the tide—children's toys, bottles of all shapes and kinds, trunks, crutches, ladies' bonnets and hats. In one collection I saw a lead pencil which had evidently been dropped overboard by some passing ship, and after being tossed about for months, and perhaps for years, found anchorage in the sand and was picked up by the man who now exhibits it. I saw three trunks that have been washed ashore within the last two years, and one of them is said to have contained a considerable sum of money, but no clew to its owner.

Strange to say, however, nobody on this beach, so far as I can learn, has

ever found a bottle with a letter in it.—William E. Curtis in Chicago Record-Herald.

It takes the base line of two worlds to get a correct elevation on any life.

Morality is more than a matter of negations.

We want competent
Apple and Potato Buyers
to correspond with us.
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

BUTTER—Write for our weekly offer on rolls or jars.

EGGS—Heavy demand now. Highest market price paid soon as sold.

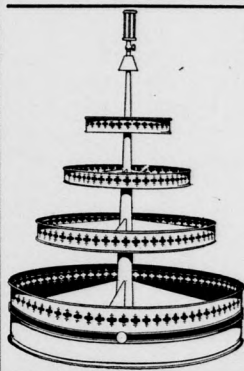
Stroup & Carmer, Grand Rapids, Mich.

We are the Largest
Handlers in Michigan of

Hot House Lettuce

RADISH, PARSLEY AND RHUBARB

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



GREEN STUFF

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

Ask us for descriptive booklet.

GALESBURG CORNICE WORKS

No. 149 East Ferris St.

Galesburg, Ill.

Butter

I would like all the fresh, sweet dairy butter of medium quality you have to send.

American Farm Products Co.
Owosso, Mich.

ESTABLISHED
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WYKES & CO.

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MANUFACTURERS AND
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FLOUR, GRAIN & MILL-PRODUCTS

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THOS. E. WYKES
CLAUDE P. WYKES



Some Freak Notions Indulged in by Merchants.

Merchants, especially owners of small businesses and more especially owners of stores in country towns, are, according to the reports of traveling men, as peculiar a class of men as can be found in a year's search. The men who own the biggest stores in the smaller towns and cities are, as a rule, "self-made men" and men who have fought their own way to the top by hard work and devoted their lives to making their business successful. This process generally narrows these men into the single line.

Also, it appears, the merchant of this class develops odd cranks, queer superstitions and quaint notions, and to know the peculiarities of each merchant is one of the strong assets of a salesman covering the territory for any line.

A short time ago a crowd of perhaps twenty travelers were on a night train jumping from Wichita to points in Kansas and Texas southwest along the Rock Island, and by necessity were sitting up in the buffet car. The conversation turned to odd business men, and every man knew a few.

"I've met a lot of queer ones," said the shoe man. "Men who had queer notions, who objected to your nationality, or the cut of your clothes, or something like that, but the queerest one was a man who kept a general store down in Missouri, when I was in that field. He supplied a big district, and, as our house made a specialty of heavies and brogans, we wanted his order. I went there once every three weeks for over a year. He seemed to like me, he treated me courteously, but I never even succeeded in getting him to look at my goods. I carried stuff into his store and he would immediately get busy and go away. I argued, talked and did everything, but never a glimpse of my goods would he take, and at the same time he confessed that he was not satisfied with the line he was carrying. I could not make him out at all. He invited me to his house, kept me over Sunday, and put up one of the finest fried chicken dinners I ever tasted, and then refused to let me open samples. The house was a bit stung over my failure to land him, in the face of a weak competitor supplying inferior goods, so I determined to make one more try. I got into the town on Friday about 1 o'clock in the afternoon, and had determined to stick until Sunday night before surrendering. I dropped in at the store on the way to the hotel and found him busy. He never even noticed me, so, instead of going on to lunch, I loafed around waiting for a chance to get to him and shake hands at least.

"I had eaten breakfast early and was hungry. For perhaps half an hour I waited around, talking to the

clerk, and the old man still potted around in his office. Finally, almost without thinking, I stepped around back of the counter, lifted up the glass cover and cut off a big chunk of cheese, took a handful of crackers, and jumping up on the counter started to munch cheese and crackers.

"At that second the old man yelled, 'Come on in, Jimmy. I want to order a line of goods.' I almost fell off the counter from surprise, but went in and took a \$700 order as a starter. Then he took me home with him. I was so curious about it that I asked him point blank why he had held me off so long and then changed so suddenly.

"I'll tell you, Jimmy," he said, 'I never yet gave an order to any man who didn't come in and act as if he was at home in my store. The fellow who gets orders from me has to come in and sit on the counter and eat cheese, or else spit on the stove. You always acted as if you were too good to be one of us—but the minute I saw you eat that cheese I knew you were all right.'

"I ran across one as nutty as that," said the sugar man, "when I was selling staples for a Cincinnati house. He owned a corking big wholesale grocery in a small Southern Ohio town and supplied a territory seventy miles square, good farming land. He sold to forty or more country and cross-roads groceries and ordered in car-load lots. The only way to get an order from him was to bring him a brand new story every time you came to town. If the story pleased him and he never had heard it before you got a big order. If you told him an old story he ordered nothing. If he didn't like the story, same result. He had been at it for twenty-five years and it kept a man scratching to find a new story for him. I tried to sound out his partner as to whether or not he had heard certain stories, but the partner was a big church member and extremely religious.

"Finally I landed the drayman and, before appearing at the store, I took that drayman and poured a dozen or more stories into his ear until I found one he was sure the boss hadn't heard. In that way I generally landed him for a good order. Once I told him one and he yelled with delight and gave me a double order. He said some one had told him that story sixteen years before, but it had slipped his mind and he never could recall it."

"The oddest fish I ever met is up in Nebraska," chimed in the dry goods salesman. "He's got a big barn of a store and chuck full of stock more or less out of date, and he has farms and mortgages and money in the bank. He orders big and pays promptly, discounting his bills. The first time I landed there I was carrying a swell line of fall stuff and knew I was in first. My predecessor had sold him regularly! He was out when I called, so I strolled through the shop, taking mental stock of his outfit and getting ideas of what he might use. When I introduced myself he asked pleasantly about my predecessor, and remarked what a good young man he was. This inter-

ested me, because he had been fired for boozing and gambling—which I did not mention. Finally we went over to the sample room and he looked me over, selecting a lot of stuff. I felt sure of the sale and was making notes, when suddenly he remarked: 'Of course, Mr. Blank, you can recite the longer catechism?'

"Well, no," I replied, puzzled. 'I confess I can't, although I had it drilled into me as a boy.'

"I'm sorry," he remarked. 'I shall not need anything from you.'

"With that he walked out. I was mad. I packed and went to his store. 'Look here,' I said, hotly, 'I'm not going to stand for it. I can't recite the catechism, but I am practicing practical Christianity on you. I'm not cheating you and I'm trying to keep you from loading up and overstocking on stuff. I see some of the Christian salesmen who have been reciting the catechism to you have soaked you with bales of stuff you can't sell.'

"He thought a moment and then said: 'Well, I'll give you another chance.' He went to his desk, brought out a book and gave it to me. 'If you can recite the longer catechism to me by 1 o'clock,' he said, 'I'll buy those goods.'

"I had the longer catechism down by heart and recited it to him.

"After that I sold him a clean bill of goods. He has an idea he can convert all the travelers by forcing them to read the Bible or recite the catechism or the Lord's prayer, but after I had sold him once he never asked me again about the catechism—and I can recite it even now."

"I met a freak last trip," remarked the haberdasher agent. "Some one had tipped me that he was a bit peculiar, but I didn't expect to find him as bad as he was. When I went into his place and met him he shook hands, said he was glad to see me, that he had heard of our house, and knew something of its goods. Then he retreated back of the counter, laid out a small piece of chocolate, red cough lozenge and an English walnut, placing them in a row.

"Then he said: 'Neckwear first; pick one.' I picked the cough lozenge. 'You lose,' he said. 'Now, for shirts.' He laid out the three pieces again and I picked up the English walnut. 'On me this time,' he said. 'Needed a gross anyhow. Socks this time.' He laid out the things again, and I chose the cough lozenge. 'Thought I had you then, but you picked it,' he remarked. 'Want twenty-four dozen, although I don't need them.'

"We went through his whole stock that way, and as the luck was with me, I took a heavy order. He makes every traveler who comes in draw those things, and, if the salesman picks the one he thought of, he orders something in that line. If he fails to pick them there is no use ordering. He simply has the gambling spirit, and uses it in his business. He told me that he had been unlucky in socks, and was so heavily overstocked he was going to quit drawing for socks at all until he cut down the stock."

"There's a little fellow over in Southern Iowa," chimed in the coffee and tea salesman, "who is now one of my best customers, who is as odd as any one. He had the reputation of being hard to sell and our house never had done any business with him, although every one in the territory had called on him regularly. When I took that section the old man told me to try hard to land him, as he was a good customer for some one and by rights belonged to us.

"I landed in town during the forenoon and went direct to his place. As I started in at the door the rubber mat in front of it caught my foot, tripping me, and I lurched into the store, heaving sample grips in two directions and sprawling on the floor. As I was getting up a little man, evidently highly excited, grabbed me by the arm and yelled, 'Somebody told you. Somebody told you.' I was mad enough already and he made me madder, so I demanded, with much language, to know what he meant.

"Honest, didn't anybody tell you?" he said. 'Tell me what?' I yelled. 'Tell me to fall over your blooming mat and nearly break my fool neck on account of your carelessness?' 'Yes,' he said, 'didn't Frank tell you to do that? He's the only one who knows.'

"It took me about ten minutes to get over being mad and longer than that to find out what he meant. It seems that, when he first opened the store, a man named Frank was the first salesman to come, and he fell into the store just as I had done. The old man thought that gave him all the luck he ever had. He was perfectly certain that my falling into the store would renew his good luck, and he ordered right and left. He has written the house that the charm worked—only he doesn't give the goods any credit. It all belongs to the fact that I fell into the store."

Hugh Stewart.

They Would Not Lay.

Recently a bashful young woman from a backwoods county in Virginia went into a local store carrying three chickens. She enquired the price of chickens, and at the same time put them on the counter.

"Will they lay there?" asked the clerk, who did not know that the chickens' legs were tied.

She bit her handkerchief in embarrassment a moment, and said:

"No, sir; they are roosters."

The American in London starts for Hotel Cecil, the Englishman in America hunts for St. Regia.

The tide of popular favor in Grand Rapids is turned toward

"Hotel Livingston"

Next Hearing on the Two Cent Bill.

Grand Rapids, March 12—If you would win in the fight for a two cent fare you must sacrifice some time and put forth energy in its behalf. At the hearing in Lansing last Wednesday we clearly had the best of the argument. Representatives of the railroad brotherhoods advanced the idea that train service might be reduced, hence the working force and possibly wages might be affected. It was clearly shown by statistics furnished by Railroad Commissioner Glasgow that roads operating under the two cent fare had increased their earnings and that the train service had not been curtailed. There was a large delegation of railroad men present, who were represented on the floor in the debate by Jas. F. Mooney, of Grand Rapids; J. J. Leech, of Detroit; Geo. E. Eastman, of Saginaw, and J. W. Hurst, of Owosso. The Knights of the Grip and United Commercial Travelers were represented by Edwin O. Wood, of Flint; L. M. Mills and W. S. Burns, of Grand Rapids; J. W. Schram, of Detroit; J. A. Weston and J. J. Frost, of Lansing, and C. R. Dye, of Battle Creek. The United Commercial Travelers of Petoskey were represented by C. J. Litcher. Before the debate was concluded the railroad men admitted that they were not afraid of either being laid off or having their salaries cut. We clearly showed that there were two men for every job. Governor Warner was present and gave us his hearty support. Letters were read from different states showing that the railroads had employed the same bluff they are using here in regard to wages being affected and train service reduced, but neither had occurred since the passage of the two cent law. The railroads had a stenographer present taking down every word and the passenger agents and railroad attorneys will be out in force next Thursday morning at 9 a. m. at the joint hearing. Governor Warner and the Railroad Commissioner urge that we make a large showing. We need your presence. Give us your support and show the Legislature that you are interested in the matter. It is imperative that each and every one be present Thursday at 9 a. m. at the hearing in Lansing.

W. S. Burns,
Chairman Grand Rapids Committee.

New Post Organized at Lapeer.

Port Huron, March 12—Vice-President Frank E. Minne, of the seventh district, accompanied by President Mosher, at the request of the Lapeer travelers, visited that city Saturday, March 9, and aided in organizing what will be known as Post-L, Michigan Knights of the Grip. Lapeer claims to be the home of more traveling men than any other town of its size in Michigan, and the claim was made good by one of the most enthusiastic meetings ever held by any post. The officers elected were as follows:

Chairman—Fred B. Kay.
Vice-Chairman—Frank Rhead.
Secretary—W. H. Tucker.
Treasurer—Henry Phillips.
Sergeant-at-Arms—Harry Loomis.
Executive Committee—Barber E.

Gass, Wm. Forsyth, Clarence Brass, Maxwell Young, Henry Schlegel.

The officers all took their positions and considerable business was done. A committee on drafting the constitution and by-laws was appointed. Several new members were taken into the State order and also joined the Post. The jobbers and manufacturers of Lapeer showed their good will by coming in as honorary members.

Vice-President Minne has the honor of being the first to organize a post in his district this year.

John Graham, proprietor of the Graham Hotel, has kindly offered the use of his best room for all meetings of the Post. The visitors from Port Huron were well entertained and, at the close of the meeting, all partook of a fine spread in the dining room of the Graham Hotel, where speeches, story telling and good fellowship were in order.

Success to Post L, Michigan K. of G.!

Two Cent Bill Endorsed by Governor Warner.

Lansing, March 12—Senator Wetmore to-day introduced a new railroad rate bill, the terms of which will meet with more favor from members of the Legislature than the flat two cent rate proposed by Senator Russell.

The measure provides for a two cent fare on all railroads in the Lower Peninsula whose passenger earnings exceed \$1,000 per mile, but in calculating the earnings the entire mileage of each railroad within the State is to be used as a basis.

This gives the railroads an advantage as the earnings of the branches will bring down the earnings of the main lines. A flat rate of three cents is made for all Upper Peninsula railroads.

Movements of Michigan Gideons.

Detroit, March 12—O. F. Jackson has moved from 14 North Union street to 763 South Lafayette street, Grand Rapids.

Michigan Gideons owing 1906 dues will please remit at once to local or State secretaries, so that the books can be balanced before the convention, April 27 and 28, at Lansing.

At the last meeting of Bay City Camp C. E. Walker was elected President, W. T. Bellamy Vice-President, A. J. Blodgett Secretary and Treasurer, L. R. Russell Counselor and E. B. Braddock Chaplain.

H. F. Huntley, State President of Michigan Gideons, expects to be in Lansing March 16 to arrange the programme for the State convention. Aaron B. Gates.

Will N. DePuy, who has been identified with the Kalkaskian, of Kalkaska, for several years, has purchased the plant and will continue the business in his own name. Mr. DePuy is an experienced publisher and will undoubtedly achieve signal success in his new connection.

The Ideal Clothing Co. has installed machines for employing eighty more girls, the factory being rushed with orders beyond its former capacity.

Astronomy's Intricacies.

Miss Dorothea Klumpke, the astronomer, was talking about the difficulties and intricacies that astronomy presents to the lay mind.

"For instance," she said, smiling, "there is the well known case of the meteorite that fell on a Vermont farm in 1890.

"It was a valuable meteorite, and the landlord at once stepped up and claimed it. 'All minerals and metals on the land belong to me,' he said. 'That's in the lease.'

"But the tenant demurred. 'This meteorite,' he said, 'wasn't on the farm, you must remember, when the lease was drawn up.'

"The landlord perceived the justice of that claim. He thought a moment. Then he said, decisively, 'I claim her as flying game.'

"But the tenant was ready for him. 'She's got neither wings nor feathers,' he said. 'Therefore, as ground game, she's mine.'

"They continued their argument, and in the heat of it a revenue officer, arriving with a truck, proceeded to put the meteorite aboard. 'I claim her for the Government,' he said, 'as an article introduced into the country without payment of duty.'

The Traveler.

When the last order is entered upon the great book kept by the angels on high,

When the last town is made, the last excess paid and the last freight caught on the fly,

When the last expense account shows the proper amount in keeping with the cost of the trip,

When St. Peter comes up as you get out the bus and silently snatches your grip;

As you are led thro' the door, all life's journey up hill,

Will the angels greet you as they come out to meet you with, "We've just ordered a bill."

Will the rooms be all cold, the sheets all be damp, can catarrh be contracted in heaven?

Will each with a girl be permitted to whirl, or can we have six or seven? All these things to drummers are of interest, you know, and now the enquiry made is:

Will the boys feel at home in that beautiful land, or will we have to double back down to hades?

Hot Potatoes as Hand Warmers.

Dr. Herbert Claiborne, of New York, suffers from cold hands in winter. And nothing will warm his fingers except hot water, a hot fire or a hot potato. He can be seen almost any frosty morning marching along at five miles an hour with a hot potato in each overcoat pocket and his hands grasping the two big potatoes, piping hot, wrapped in silk handkerchiefs, for this purpose. "They will keep your hands warm for hours unless you happen to sit on 'em," he says. "They are great for a football match or when you go sleighriding."

Sault Ste. Marie—It is announced that the name of the Sandusky Box & Lumber Co. has been changed to the Woodworth Land & Lumber Co. and the erection of a \$20,000 sawmill

at Neebish will be started early in the spring. Contracts for machinery have already been let. The plant will have a daily capacity of 50,000 feet and will be ready for operation by August 1. Before fall the company will have 300 men in its employ. Next fall, it is said, a large manufacturing plant, to employ 200 men, will be erected at this place. Woodenware and kindred articles will be manufactured.

Rexton—D. N. McLeod, the lumberman, is one of the many business men of the eastern end of the Upper Peninsula whose business is seriously hindered by the car famine. Mr. McLeod has been able to secure scarcely any car service this season. He has over 3,000,000 feet of lumber in his yards and about 350 carloads of cedar ready for shipment, with no prospect of any immediate relief. Many other business men and heavy shippers in the Upper Peninsula are also complaining of the car situation.

Lansing—The Michigan Door Co., a new corporation, has acquired the entire plant, including real estate, machinery, material and all office and factory appliances of the Lansing Veneered Door Co., and will soon start the factory again. The capital of the company is \$50,000 and the factory will be started when \$40,000 has been taken, which mark is nearly reached. The company is not in any way a reorganization of the old one, but an entirely new one.

Petoskey Independent: Louis J. Baker has taken a position with the Petoskey Block & Manufacturing Co. His work will be that of traveling salesman for the company in the states between Chicago and Omaha from north to south extremes of the United States. Lou has had considerable experience as a traveling salesman and there is no doubt but what he will make good.

Grand Marais—Lombard & Rittenhouse, who have been operating a shingle and tie mill at Sable Lake, three miles from this place, for the last year, will conclude their present cut about May 1. They are negotiating for more timber in that vicinity and if successful will continue operations, otherwise the plant will be removed. The firm has been employing a large force.

Manton—William J. Walker and Walter C. Williams, who conducted a general store here under the style of Walker & Williams, have been placed in bankruptcy by Hon. Peter Doran, representing Miner & Beal, of Boston, and the Valley City Milling Co. and the Leonard Crockery Co., of Grand Rapids.

The twelfth census discloses the fact that Grand Rapids contains 11,137 persons who were born in Holland, of whom 10,606 are citizens and 531 are aliens.

The United Tanners' Timber Co. has increased its capital stock from \$150,000 to \$225,000.

It is better to smile at nothing than to frown at everything.



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. Schlottbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Watch the Guarantee and the House.

The promptness with which many houses filed their guarantee in Washington was a surprise to retailers and has gone a long way in assuring the superficial that manufacturers and jobbers were trying to do the right thing. It looked very much as if from now on it would be impossible to buy an inferior medicine in this country.

A few big words have been used in most of these guarantees which have given so much assurance and satisfaction to the trade. Many manufacturers guarantee that their products will not be adulterated and misbranded, a very few say that they will conform to the U. S. Pharmacopoeia. These are trying to have the Pharmacopoeia standards reduced, with a good prospect of success. A chemical may contain a large amount of impurities, remaining from the process of manufacturing, and at the same time the manufacturers may guarantee that it is not adulterated or misbranded. There is great room for juggling and deception, while at the same time keeping on the safe side of their guarantee, practically putting all the responsibility on the druggist, unless he sells such articles with a label indicating that they are not U. S. P. products.

Upon the reputation that some houses have long maintained it would be very surprising if they will not be able to sell impure drugs under their guarantee, and at the same time shift all the responsibility to the retailer. When he gets into trouble and calls for protection he will find, too late, that he has been careless in accepting a guarantee that was not of any value or protection in some cases.

Marking Strength of Pills by the Ounce.

Probably there has been no more startling surprise connected with the new law than the intimation from the Department of Agriculture that it would be necessary to label pills, tablets, capsules and wafers according to the amount of opium, morphine, phenacetine, etc., contained in one ounce, instead of in each unit as at present. "Of course," the interview continues, "if the manufacturers desire in addition to tell how much is in each pill or tablet we shall make no objection." A more absurd method of labeling would be difficult to devise.

To give a grain of opium in pill form the physician would have to ascertain the number of pills in one ounce, perform a sum in long division and finally arrive at the information he wants, which is given him at a glance under present methods.

The objection to using the double system is that it is confusing, that it crowds the labels unduly and sometimes past legibility, and finally that it is unnecessary from the standpoint of the analytical chemist no less than from that of the physician and the pharmacist.

Druggists May Now Sell Denatured Alcohol.

The Commissioner of Internal Revenue has found a loophole in the stringent regulations respecting the sale of denatured alcohol whereby wholesale and retail druggists of good repute can legitimately handle the article notwithstanding that the law as it reads compels storing of the spirits in separate warehouses.

The Commissioner has authorized collectors of internal revenue to issue permits, when asked for, to reputable drug houses. The privilege, however, is not to be extended to any manufacturing chemist engaged in the business of "rectifying, purifying or compounding spirits, wines or liquors."

Cotton Fat a New Ointment Base.

Dr. Aufrecht recently employed for an ointment base a product formed from the solid portions of cottonseed oil. The new excipient forms a mass of firm consistency of a light yellow color, insoluble in alcohol, but soluble in the ordinary solvents of fats. This fat can be easily mixed with other fatty bodies and with petrolatum. It has the advantage over lard and other fats that it does not readily become rancid. It absorbs only a small amount of water, however, and the ointments which it makes do not have an elegant appearance, characteristics which are bound to make the new fat unpopular with pharmacists.—Pharm. Zeit.

Samples Should Be Wrapped.

Samples of anything in bottles or boxes should never be distributed unwrapped. Give samples the dignity of a plain, quiet wrapper. Let them be wrapped carefully and neatly. If parchment paper be used as a wrapper, be careful to select a color that is fixed and not disturbed by moisture. The writer was recently put to considerable annoyance and extra work by moisture causing the color of a brick-red parchment paper to run, badly spotting the labels on sample bottles.

To Remove Rust from Nickel.

Smear the rusted parts well with grease (ordinary animal fat will do) and allow the article to stand several days. If the rust is not thick the grease and rust may be rubbed off with a cloth dipped in ammonia. If the rust is very deep, apply diluted hydrochloric acid, taking care that the acid is removed quickly from the metal, and the rust may be easily rubbed off. Then wash the article and polish in the usual way.

Silver Plating by Druggists.

Small articles may be coated with silver by dipping them first into a solution of common salt, and rubbing with a mixture of one part of precipitated chloride of silver, two parts of potassa alum, eight parts of common salt, and the same quantity of cream of tartar. The article is then washed and dried with a soft rag.

A liquid wash plating may be prepared as follows: Dissolve 1 ounce crystals of silver nitrate in 12 ounces soft water, then dissolve in the water 2 ounces potassium cyanide. Shake the whole together and let it stand until it becomes clear. Have ready some half-ounce vials and fill them half full of Paris white or fine whitening, and then fill up the bottles with the liquid, and it is ready for use. The silver coating is not as tenacious to the article as when electrolytically deposited. This is very poisonous and should be handled with great caution—if at all.

Prepare for Spring Trade.

Spring is in sight—through a telescope. That means that it is near enough so that you should be getting ready your spring advertising and your spring stock. Don't wait. Procrastination is the thief of a good trade on seasonable goods. Look around the store to-day and see what are the things that you want to push for the spring months. Set your brain at work on some schemes for pushing those goods and be sure that you have the goods on time. The first trade on seasonables is the best trade.

No More White Sugar.

No more white sugar is now the probability on account of the National pure food law. Druggists will surely have to go to the yellowish variety that was in use in the time of our forefathers. It will be just as sweet, just as wholesome, and perhaps a little more so, but it will not be so appealing to the eye. Perhaps it is just as well if the ultramarine blue is omitted from the sugar. That element had no place in syrups anyway, and was the cause of interminable troubles.

To Clean Marble Slabs.

Grease spots are removed by a thick mixture of magnesia and benzoin spread over the surface, say three-eighths of an inch thick. Let it

remain on the stone an hour or two, then remove the dried crust of magnesia. Stains from extracts may be removed by a thick paste of talcum, white lead, lemon juice and either citric, tartaric or oxalic acid, thinned with alcohol. If this fails try a mixture of barium hyperoxide and dilute sulphuric acid, mixed at the lowest available temperature and avoiding any excess of acid. Use as in the case of the magnesia mixture above spoken of. The stone will have to be repolished, using a mixture of "putty" and paraffin oil.

The Drug Market.

Opium—Is quiet but steady in price.

Morphine—Is unchanged.

Yellow and Green Malaga Oil—Has again advanced and is tending higher.

Camphor—Is very firm and another advance is looked for. Demand is large and stocks are very low.

Citric Acid—Is very firm and advancing.

Oil Sweet Almonds—Has advanced.

Preservatives Forbidden in Soda Syrups.

In several letters and interviews Dr. Wiley has stated that no preservative will be permitted unless it is mentioned on the label. More than this, certain preservatives will be prohibited entirely—borax and salicylic acid among them. As for soda syrups, no preservative whatsoever will be allowed.

Removing Ink Stains.

Milton Kuhn says: After giving this subject considerable study I have found the best and safest means for removing ink stains to be a concentrated solution of perborate of sodium. Soaking the garment for a few hours will do the work, without having the least deleterious effect upon the goods.

Wait for the new line
Fishing Tackle
 Base Ball Goods, Hammocks
 Stationery, Druggists' Sundries
 Travelers will call soon.
FRED BRUNDAGE
 Wholesale Druggist
 MUSKEGON, MICHIGAN

Souvenir Post Cards

We have the largest line of Post Cards west of New York City. A complete line of Easter Cards now in stock ready for immediate shipment.

Lot No. 4—25 designs fancy embossed..... \$1.25 per 100
 Lot No. 7—12 designs fancy gold embossed 1.50 per 100
 Lot No. 1003—25 designs fancy..... 2.75 per 100
 Lot No. 991—36 designs imported 3.00 per 100

Send your order and we will ship goods prepaid by first mail or express.

WILL P. CANAAN

105 Ottawa St.

Grand Rapids, Mich.

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Aceticum	60	8	opaia	1	75	35	Scilla	3	50	Manna	5	45	60	Sapo, M	10	10	12	Lard, extra	70	0	60	65
Aetium	70	75	Evechthos	1	35	10	Tolutan	50	50	Menthol	2	90	30	Sapo, G	20	20	22	Lard, No. 1	60	0	60	65
Benzolium, Ger.	70	75	Erigeron	1	00	10	Prunus virg	50	50	Morphia, S P & W	2	45	20	Seidlitz Mixture	20	20	22	Linseed, pure raw	42	0	42	45
Boracic	20	29	Gaultheria	2	25	22				Morphia, S N Y	2	45	20	Sinapis	20	20	22	Linseed, boiled	43	0	43	46
Carbolicum	60	65	Geranium	1	00	10				Morphia, Mal.	2	45	20	Sinapis, opt	20	20	22	Neat's-foot, w str	65	0	65	70
Citricum	30	35	Gossypii Sem gal	70	70	75				Moschus Canton.	2	45	20	Snuff, Maccaboy,	20	20	22	Spts. Turpentine	65	0	65	70
Hydrochlor	10	12	Hedeoma	3	00	30				Myristica, No. 1	25	25	30	Snuff, Vomico	20	20	22	Paints	65	0	65	70
Nitrosum	10	12	Juniper	3	00	30				Nux Vomica po 15	25	25	30	DeVos	20	20	22	Red Venetian	13	0	13	15
Oxalicum	10	12	Lavendula	3	00	30				Os Septa	25	25	30	Snuff, S'h DeVos	20	20	22	Ochre, yel Mars	13	0	13	15
Phosphoricum, dil.	44	47	Limons	1	50	60				Pepsin Saac, H &	25	25	30	Soda, Boras	20	20	22	Ochre, yel Ber	13	0	13	15
Salicilicium	14	17	Mentha Piper	3	00	30				P D Co	25	25	30	Soda, et Pot's Tart	25	25	28	Putty, commer'l	25	0	25	28
Sulphuricum	14	17	Mentha Verid	3	00	30				Picis Liq N N 1/2	25	25	30	Soda, Carb	15	15	18	Putty, strictly pr2	25	0	25	28
Tannicum	75	85	Morrhuae gal	1	25	30				Picis Liq qts	25	25	30	Soda, Bi-Carb	15	15	18	Vermillion, Prime	13	0	13	15
Tartaricum	35	40	Myrica	3	00	30				Picis Liq pints	25	25	30	Soda, Ash	15	15	18	American	13	0	13	15
			Olive	75	75	80				Pil Hydrarg po 80	25	25	30	Soda, Sulphas	3 1/2	3 1/2	4	Vermillion, Eng.	75	0	75	80
Aqua, 18 deg.	40	45	Picis Liquida	10	10	12				Piper Nigra po 22	25	25	30	Spts, Cologne	2	2	2	Green, Paris	24	0	24	26
Aqua, 20 deg.	40	45	Picis Liquida gal	1	06	10				Pix Burgum	25	25	30	Spts, Ether Co.	50	50	55	Green, Peninsular	13	0	13	15
Carbonas	13	15	Ricin	1	06	10				Plumbi Acet	12	12	15	Spts, Myrcia Dom	2	2	2	Lead, red	7 1/2	0	7 1/2	7 1/2
Chloridum	12	14	Rosmarini	1	06	10				Pulvis Ip'e et Opti	1	30	1	Spts, Vini Rect bbl	2	2	2	Lead, white	7 1/2	0	7 1/2	7 1/2
			Rose oz	5	00	26				Pyrethrum, bxs H	1	30	1	Spts, Vi'i Rect 1/2 b	2	2	2	Whiting, white S'n	7 1/2	0	7 1/2	7 1/2
Black	2	00	Sassafras	90	90	95				& P D Co. doz	20	20	25	Spts, Vi'i R't 10 gl	2	2	2	Whiting, Gliders	90	0	90	95
Brown	80	81	Sinapis	1	10	12				Pyrethrum, pv	20	20	25	Spts, Vi'i R't 5 gal	2	2	2	White, Paris Am'r	25	0	25	28
Red	45	50	Santal	90	90	95				Quassia	8	8	10	Strychnia, Cryst'l	1	05	1	Whit'g Paris Eng	25	0	25	28
Yellow	2	50	Sassafras	90	90	95				Quina, S P & W	23	23	33	Sulphur Subl	2	2	2	Universal Prep'd	1	10	1	20
			Sassafras	90	90	95				Quina, S Ger.	23	23	33	Sulphur, Roll	2 1/2	2 1/2	3 1/2					
			Sassafras	90	90	95				Quina, N. Y.	23	23	33	Tamarinds	8	8	10	Varnishes				
			Sassafras	90	90	95							Terebenth Venice	28	28	30	No. 1 Turp Coachl	10	10	1	20	
			Sassafras	90	90	95							Theobromae	65	65	70	Extra Turp	1	60	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.

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

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By Columns

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AE	Spices	Starch
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AG	Tea	Twine
AH	Vinegar	Wicks
AI	Woodenware	Wrapping Paper
AJ	Yeast Cakes	

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box	Cove, 1lb. @1 05
AXLE GREASE	Cove, 2lb. @1 85
Frazer's	Cove, 1lb. Oval @1 20
1lb. wood boxes, 4 dz. 3 00	Plums
1lb. tin boxes, 3 doz. 2 35	Peas
3 3/4 lb. tin boxes, 2 dz. 4 25	Marrowfat
10lb. pails, per doz. 6 00	Early June @1 25 @1 60
15lb. pails, per doz. 7 20	Early June Sifted @1 65
25lb. pails, per doz. 12 00	Peaches
BAKED BEANS	Pie @1 00 @1 15
1lb. can, per doz. 90	Yellow @1 65 @2 25
2lb. can, per doz. 1 40	Pineapple
3lb. can, per doz. 1 80	Grated @2 50
BATH BRICK	Sliced @2 40
American 75	Pumpkin
English 85	Fair 80
BLUING	Good 90
Arctic	Fancy 1 00
6 oz. ovals 3 doz. box \$ 40	Gallon 2 60
16 oz. round 2 doz. box 75	Raspberries
Sawyer's Pepper Box	Standard @
No. 3, 3 doz. wood	Russian Caviar
boxes 4 00	1/4 lb. cans 3 75
No. 5, 3 doz. wood	1/4 lb. cans 7 00
boxes 7 00	1lb. cans 12 00
BROOMS	Col'd River, falls 1 80 @1 85
No. 1 Carpet 2 75	Col'd River, flats 1 90 @1 95
No. 2 Carpet 2 35	Red Alaska 1 20 @1 30
No. 3 Carpet 2 15	Pink Alaska @1 00
No. 4 Carpet 1 75	Sardines
Parlor Gem 2 40	Domestic 1/4 s 3 1/4 @ 3 1/4
Common Whisk 85	Domestic 1/4 s 5
Fancy Whisk 1 20	Domestic, Must'd 6 @ 9
Warehouse 3 00	California, 1/4 s 11 @14
BRUSHES	California, 1/4 s 17 @24
Scrub	French, 1/4 s 7 @14
Solid Back 8 in. 75	French, 1/4 s 18 @28
Solid Back, 11 in. 95	Shrimps
Pointed Ends 85	Standard 1 20 @1 40
Stove	Succotash
No. 3 75	Fair 85
No. 2 1 10	Good 1 00
No. 1 1 75	Fancy 1 25 @1 40
Shoe	Strawberries 1 10
No. 8 1 00	Standard 1 40 @2 00
No. 7 1 30	Fancy 1 40 @2 00
No. 4 1 70	Tomatoes @1 10
No. 3 1 90	Good @1 20
BUTTER COLOR	Fancy @1 40
W. R. & Co.'s, 15c size. 1 25	Gallons @3 60
W. R. & Co.'s, 25c size. 2 00	CARBON OILS
CANDLES	Barrels
Electric Light, 8s. 9 1/4	Perfection @10 1/2
Electric Light, 16s. 10	Water White @10
Paraffine, 6s. 9	D. S. Gasoline @16 1/2
Paraffine, 12s. 9 1/4	Gas Machine @24
Wicking 20	Deodor'd Nap'a. @15 1/2
CANNED GOODS	Cylinder 29 @34 1/2
Apples	Engine 16 @22
3lb. Standards 1 00	Black, winter 8 1/4 @10
Gallon 2 60	CEREALS
Blackberries	Breakfast Foods
2lb. 90 @1 75	Bordeau Flakes, 36 1lb. 2 50
Standards gallons @5 50	Cream of Wheat, 36 2lb. 4 50
Beans	Egg-O-See, 36 pkgs. 2 85
Baked 80 @1 30	Evexo Flakes, 36 lb. 4 50
Red Kidney 85 @95	Excello, large pkgs. 4 50
String 70 @1 15	Force, 36 2 lb. 4 50
Wax 75 @1 25	Grape Nuts, 2 doz. 2 70
Blueberries	Malta Ceres, 24 1lb. 2 40
Standard @1 45	Maple Fluke, 36 1lb. 2 25
Gallon @7 50	Pillsbury's Vitos, 3 dz. 4 05
Brook Trout	Ralston, 36 2lb. 4 50
2lb. cans, spiced 1 90	Sunlight Flakes, 36 1lb. 2 85
Clams	Sunlight Flakes, 20 lbs 4 00
Little Neck, 1lb. 1 00 @1 25	Vigor, 36 pkgs. 2 75
Little Neck, 2lb. @1 50	Veget Cream Flakes 4 50
Clam Bouillon	Zest, 20 2lb. 4 10
Burnham's 1/2 pt. 1 90	Zest, 36 small pkgs. 2 75
Burnham's pts. 3 60	Crescent Flakes
Burnham's qts. 7 20	One case 2 50
Cherries	Five cases 2 40
Red Standards 1 30 @1 50	One case free with ten cases.
White 1 50	One-half case free with 5 1/2 cases.
Corn	One-fourth case free with 2 1/2 cases.
Fair 60 @75	Freight allowed
Good 85 @90	Rolled C
Fancy 1 10	Stout Cut, 100 lb. sacks 2 60
French Peas	Monarch, bbl. 4 85
Sur Extra Fine 22	Monarch, 90 lb. sacks 2 35
Extra Fine 19	Quaker, 18-2 1 55
Fine 15	Quaker, 20-5 1 40
Moyen 11	Cracked Wheat
Gooseberries	Bulk 3 1/4
Standard 90	24 2 lb. packages 2 50
Hominy	CATSUP
Standard 85	Columbia 25 1/2 pts. 4 50
Lobster	Snider's quarts 3 25
1/2 lb. 2 25	Snider's pints 2 25
1 lb. 4 25	Snider's 1/2 pints 1 30
Picnic Tails 2 75	CHEESE
Mackerel	Acme @14 1/2
Mustard, 1lb. 1 80	Carson City @14
Mustard, 2lb. 2 80	Mie @14
Soused, 1 1/2 lb. 1 80	Emblem @14
Soused, 2lb. 2 80	
Soused, 1lb. 1 80	
Tomato, 1lb. 1 80	
Tomato, 2lb. 2 80	
Mushrooms	
Hotels 19 @20	
Buttons 34 @25	

3	4
Gem @15	Coffee Cake, pl. or iced 10
Ideal @14	Cocoa Taffy 12
Jersey @14 1/2	Cocoa Bar 10
Peerless @14 1/2	Cocoa Drops 12
Riverside @14 1/2	Cocoa Honey Cake 12
Springdale @14 1/2	Cocoa Hon. Fingers 12
Warner's @16	Cocoa Macaroons 18
Brick @17 1/2	Dixie Cookie 9
Golden @15	Frosted Cream 8
Limburger @15	Fluted Cocoa 10
Pineapple @40	Fruit Tarts 12
Sap Sago @22	Ginger Gems 8
Swiss, domestic @16	Graham Crackers 8
Swiss, imported @20	Ginger Snaps, N. B. C. 7
CHEWING GUM	Ginger Midgets 10
American Flag Spruce 50	Hippodrome 12 1/2
Beeman's Pepsin 55	Honey Cake, N. B. C. 12
Edam 90	Honey Fingers, As. Ice 12
Best Pepsin 45	Honey Jumbles 12
Best Pepsin, 5 boxes 2 00	Household Cookies 8
Black Jack 50	Household Cookies Iced 8
Largest Gum Made 55	Iced Honey Crumpets 10
Sen Sen 95	Imperial 8
Sen Sen Breath Perf. 95	Iced Honey Flake 12 1/2
Sugar Loaf 50	Iced Honey Jumbles 12
Yucatan 50	Island Picnic 11
CHICORY	Jersey Lunch 8
Bulk 30	Kream Klips 20
Red 4	Lady Fingers 12
Eagle 11	Lem Yem 11
Frank's 7	Lemon Gems 10
Schener's 6	Lemon Biscuit, Square 8
CHOCOLATE	Lemon Wafer 16
Walter Baker & Co.'s	Lemon Cookie 8
German Sweet 23	Mary Ann 8
Premium 30	Marshmallow Walnuts 16
Vanilla 41	Mariner 11
Caracas 35	Molasses Cakes 8
Eagle 28	Mohican 11
Walter M. Lowney Co.	Mixed Picnic 11 1/2
Premium, 1/4 s 30	Mich. Frosted Honey 12
Premium, 1/2 s 28	Newton 12
COCOA	No Sugar 8
Baker's 38	Nic Nacs 8
Cleveland 41	Oatmeal Crackers 8
Colonial, 1/4 s 33	Orange Gems 8
Colonial, 1/2 s 33	Penny Cakes Assorted 8
Epps 42	Pretzels, Hand Md. 8
Huyler 45	Pretzelettes, Hand Md. 8
Lowney, 1/4 s 40	Pretzelettes, Mac. Md. 7 1/2
Lowney, 1/2 s 38	Raisin Cookies 8
Lowney, 1s 36	Revere, Assorted 14
Van Houten, 1/4 s 12	Richwood 8 1/2
Van Houten, 1/2 s 12	Rube 8
Van Houten, 1s 12	Scotch Cookies 10
Webb 28	Snow Creams 16
Wilbur, 1/4 s 35	Sugar Krisp 11
Wilbur, 1/2 s 35	Spiced Gingers 9
Wilbur, 1s 36	Spiced Gingers Iced 10
COCOANUT	Spiced Sugar Tops 9
Dunham's 1/4 s & 1/2 s 27	Sultana Fruit 16
Dunham's 1/4 s 28	Sugar Cakes 8
Dunham's 1/2 s 29	Sugar Squares, large or small 8
Bulk 12	Suerba 8
COCOA SHELLS	Sponge Lady Fingers 25
20lb. bags 2 1/4	Sugar Crimp 8
Less quantity 3	Sugar Wafers 16
Pound packages 4	Zanzibar 9
COFFEE	In-er Seal Goods
Rio	Per doz.
Common 13 1/4	Almond Bon Bon \$1 50
Fair 14 1/4	Albert Biscuit 1 00
Choice 16 1/4	Animals 1 00
Fancy 20	Bremner's But Wafers 1 00
Santos	Butter Thin Biscuit 1 00
Common 13 1/4	Cheese Sandwich 1 00
Fair 14 1/4	Cocoa Nut Dainties 1 00
Choice 16 1/4	Cocoa Nut Macaroons 2 50
Fancy 19	Cracker Meal 75
Peaberry	Faust Oyster 1 00
Fair 16	Fig Newton 1 00
Choice 19	Five O'clock Tea 1 00
Mexican	Hotana 1 00
Guatemala 15	Ginger Snaps, N. B. C. 1 00
Java	Graham Crackers 1 00
African 12	Lemon Snap 1 50
Fancy African 17	Oatmeal Crackers 1 00
O. G. 25	Oysterettes 1 50
P. G. 31	Old Time Sugar Cook. 1 00
Arabian Mocha 21	Pretzelettes, Hd Md. 1 00
Package	Royal Toast 1 00
New York Rasls	Saltine 1 00
Arbuckle 16 00	Saratoga Flakes 1 50
Dilworth 15 50	Social Tea 1 00
Jersey 15 00	Soda, N. B. C. 1 00
Lion 14 50	Soda, Select 1 00
McLaughlin's XXXX	Sponge Lady Fingers 1 00
retailers only. Mail all	Sultana Fruit Biscuit 1 50
orders direct to W. F.	Unedda Biscuit 1 00
McLaughlin & Co., Chicag-	Unedda Jinjer Wayfar 1 00
go.	Unedda Milk Biscuit 1 50
Extract	Vanilla Wafers 1 00
Holland, 1/4 gro boxes 95	Water Thin 1 00
Felix, 1/4 gross 1 15	Zu Zu Ginger Snaps 1 50
Hummel's foil, 1/4 gro. 85	Zwieback 1 00
Hummel's tin, 1/4 gro. 1 43	CREAM TARTAR
CRACKERS	Barrels or drums 29
National Biscuit Company	Boxes 30
Brand	Square cans 32
Seymour, Round 6	Fancy caddies 35
N. B. C. Square 6	DRIED FRUITS
N. B. C. Soda 6	Apples
Select Soda 8	Sundried @ 7
Saratoga Flakes 13	Evaporated 9 @ 9 1/2
Zephyrette 13	California 18 @20
Oyster	California Prunes
N. B. C. Round 6	100-125 25lb. boxes @ 4 1/2
N. B. C. Square Salted 6	Best, 1/4 cloth 4 80
Faust, Shell 7 1/2	Best, 1/2 cloth 4 70
Sweet Goods.	Best, 1/4 paper 4 75
Boxes and cans	Best, 1/2 paper 4 75
Animals 10	Best, wood 5 00
Atlantic, Assorted 10	Worden Grocer Co.'s Brand
Bagley Gems 8	Laurel, 1/4 cloth 4 90
Cartwheels 8	Laurel, 1/4 cloth 4 80
Curant Fruit 10	Laurel, 1/4 s & 1/4 s paper 4 70
Cracknels 16	Laurel 1/4 s 4 70

5
Raisins
London Layers, 3 cr
London Layers, 4 cr
Cluster, 5 crown
Loose Muscatels, 2 cr
Loose Muscatels, 3 cr
Loose Muscatels, 4 cr 9 1/2
Loose Muscatels, 4 cr. 10
L. M. Seeded, 1 lb. 11 @11 1/2
Sultanas, bulk
Sultanas, package @ 9 1/2
FARINACEOUS GOODS
Beans
Dried Lima 6
Med. Hd. Pk'd. @1 50
Brown Holland 2 25
Farina
24 1lb. packages 1 75
Bulk, per 100 lbs. 8 00
Hominy
Flake, 50lb. sack 1 00
Pearl, 200lb. sack 3 70
Pearl, 100lb. sack 1 85
Macaroni and Vermicelli
Domestic, 10lb. box 60
Imported, 25lb. box 2 60
Pearl Barley
Common 2 65
Chester 2 75
Empire 3 25
Peas
Green, Wisconsin, bu. 1 25
Green, Scotch, bu. 1 34
Split, lb. 4
Sago
East India 7 1/2
German, sacks 7 1/2
German, broken pkg. 7 1/2
Taploca
Flake, 110 lb. sacks 7
Pearl, 130 lb. sacks 7
Pearl, 24 lb. pkgs. 7 1/2
FLAVORING EXTRACTS
Foots & Jenks
Coleman's Van. Lem.
2 oz. Panel 1 20 75
3 oz. Taper 2 00 1 50
No. 4 Rich. Blake 2 00 1 50
Jennings D. C. Brand
Terpeness Ext. Lemon
Doz.
No. 2 Panel 75
No. 4 Panel 1 50
No. 6 Panel 2 00
Taper Panel 1 50
2 oz. Full Meas. 1 20
4 oz. Full Meas. 2 25
Jennings D. C. Brand
Extract Vanilla
Doz.
No. 2 Panel 1 20
No. 4 Panel 2 00
No. 6 Panel 3 00
Taper Panel 2 00
1 oz. Full Meas. 85
2 oz. Full Meas. 1 60
4 oz. Full Meas. 3 00
No. 2 Assorted Flavors 1 00
GRAIN BAGS
Amoskeag, 100 in bale 19
Amoskeag, less than 19 1/2
GRAINS AND FLOUR
Wheat
No. 1 White 71
No. 2 Red 72
Winter Wheat Flour
Local Brands
Patents 4 40
Second Patents 4 20
Straight 4 00
Second Straight 3 70
Clear 3 30
Graham 4 75
Buckwheat 5 00
Rye 3 85
Subject to usual cash discount.
Flour in barrels, 25c per barrel additional.
Worden Grocer Co.'s Brand
Quaker, paper 3 90
Quaker, cloth 4 00
Wykes & Co.
Eclipse 3 70
Kansas Hard Wheat Flour
Judson Grocer Co.
Fanchon, 1/4 s cloth 4 40
Spring Wheat Flour
Roy Baker's Brand
Golden Horn, family 4 60
Golden Horn, baker's 4 50
Calumet 4 20
Wisconsin Rye 3 90
Judson Grocer Co.'s Brand
Ceresota, 1/4 s 4 90
Ceresota, 1/4 s 4 80
Ceresota, 1/4 s 4 70
Lemon & Wheeler's Brand
Wingold, 1/4 s 4 85
Wingold, 1/4 s 4 75
Wingold, 1/4 s 4 45
Pillsbury's Brand
Best, 1/4 cloth 4 90
Best, 1/2 cloth 4 80
Best, 1/4 cloth 4 70
Best, 1/2 paper 4 75
Best, 1/4 paper 4 75
Best, wood 5 00
Worden Grocer Co.'s Brand
Laurel, 1/4 cloth 4 90
Laurel, 1/4 cloth 4 80
Laurel, 1/4 s & 1/4 s paper 4 70
Laurel 1/4 s 4 70
Wykes & Co.
Sleepy Eye, 1/4 s cloth 4 90
Sleepy Eye, 1/4 s cloth 4 80
Sleepy Eye, 1/4 s cloth 4 70
Sleepy Eye, 1/4 s paper 4 70
Sleepy Eye, 1/4 s paper 4 70

6	7	8	9	10	11
Meal Bolted 2 40 Golden Granulated 2 60 St. Car Feed screened 20 50 No. 1 Corn and Oats 20 50 Corn, cracked 19 50 Corn Meal, coarse 19 50 Winter Wheat Bran 22 00 Winter Wheat Mid'g 23 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linseed Meal 29 50 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 20 00 Brewers Grains 23 00 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 44 Less than carlots 45 Corn Carlots 48 1/2 Less than carlots 50 Hay No. 1 timothy car lots 14 00 No. 1 timothy ton lots 15 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per doz. 1 90 15 lb. pails, per pail. 42 30 lb. pails, per pail. 75 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip, 4 50 @ 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 28 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tour'n't whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 19 50 Short Cut 19 00 Short Cut Clear 18 50 Bean 16 00 Brisket, clear 20 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 1/2 Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 14 1/2 Hams, 14 lb. average 14 1/2 Hams, 16 lb. average 14 1/2 Hams, 18 lb. average 14 1/2 Kinned Hams 15 Ham, dried beef sets 10 California Hams 15 Picnic Boiled Hams 15 1/2 Boiled Ham 22 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 9 Pure interices 10 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tins advance 1/2 20 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 8 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 15 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Pigs, per bundle 70 Uncolored Butterine Solid dairy 10 @ 16 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 30 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/2 lb. 45 Potted ham, 1/4 lb. 45 Deviled ham, 1/2 lb. 45 Deviled ham, 1/4 lb. 45 Potted tongue, 1/2 lb. 45 Potted tongue, 1/4 lb. 45 RICE Fancy @ 7 Japan @ 5 1/2 Broken @ 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lb. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Hallbut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 75 Scaled 12 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 14 00 Mess, 40 lbs. 5 60 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 36 No. 1, 100 lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100 lb. 9 75 4 50 50 lb. 5 25 2 40 10 lb. 1 12 60 8 lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 50 Handy Box, small 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 3 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 LAUTZ BROS. & CO. Acme, 70 bars 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 100 bars 4 10 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, African 18 Ginger, Cochon 15 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1 lb. packages 4 @ 5 3 lb. packages 4 @ 14 6 lb. packages 5 @ 14 40 and 50 lb. boxes 3 1/2 @ 3 1/2 Barrels @ 3 1/2 Common Corn 20 lb. packages 5 40 lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20 lb. cans 1/2 dz. in case 1 80 10 lb. cans 1/2 dz. in case 1 75 5 lb. cans 1/2 dz. in case 1 85 2 1/2 lb. cans 1/2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 12 @ 11 Fannings 12 @ 11	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5 lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 47 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 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 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5 lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1 lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 30 Cant Hook 30 Country Club 32-34 Forex-XXXX 25 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1 lb balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, E & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 8 in case. 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 25 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass. 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 90 Single Peerless 3 00 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Jumbo Whitefish Per lb. No. 1 Whitefish @ 16 Trout @ 15 Halibut @ 13 1/2 Ciscos or Herring @ 10 Bluefish @ 12 Live Lobster @ 45 Boiled Lobster @ 45 Cod @ 14 Haddock @ 12 1/2 Pike @ 11 Perch, dressed @ 12 1/2 Smoked, White @ 12 1/2 Red Snapper @ Col. River Salmon @ 16 Mackerel @ 20 HIDES AND PELTS Hides Green No. 1 10 1/2 Green No. 2 9 1/2 Cured No. 1 12 Cured No. 2 11 Calfskins, green, No. 1 13 Calfskins, green, No. 2 11 1/2 Calfskins, cured, No. 1 14 Calfskins, cured, No. 2 12 1/2 Pelts Old Wool 30 Lams 1 00 @ 1 75 Shearings 50 @ 1 00 Tallow No. 1 @ 5 1/2 No. 2 @ 4 1/2 Wool Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Olde Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 10 Cut Leaf 7 1/2 Leader 8 1/2 Kindergarten 8 Bon Ton Cream 10 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 15 O F Horehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 12 Lozenges, printed 12 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 8 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 12 Old Fashioned Molasses Kisses, 10 lb. box 1 20 Orange Jellies 50 Fancy—in 5 lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound Drops 10 Peppermint Drops 10 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 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 50 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell Brazils 15 @ 17 Filberts @ 13 Cal. No. 1 Walnuts, soft shelled @ 16 Walnuts, Grenoble 15 Table nuts, fancy 15 Pecans, Med. 16 Pecans, ex. large 18 Pecans, Jumbos 20 Hickory Nuts per bu. Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 8 1/2 @ 9 1/2 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Alicante Almonds. @ 42 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Choice, H. P. Jumbo Roasted @ 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS

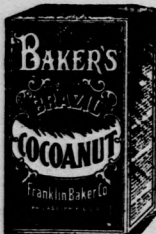


G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 1 60

FRESH MEATS

Beef

Carcass5 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds6 1/2 @ 7 1/2
Chucks5 @ 6 1/2
Plates5 @ 4 1/2
Livers5 @ 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

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
80ft. 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 1/4 to 2 in.9
1 1/4 to 2 in.11
2 in.16
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

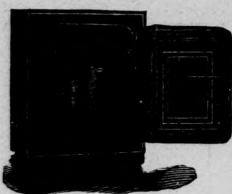
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Four Outlets Now

March 1 our Minneapolis distributing house was fully "opened" in every department.

You need our spring catalogue—just out—to realize ALL the meaning of that fact for YOU.

You'll agree that with four outlets for the purchases, our buying—already trebly big—MUST become still bigger.

And you'll admit that a world-wide buying organization able to pay spot cash for four-house quantities ought to provide some things of decided interest to every merchant—to YOU.

Is he a GOOD buyer who fails to LOOK where he knows good things are to be found FOR the looking?

Our spring catalogue (No. J603) quotes our guaranteed net price for every item in our line of general merchandise.

Shall we send that catalogue to YOU?

Butler Brothers

"The House that Covers the Country"

NEW YORK CHICAGO
ST. LOUIS MINNEAPOLIS

Sample Houses:

BALTIMORE DALLAS

A Mine of Wealth

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

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

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

3. It is a profitable investment for the stockholders.

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

Hastings Industrial Co.
Chicago, Ill.

PILES CURED

...without...

Chloroform,
Knife or Pain

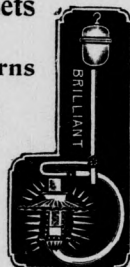
Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

The Sun Never Sets
where the
Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.

42 State Street Chicago, Ill.

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 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.

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.

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

Stone hotel, nearly new, 32 rooms, in center of thriving town of Fort Collins, Colo., near P. O. and depot. Building and business \$10,000. Doing \$150 and \$175 per week. Owner in poor health. Golding-Dwyre, Ft. Collins, Colo. 655

For Sale—For cash only, clean up-to-date stock general merchandise, 25 miles from Grand Rapids on L. S. & M. S. Positively the best opening in farming, fruit and dairy country in Michigan. Reason for selling, other business. Noggle & Gordon, Hopkins, Mich. 671

Do you want to sell your dry goods, drug, grocery, shoe, implement, printing, livery business or anything else? We can do it for you. Benham & Wilson, Real Estate & Investment Brokers, Hastings, Mich. 670

For Sale—Hardware stock in Northern Wisconsin. Good farming country and good paying business. Will invoice about \$5,000. Also harness shop invoicing about \$800. Pelton Bros., Dallas, Wis. 669

For Sale—One of the best water power flour and feed mills in the State. Don't answer unless you mean business. B. Hoefelmeyer, Ravenna, Mich. 667

For Sale—First-class grocery stock of old-established firm. Good reasons for selling. Address M. Wiseman, Marshall, Mich. 666

Homesteads—Million acres soon to open to settlement on Rosebud Reservation. Send 25c for full information. Latest and best map, 50c extra. A. E. Kull, Sec'y Chamber of Commerce, Bonesteel, S. D. 665

For Sale—Two-story and basement brick store building, well located at Shelby, one of the best towns in Western Michigan. Address M. E. Stewart, Sec'y Co-Operative Association, Shelby, Mich. 664

For Sale—Only drug store in good lively town. Sales last year, \$7,500. Good reason for selling. Swan Bros., Ewing, Mo. 663

For Sale—Book store, consisting of books, stationery, photo supplies, wall paper, etc. Invoices \$10,000. Long lease. Town of 35,000 in Southwest Missouri. O'Day Real Estate & Investment Co., Springfield, Mo. 662

For Sale—First-class restaurant located opposite new Colonial Hotel, Monmouth, Ill. Everything modern and up-to-date. Established eighteen months. Making money. A snap for someone if taken at once. Owner not a restaurant man. Investigate. Capital required, less than one thousand dollars. R. C. Allen, Monmouth, Ill. 661

To Rent—Floor space, 2,655 square feet, lighted on three sides, on the second floor of the Board of Trade Building, for light, clean industry or jobbing purposes; heat; passenger and freight elevator service included. 660

Wanted—Good line of furniture, bedding and caskets, to sell on commission or salary. In Michigan preferred. Address "E." care Tradesman. 659

An especially attractive opening. Fully equipped pasteurizing creamery plant and grocery store, modern in all respects. Near center of city. For rent cheap. Will bear the closest investigation. Address W. J. Smith, c/o Old National Bank, Battle Creek, Mich. 658

For Sale—Battle Creek, Mich., stock men's clothing and furnishings. Will invoice between \$6,000 and \$7,000. Stock one year old in A1 condition. Store modern and most centrally located. Will sell at very low price if sold at once for cash. No trade. Address The Hub, 14 E. Main St., Battle Creek, Mich. 657

Wanted To Buy—Small stock of drugs and groceries in good town with good trade. Address No. 656, care Michigan Tradesman. 656

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

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—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

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

For Sale—One set 12 ft., and one set 6 1/2 ft. heavily tinned meat racks with mountings. One lard press, one sausage stuffer, one No. 41 Enterprise chopper, one 30 gal. lard cooler, one dried beef cutter, one 3 H. P. Miller gasoline engine, all in first-class condition. Address G. E. Woolf, Copemish, Mich. 624

Converting stocks into cash, our hobby. Our system will close your business satisfactorily or no pay. A1 references. G. E. Breckenridge Auction Co., Edinburg, Ill. 608

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 263, 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

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

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—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—Grocery stock in town of 1,000. Cash sales last year, \$18,648.76. Our books are open for inspection. Proprietor going into contracting business. Fine farming country. Address No. 612, care Tradesman. 612

For Sale—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—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

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

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 news-stand. Up-to-date in town near Grand Rapids. Reason for selling, other business. Address "Good," care Michigan Tradesman. 506

For Sale—\$10,000 to \$12,000 stock dry goods, notions, carpets, etc., largely staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 523, care Michigan Tradesman. 523

For Sale—Pork packing house, capacity 150 hogs per day. Reason for selling, wish to retire. J. H. Copas, Sr., Owosso, Mich. 485

Wanted—To buy stock of clothing, shoes or general stock. Address R. E. Thompson, 427 University Ave., St. Paul, Minn. 583

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

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 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

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—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

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—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 by registered pharmacist. Married, age 23. Address "Pharmacist," care Tradesman. 668

Wanted—Position as traveling salesman. Can furnish A1 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 358, 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.

Recent Trade Changes in the Hoosier State.

Goodland—J. R. McCarty & Son are succeeded in the implement business by Nicholas Gautsche.

Hopkinsville—E. W. Steger will continue the general merchandise business formerly conducted by Steger & Dickson.

Mishawaka—W. M. Walter succeeds John R. Gorby in the grocery business.

South Bend—Chas. E. Rogers, grocer, has discontinued business.

Boonville—Curtner Bros. are succeeded in the drug business by Edw. Bohrer.

Garrett—C. J. Rollins will continue the grocery business formerly conducted by Fitch & Rollins.

Marion—Whisler & Norris succeed J. H. Whisler in the jewelry business.

Marion—M. Heath, who formerly conducted a general store near here, is succeeded by S. S. Anthony.

Vevay—J. D. Froman & Son succeed J. O. Oren & Sons, clothiers.

Indianapolis—The Cutter-Amos Co. succeeds the McCordie-Amos Shoe Co.

Indianapolis—The Dillon Hardware & Enamel Co. has merged its business into a stock company under the same style.

Indianapolis—An application has been made for a receiver for the Pogue Grocer Co.

Knightstown—A. W. Hoggins will continue the harness business formerly conducted by Hoggins & Cook.

Muncie—The boot and shoe business formerly conducted under the style of W. H. Moreland & Co. will be continued by the W. H. Moreland Co.

Wea—Simon Brubaker, of the boot and shoe firm of S. Brubaker & Son, is dead.

Bainbridge—H. O. Batman succeeds E. F. Gordon in the dry goods business.

Diamond—Pattison & Co. are succeeded in the meat business by M. Viette.

Indianapolis—John Eitel & Co. are succeeded in the drug business by Hoskins, Miller & Co.

Cambridge City—Walter Waddell, clothier, has made an assignment.

Marion—J. C. Leapley will continue the grocery business formerly conducted by J. C. Leapley & Co.

Marlow—The grocery business formerly conducted by Montgomery & Briscoe will be continued by D. M. Montgomery.

Terre Haute—E. S. Brown has withdrawn from the jewelry firm of Brown Bros.

Terre Haute—The Warsaw Lumber Co. has dissolved partnership.

Fort Wayne—Isadore Sellberg has disposed of his interest in the Marcus Saul clothing and ladies' wear business and will engage in the same line of business himself.

Vincennes—A. G. Meise has purchased the hardware stock of N. Smith & Sons.

Muncie—The boot and shoe business formerly conducted by W. H. Moreland has been merged into a stock company under the style of the W. H. Moreland Co. Associated with

Mr. Moreland in the business are Ed. Bender and Oran Freeman. The company has an authorized capital stock of \$15,000.

Terre Haute—A. Strauss, of Anderson, has purchased the stock of the Walz & Watson Dry Goods Co., and will conduct a similar business at the same stand.

Mishawaka—Frank Bunn is succeeded in the ice cream and confectionery business by John Betzler. He will, however, continue to manufacture ice cream as heretofore.

Richmond—Henry Wilke, dealer in stoves and queensware, is making preparations to close out his stock and retire from trade.

Recent Business Changes in the Buckeye State.

Beaverdam—Hicks & Bro. succeed W. M. Burden in the grocery business.

Cincinnati—The Ladies' Tailoring Co. succeeds A. M. Hoffheimer & Co. in business.

Cleveland—Jos. Goodman, dry goods merchant, has removed to Youngstown.

Cleveland—The S. W. Burrows Co. has made an assignment of his stock of hardware.

Holgate—The clothing business formerly conducted by F. Buchenberg will be continued by Buchenberg & Fast.

Kalida—Fanger Bros. & Co. are succeeded in the hardware business by Fanger & Recker.

Bloomdale—John Mackey succeeds Wm. S. Baird in the grocery business.

Canton—The wholesale hosiery business formerly conducted by C. S. Harrison will be continued under the style of the C. S. Harrison Co.

Dayton—Warwick Bros. succeed Warwick & King in the grocery business.

London—Harry Hathaway will continue the harness business formerly conducted by E. H. Hathaway.

West Carrollton—J. H. DeWesse succeeds J. H. Davis in the meat business.

Bethel—Paul Godfrey is succeeded in the planing mill business by G. G. Paul & Son.

Canton—L. A. Cooper succeeds John Gephart in the grocery business.

Lorain—F. Gray will continue the dry goods business formerly conducted by Armstrong & Gray.

Manchester—Hy Foster is succeeded in the meat business by E. H. Heizer.

St. Paris—McMoran Bros. & Co., dealers in grain, are succeeded by the McMoran Bros. Co.

Wellstone—Hy Gettles & Son succeed Moorehead & Gettles in the grocery business.

West Liberty—D. W. Williamson will continue the implement business formerly conducted by Williamson & Black.

Youngstown—The business formerly conducted by the Dolde Art Glass Works will be continued by A. A. Dolde.

Elyria—C. W. Phillips & Co., of Akron, have purchased the drug stock of A. E. Frost.

Ann Arbor Must Get Busy.

Ann Arbor, March 12—Nothing more emphasizes the need of expeditious action on the part of the new Ann Arbor Chamber of Commerce than the dullness which has prevailed among the business houses of this city during the past month. It is quite true that the three or four thousand students who patronize the boarding houses of the city or maintain separate institutions for themselves, after the manner of the fraternities and sororities, spend the usual amount for food and rent during the dull season, but there is a lack of vitality in business affairs which would be materially improved were a half dozen prosperous manufacturing concerns brought to the city. The families of the employes would reside here throughout the year and their requirements, like those of the present population, would be continuous. The student population and the families of the large corps of instructors employed at the University are of course a valuable asset to the community and everyone desires to see their number increase, but that does not at all argue that good manufacturing plants with their armies of employes, located in a different section of the city, would not also be a desirable adjunct to the interests of every resident, more especially the business men.

Lansing has just secured another large plant through the medium of the Business Men's Association, and Flint is just closing arrangements for a large additional factory and for doubling the capacity of the Buick automobile works, already one of the largest institutions of its kind in the country.

New York Central Lines Cut Excess Baggage Rates.

The New York Central lines have issued a tariff reducing the present excess baggage rates nearly one-half. Special permission was granted by the Inter-state Commerce Commission, which allowed the reduction to become effective at once. The present rates, which went into effect Jan. 1, are 300 per cent. higher than the old rates in some instances, and were made on the ground of recent legislation preventing the railroads from giving commercial travelers better rates than were granted other classes of travel.

Under the new schedule the commercial men must pay excess charges from point to point, but the rates have been so reduced they amount practically to the same as previous to the present year. The minimum charge between two points is 25 cents, and when the fare is more than \$12 the excess baggage charge will be 12 per cent. of the first class limited passenger rate.

Boyer Falls Business Men Touch Elbows.

Boyer Falls, March 11—Tuesday evening, March 5, a very enthusiastic meeting of business men and citizens of this place was held in the town hall and the preliminary organization of a Board of Trade was accomplished by electing Wm. J. Pearson, President; F. L. Pierce, First Vice-Presi-

dent; L. A. Moon, Second Vice-President; J. H. Porter, Secretary, and O. J. McMahon, Treasurer. A committee was appointed to arrange a constitution and by-laws, a committee to secure subscriptions to provide the "sinews of war," and the undersigned appointed to "notify the world." Adjournment was taken until Wednesday evening, March 13, when committees are to report, etc. The object is to endeavor to secure the location of industries, to advertise the village and surrounding country and to improve the public roads surrounding the village.

Will you please make this public through the columns of the Tradesman?

Also, if convenient, give us suggestions with regard to a constitution and by-laws. We will appreciate the favor very much.

D. E. Wheeler.

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

Buffalo, March 6—Creamery, fresh, 27@32c; dairy, fresh, 20@28c; poor to common, 18@20c; roll, 23@25c.

Eggs—Fancy white, 19c; choice, 17½@18c.

Live Poultry—Springs, 13@14c; fowls, 13@14c; ducks, 15@16c; old cox, 9c; geese, 10@11c; turkeys, 12@15c.

Dressed Poultry—Fowls, 13@14½c; chickens, 13@15c; old cox, 10c; turkeys, 15@18c; ducks, 16@17c; geese, 10@12c.

Beans—Pea, hand-picked, \$1.45; narrow, \$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.

Hint To Detroit Wholesalers.

Brighton, March 12—Detroit's wholesale grocers have lost a large percentage of trade from business men here by their patronizing Toledo firms during the last four years, which, I think, applies to many other small towns in Michigan. Whether it is lower prices or better freight service, I do not know. Detroit should look after her trade.

G. J. McQuade.

Select Dates in August.

Saginaw, March 12—Post F. Knights of the Grip, has decided to recommend to the State Executive Committee that the dates August 23 and 24 be selected for the next convention, which is to be held here.

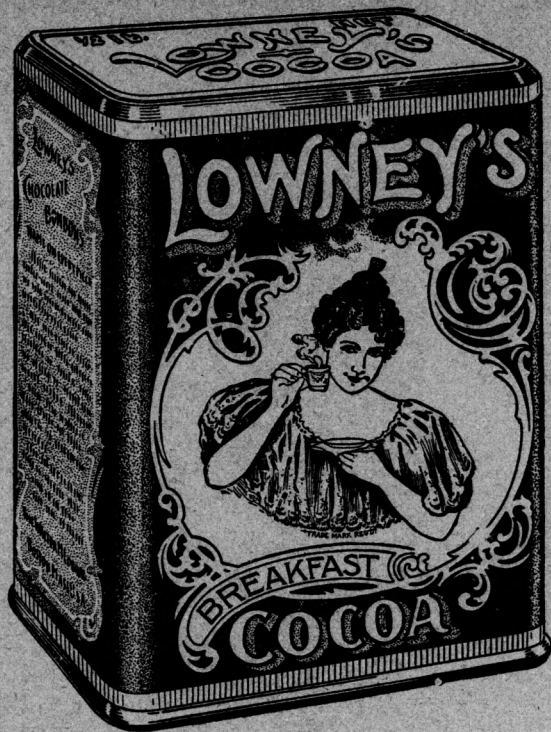
BUSINESS CHANCES.

For Sale—Stock of drugs, wall paper, school supplies, etc. Inventories about \$1,500. Cash or will trade for small farm. Frank Heacock, Vickeryville, Mich. 672.

Registered pharmacist wants position. Ran store of own four years. Best of references. Must be good position. Address Lock Box 33, Mecosta, Mich. 673.

Wanted—Position as manager of country store or manager and buyer of any dry goods department in city department store. All references. Address No. 674, care Michigan Tradesman. 674.

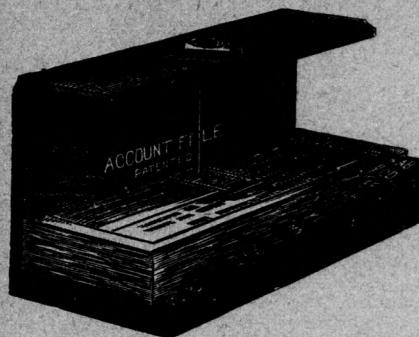
Two years ago I furnished the money to start a general store in a live town in Michigan. The man for whose benefit I made the investment, did not make good, although he had a large trade. I am not a merchant and have no time to give to it. I want to sell good will and all and rent the building. I would take part cash and allow time on paying balance or would take desirable real estate at cash value. Only those meaning business need apply. Address No. 675, care Michigan Tradesman. 675.



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.

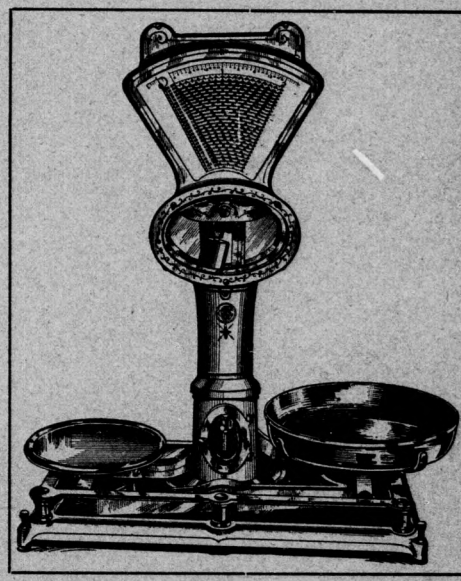
New hair-line weight and value indicator.

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

**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



"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



**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

\$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

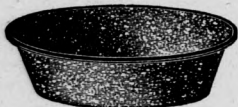


**"Duchess"
Kettles**

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. 1306-10½ x 4½ inches. Each 30c



Wash Basins
Extra Heavy Steel and Eyeletted.
(Retail Prices)
No. 28-11½ x 2½ inches. Each..... 16c
No. 30-11½ x 3½ inches. Each..... 19c



Deep Stamped Dish Pans
Hollow Steel Handles that fit the hand.
(Retail Prices)
14 quarts—Size 15½ x 5½ inches. Each..... 46c
17 quarts—Size 17½ 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

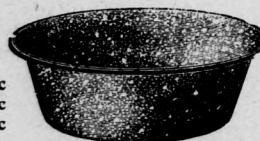


Pie Plates
(Deep)

(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

Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand
Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings