

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 20, 1907

Number 1226



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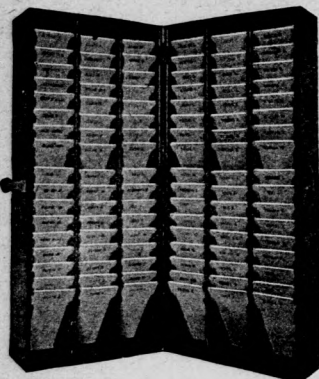
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MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 20, 1907

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THE RAILROAD AGITATION.

Once in awhile someone is heard pleading: Why persecute the rail-ways when there is no country on earth having so many miles of rail-way as are operated in the United States and nowhere else can be found service so good at so cheap a figure?

To begin with, there is no wish, no sentiment worthy of being classed as Public Opinion, to persecute the rail-ways of this nation.

And the present outcry for legisla-tion regulating the management of railway traffic is not because of poor equipment or inadequate manage-ment. The sore spots, which have festered and hurt even to the death, may be truthfully designated as ab-surdly immoderate capitalization and arrogant, recklessly cruel tactics in-dulged in to develop a net profit up-on such capitalization.

The industrial, mercantile and agri-cultural interests of this country have been whipsawed beyond toler-ance by the manipulators of railway stocks and the widespread and seem-ingly spontaneous co-operative ef-forts to force the carriers back to a rational appreciation of their relation to these interests are but natural ef-fects following unnatural causes.

Were it possible to secure an ex-pression by ballot as to the attitude of the jobbers, the retail merchants, the manufacturers and the farmers of this country in regard to the political problem of Government ownership of public utilities, it is dollars to dough-nuts that such ownership would be overwhelmingly defeated. That is not what is needed and it is not what is demanded by the present agitation.

What is wanted is that there shall be no special privileges granted in the operation of railroads, telegraph, telephone and express companies; that the sharks of Wall street may be prevented from demanding of the masses that they shall meet every half billion of "water" injected into railway stocks with a corresponding

tribute in the shape of undeserved profit on that liquid. In brief, all that the people demand is fair and equal treatment all around, and the point has been reached where they will be satisfied with nothing less.

The people do not propose longer to be hoodwinked, abused and im-posed upon by the wonderfully con-structed systems of accounting and record-keeping methods of the rail-ways, invented solely for the purpose of making their business an elabor-ate mystery, impossible for the Na-tional Government or any State gov-ernment to unravel to an extent suf-ficient to reach any absolutely accu-rate knowledge as to values, expens-es, rates and earnings. Indeed, the railways themselves seem somewhat hopeless when they attempt to take the tangles out of their own statis-tics.

Persecute the railways? The idea is ridiculous and the railways know it. They know, better than any other specific interest in the country knows, the exact science of persecution and, having practiced it, having developed it to its present perfection, they are crying, "Persecution!" in their mor-tal fear that their graft from this source is to be permanently removed beyond their reach. The railway in-terests are frightened. There is no gainsaying the fact, and if they are honest, if they are truly looking for a square deal, their fear is groundless. Let them come frankly into the open and tell the truth as to conditions as they have been in the past and as they are at present. Let them plac-card the actual figures as they are in Wall street and as they must be in order to be true.

During a recent discussion of rail-way matters a representative of the carriers was asked as to the distribu-tion of operating expenses in their relation to the records as to certain earnings and the gentleman was non-plussed. He could not tell off hand, and to show that he was not alone in such inability he asserted that there have been three joint conventions be-tween the National Association of Railway Accountants and the Ac-countants of the Inter-state Com-merce Commission in an as yet un-successful effort to evolve a system of accounting which shall make oper-ating expenses and earnings perfect-ly clear and accurate, even to the slightest details.

The gentleman who made this statement, even although he is a railway man, is known as a man of rectitude—as one perfectly upright—so that there is no reason to doubt the truth of his assertion. This being the case, it is quite evident that the claim that railway statistics are a mystery and not reliable is well founded. Presumably the members of the Na-

tional Association of Railway Ac-countants and those accountants em-ployed by the Inter-state Commerce Commission represent the most scien-tific, most resourceful and most con-scientious artists in that line which our country produces, and yet after three joint conferences for the spe-cial purpose of taking one single step toward solving the enigma of rail-way statistics they remain defeated.

Michigan has been indulging in an effort to obtain a square deal, and is still at it in spite of the report that President Roosevelt has asserted that states have no right to legis-late upon matters already placed in the hands of and to be decided by the Inter-state Commerce Commis-sion. So far as anyone now knows the report of the President's pronun-ciamiento has not yet been confirmed by that gentleman; but even although the report be true the evidence al-ready collected by our State officials can not fail to be of great value to the Inter-state Commerce Commis-sion when the Michigan end of the problem goes before that body. So that our present efforts are well worth whatever they may cost. Mean-while we will hope that in case there is a conference between the Presi-dent and Mr. Harriman et al, or should the governors of various states be consulted by Mr. Roosevelt, the peevish charge of persecution of the railroads will be withdrawn forever.

THE RAILWAY SITUATION.

No question is being discussed with greater freedom at this time than the railway situation. Men who know the least about it appear to talk with as much frankness and unconcern as those who have given it a lifelong study. Nearly every one is suffering from the inaction of the railroads, but, as a rule, those who suffer the least talk the most, while those who suffer the most are devoting a great deal of time and thought to the work of improving existing conditions. Traced down to its source, the trou-ble appears to resolve itself into a matter of incompetency in the mana-gerial force. Take the case of a cer-tain railroad whose headquarters is located not far from Grand Rapids. The man at the head of the system holds his job solely through the pull-ing power of family relation. He is incompetent in every particular. If he were to lose his job with the rail-road no Grand Rapids establishment would pay him \$1,200 a year, because he could not earn that much on his merits.

Many a man's religion consists of reading the Bible while his wife car-ries up the coal.

Many a man gambles with his repu-tation, losing it in an effort to gain a bigger one.

TOO MANY CHEAP MEN.

How the Drummer Viewed the Railroad Situation.

Written for the Tradesman.

At the Union station the traveling salesman came upon his friend Bob. Now, Bob, does something or other in the office of a railroad company, and to his mind a carrying company can do no wrong. Johnny, the salesman, was red in the face and hot under the collar from a recent interview with a customer who had been saying things to him about the advisability of his firm getting goods delivered on time.

"It's rotten!" said Johnny. "The rottenest kind of rotten. I'd like to have a controlling interest in a few railroads!"

"What's the matter with the roads?" demanded Bob, an argumentative look in his eyes. The chip was on his shoulder, all right.

"Everything is wrong," was the reply. "They kill passengers and delay freight and discriminate. I don't know what they don't do that's wrong."

"I'll tell you one thing, right now," said Bob, "if the newspapers don't quit stirring up the people against the railroads there won't be any railroads to speak of. At least, there will be no extensions made, and the service will go backward instead of forward."

Johnny lighted a cigar and looked out of the window. He had recently read something like that, coming from a man higher up on the salary list than Bob.

"The railroads of this country need millions of money during the next ten years," continued Bob, deceiving himself with the notion that he was making a favorable impression on Johnny, "and if all this tommyrot shuts them out of the confidence of the men with money, the old rails and the old cars will have to answer for a long time to come. It is not the fault of the roads if the public is not well served."

Johnny shoved both fists in his pockets and whistled softly, a sure sign that there would be something doing very soon.

"And another thing," Bob resumed, lifting his voice so that he might be heard by those in the waiting room, "a whole lot of you people who get your living and your profits through the traffic of the country will find a hole in your pockets if this thing keeps up."

"Rats!" cried Johnny, angrily.

"Oh, yes, it's all right to turn it off in that way," said Bob, "but when our pay cars don't stop at your towns, or cut their contributions in half when they do stop, you'll sing another tune. If things don't change we'll have to cut down our forces and cut wages as well."

"Where do you fellows get the money you pay out?" demanded Johnny.

"We earn it."

"Oh, I thought from your talk that you made it and increased the circulating medium of the country just so much every time you had a pay day. Yes, yes, I see you cutting down forces! Why, you've got freight pil-

ed up mountain high that you can't begin to handle. You handle these goods, and you'll earn more money to pay out, but if the extra cash doesn't pass through your hands the people will circulate it in some other way. And I see you cutting wages, too! You can't get your present employees to work for what you have been paying them. You're all tangled up."

"That's what the newspapers say."

"I'll tell you what's the matter with the railroads," said Johnny.

"Tell Roosevelt," said Bob. "That is just what he is trying to find out."

"He'll find out, all right. Teddy is nex to himself most of the time. He will find a remedy, too."

"The best thing he can do is to keep his hands off."

"That is what the late Southern Confederacy said," laughed Johnny. "All it wanted was to be let alone! Now, look here. Suppose you had a mighty big business and had a lot of people working for you?"

"That is a violent supposition."

"And suppose these employees of yours got your business all tangled up?"

"They probably would do so. Just my luck!"

"Suppose the President of the United States had to interfere between you and your patrons?"

"But he wouldn't."

"And suppose that the legislatures of all the states in the Union were discussing special legislation to prevent you owning the earth and making a few pets rich while you kept the rest of the world poor?"

"What are you getting at?"

"And suppose your patrons were holding indignation meetings and raising the Old Nick generally and your business methods were the byword of the nation?"

"Oh, cut it short!"

"Now, honestly, with your business in that shape, what would you do?" Bob grinned.

"I know what you'd do," continued Johnny. "You'd get up early some morning and fire every last employee you had, from office boy up to general manager."

"Of course."

"Well, that is what the stockholders of the railroad companies ought to do—fire the whole bunch."

Bob laughed, the innocent, happy laugh for which he is noted.

"They'd have to fire themselves," he said.

"No, sir. When a man like Harriman controls he uses his friends, but that is not the point. What do you think of a set of men who will permit a business—a paying business, mind!—to get into the shape the railroad business of this country is in now? They ought to be fired."

"What have they done?"

"Besides being incompetent to meet the situation, they have shown greed and unfair business methods. This railroad business is the biggest proposition before the country to-day. This handling of the crops, the manufacturing products, the wholesale and the retail goods of the land, this transportation of millions of passen-

gers every year, is about the largest thing ever."

"Oh, no," sneered Bob, "anyone can run a railroad. Why, the newspapers have been running our line for a long time."

"It requires broad-minded men to handle this mighty business—men who know what to do and when to do it. They must be keen and resourceful. They must be captains of detail as well as generals of things as a whole."

"Well, we've got 'em," said Bob.

"Where are they?"

"In charge of the roads."

"Oh, they are in charge of the railroads, are they? What did you say a minute ago about firing any set of men engaged in private business who got things tangled up along the lines suggested? Again, what do you think of a set of men who will let so mighty a business get into such shape?"

"Oh, you listen only to the kick-

ers."

"Not for Johnny! The kickers are the leading men of the land, from the President down. They are your patrons. In many cases they are your stockholders. You have men of brains in your companies, but they devote their attention to swelling the wealth of the companies by Wall Street combinations. With a few exceptions, your good men are not at the head of the roads. You've got too many cheap skates right where the people see them. Many a railway manager and freight dictator ought to be driving hacks!"

"Treason!"

"That's what! Yes, there are exceptions. We have some pretty good railroad men right here in Grand Rapids—about as good as they make—but they occupy minor positions. And we have a host of engineers and conductors, trainmen generally, who risk their lives every day because of some fool economy on the part of the management."

"You may be all right in the wholesale business," said Bob, "but you don't know a lot about railroads."

"I judge by the facts. Get back to the first point: What would you do to a set of men who would get your business into the shape these managers have placed the railroads in the public eye? The business is a stench in the nostrils of all honest men. What should be done?"

"You put it too strongly."

"Not a bit of it. It is the duty of every man in business, no matter what its magnitude, to keep on good terms with his customers. Have the railroads done that? It is one of the requisites of business that it should be kept up with the times, that its facilities should grow with the need for them. What have the railroads done? They have droned along with half the equipment necessary."

"But they lack capital."

"Ah, but they have capital enough to form combinations and travel around in private cars loaded with champagne and cigarettes and employ grafters and lobbyists in Lansing and corrupt legislators. I guess the Hills and the Harrimans could build all the rolling stock they need and lay all the double tracks needed

if they didn't side-track their earnings in busting up other roads. My friend, you can't tell me that the man who can get hold of as much money as Harriman has used lately is too poor to equip his roads to meet the demands of the public. Get back to the point: Just look at the shape the railroad men have gotten their business into. Doesn't it show incompetency? You bet it does! It makes me sick to hear 'em whine!"

But just then Bob saw his train backing into the train shed and darted away.

Alfred B. Tozer.

Out of His Depth.

Adolphus Sweller was a young man who tried to impress his friends that he always lived in the height of luxury, and he liked to make an impression in matters of dress.

When he received an invitation to a party he liked to display plenty of shirt-front and wear very high collars. Once when he was going to attend a somewhat swell dinner he determined to have a very deep collar. He hunted all through his linen, but could find nothing to suit him, for there was not one over four inches. In desperation he went to a shop, but even there could get nothing deeper than four and a half.

"It's simply absurd," said Adolphus. "What's the good of showing me low-cut collars like these? Do you mean to say you keep nothing taller?"

"I'm sorry sir," said the assistant softly, "but our next size is cuffs!"

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Tradesman Company,
Grand Rapids.

STURDY PLEA.

In Behalf of the Wetmore Two Cent Fare Bill.*

I did not expect this morning to intrude on your gathering, as I talked one week ago. I think I told you at that time that I represented 15,000 traveling men, but I was convinced yesterday, in looking up the records, that I ought to have said 25,000 traveling men in Michigan; and those 25,000 traveling men in Michigan all travel on an average between 20,000 and 25,000 miles a year. Think of it, you railroad men. You are the best fellows on earth, but you are on the wrong side of the fence and we are sorry for you. We are brothers and friends with you and we meet each other every day and the best of feeling exists, but there has come a time, gentlemen, when we have got tired, 25,000 of us in Michigan here, of giving you a bonus for the pleasure of doing business with you. There have been insults heaped upon us in regard to the mileage business; years ago you could pay \$10 and get a 500 mile book; that was done away with and we all had to put up thirty dollars for a mileage book of 1,000 miles. Through the good graces of our splendid governor, we secured a modification of that rule whereby we were obliged to put up \$30, but they asked us to leave 25 cents with them, so that the traveler would hire their auditor, clerks and office force in the city of Detroit. Is there a business in Michigan where you could go to a store and say: "Here, you will have to give us a bonus to do business with us?" Isn't it enough to ask 25,000 traveling men to pay you in advance for one thousand miles of riding at \$20? Have you ever stopped to think what an enormous amount of money is tied up in books not being used for six or eight months, some of them barely getting inside the year? You have had that money we have been forced to pay in advance; we couldn't get the ten dollar book any more; on top of that you forced us to give \$30 and keep 25 cents. You haven't treated your customers right. I don't believe I would have a customer in Michigan to-day if I were to treat him that way. You know that the traveling man has paid that \$30, with the 25 cents left in the treasury of the railroad company, and said nothing; we didn't make any particular kick; we went on sawing wood and said, there is a day coming when we will meet you on the level; it is coming, gentlemen.

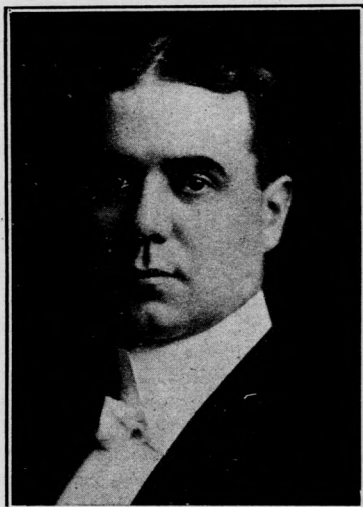
As I said the other day, all the traveling men want is a flat \$20 mileage book, that is till they want. I believe, as do 98 per cent. of the citizens of Michigan, we are not going to lie down. We are going to have two cents flat in Michigan, traveling men and everybody.

To-day I represent not 15,000 traveling men or 25,000 alone, but there are back of those 25,000 traveling men, if you stop to think of it, gentlemen of this committee, the millions that are back of those 25,000 traveling men in jobbing and wholesale houses

*Address by John A. Weston before Senate Transportation Committee, at Lansing, March 14.

and the large manufacturing interests of this State, and everyone is backing us and saying Boys, put your shoulder to the wheel and help us establish a two-cent rate. My firm employs 65 traveling men; if we had a two-cent rate, they wouldn't have to give them so much expense money; the boys could jingle it in their pockets and not the railroads in their treasuries. Three hundred sixty-five days in the year we have gone on and done business with you; we are going to do business in the future; we are going to travel hand in hand, but I do believe that with the splendid assistance we have in the Legislature and the State officers, we are going to ride on the two-cent rate after September 1.

I couldn't help but notice our friend here, in bringing up the rag ends of his road, and we have a conductor present who has told about the branches of his company that don't pay anything. That is true of those branches, perhaps; you can't figure on those alone. Can the wholesale hardware man blot out nails from his



business because he doesn't make anything on them? Can stove manufacturers blot out the goods they sell because they don't make anything? Oh, no. There is not a wholesale house in the country that can do it; and there is not one but what sells goods practically at cost, and some of them under cost, but when they sum up they say, we have made a profit on our entire business, and we declare a dividend of six or ten per cent. The grocer doesn't say, I can't keep sugar, because I have to sell it at cost. Our railroad friends don't tell us what a good thing they have on their trunk lines, with the mail and express; I am told that they pay every dollar of the expense of running these trains and the passenger business is clear velvet.

We are not here as traveling men to ask for favors; not at all; we are here to ask you, in behalf of the people of the State of Michigan, we are here to ask you for the factory-man, for the woman who works in the store, if she be a church woman, not to discriminate against her church and principle and make them take a Sunday excursion because the railroad company has made a low rate on that

day to enable them to go; you know there are hundreds of laboring men and women that go on the Sunday excursions that would go on a week day had you made a two cent rate, and you only help to commit a sin.

I am here to plead in behalf of the poor fellow who hammers in the factory six days in the week and the poor woman who washes in the tub; she wants to go and see her daughter somewhere; we, as traveling men, can ride for two cents, but we are here in behalf of the rural districts of Michigan and every city of Michigan and I desire to add that 98 per cent. of the citizens of Michigan are demanding this bill to pass both the Senate and the House, and I predict to-day that there is not a Senator or Representative that dares to vote against this bill without he meets his Waterloo and commits political suicide.

A mileage book has been handed me here, with this clause marked, which I will read for your consideration:

"If this mileage ticket is lost, stolen, mislaid or destroyed, no refund will be made on account thereof or any portion of the mileage trip, nor will the cover or mileage have any redemption value if recovered after having been used by other than the original purchaser."

I thank you for your very kind courtesy in listening to my plea in behalf of 25,000 traveling men and 98 per cent. of the citizens of Michigan, and I believe this large delegation of traveling men here to-day will hear glad tidings from the Legislature of 1907.

Single Idea May Make You.

It is true that the usual success or failure routes are not rapid transit. Slow plodding along in the right way eventually brings success and slow plodding in mistaken paths the opposite.

But, unless it be by some one or more especially distinguishing act or feature, the success will not rank with popularity or fame nor the failure with unpopularity, for the attainment of either of which there is usually at least one distinguishing quality or feature, exciting favor for the first and disfavor or prejudice for the second.

With this view properly fixed in mind and acted on there should be a much greater percentage of popularity and fa emfrom among the workers and concerns who now are but mediocre successes, and a much smaller percentage of the opposite from among those who are not.

Take two stores that stand side by side. The proprietor of one is a jovial, whole-souled person, who meets every customer with a smile and pleasant greeting; the other is taciturn if not actually grouchy. The wares of both may be equally good, and in other respects the treatment the same, but the proprietor's exceptional trait of affability in the one case spells popularity, while unpopularity is the only thing the grouchy attitude can mean for the latter. In each case they are pre-eminent fea-

tures that protrude beyond the general routine of the place.

The floorwalker who acted on the original idea of holding open the door for customers wishing to enter or depart brought a well deserved popularity to himself and the establishment he was engaged with. A simple act of forethought, maybe, but it was sufficient at any rate to make him popular with women customers. Whether done on impulse or pre-meditatedly, the consequences of the act are the same. If the act be favor creating it brings pecuniary gain; if the opposite, loss.

One salesgirl at the infants' department of one of our stores has made herself popular by making solicitous inquiry about "the little one" as she hands the parcel over to the customer. Popular with the mothers that thus come to buy at their counters, but more popular with their employers, salespeople of this class can command their own salary. Often it is a little thing that brings popularity. We all can guess why it is the little school-boy or girl runs several blocks out of the way to get to a certain little shop to do the shopping; and similar reasons not infrequently also hold good with grown folks.

In a small town in one of the western states is a hotel that in every respect is much like other hotels and serves the regulation menu. But as against the ordinary steaks usually served by hotels, the proprietor of this establishment serves a thick, savory porterhouse that fills a large size platter. He makes no exceptions, but serves this same big steak to all who call for that article. It is needless to say that almost to a man the hungry travelers do call for it, and frequently come miles out of their way to get a chance. But if instead of being favor creating the feature were of the disarranging order, the news would travel not a bit slower.

Those of the city probably all know the cafe that serves the delicious coffee. How famous it has come to be with us! All because of that one pre-eminent excelling accessory. Then there is the place with the whipped cream and the place with the pretty waitresses; still that other place where, while the dishes are just of the passable order, you always can count on prompt service. Thus it is with almost any line of endeavor. One feature can bring success or failure—and it can bring it speedily.

One good novel is sufficient to bring fame to an author; one poor one sufficient to ruin his career. One good course has proved the making of a certain college I have in mind; doubtless there are colleges which now are out of business because of a poor course.

In the abstract it may seem a gulf that lies between popularity or fame and its opposite, but the little or big act of commission or omission will span it every time; that is, if it happens to be the right kind of an act. Neither necessarily does it follow that it must be what ordinarily is termed an essential part of the work or business in hand.

C. D. Romero.



Movements of Merchants.

Riga—Chas. Schwyn succeeds the Riga Hardware Co. in trade.

Morenci—Graham & Graham succeed W. B. Graham in the implement business.

Harbor Springs—Will Cornell will succeed Clay Parks in the meat market business.

Petoskey—B. S. Arduis & Co., of Harbor Springs, have opened a branch clothing store here.

Lakeview—F. J. Bretz will soon remove to Moseley, where he will engage in general trade.

Hart—M. M. Pulver has sold her grocery stock to Chas. Kingsley who will continue the business.

Ludington—B. F. Beaudreau has sold his bazaar stock to D. W. Tanner, who has taken possession.

Kalkaska—Geo. H. Sieting will soon engage in the hardware business and will open his store on March 23.

Allegan—A. E. Leiby will remove to Pullman where he will engage in trade, having purchased a stock there.

Barryton—Chas. Wheeler has purchased the grocery stock of W. T. Closson and will soon take possession.

Owosso—James Findlater has purchased the cigar and tobacco stock of Chas. Holman and will continue the business.

Laingsburg—H. W. Pierce has sold his grocery and hardware stock to Claud Holder. Mr. Pierce will remove to California.

Owosso—J. D. Reiff has sold his grocery stock to Wm. Boyce, who has been engaged as foreman for the Robbins Table Co.

Dexter—The Phelps Hardware Co. has sold its stock to Holmes & Walker, of Chelsea, who will remove the goods to that place.

Benton Harbor—Bruce & Stone have sold their stock of furniture and crockery to Asa Saunders and Will Glavin, who will continue the business.

Lansing—Stern & Bloch, of Toledo, have sold the Excelsior Clothing Co. to Chas. Morris & Co., also of Toledo. Chas. Worth will succeed Frank Stabler as manager.

Allegan—George Marty has sold his interest in the market of Liniger & Marty to John M. Tobin. The business will be continued under the style of Tobin & Liniger.

Menominee—William Simpson, who lately purchased the hardware stock of the retail department of the Northern Hardware and Supply Co., opened his store March 16.

Grayling—James McGregor, of Cheboygan, has closed a contract with the Salling-Hanson Company for the erection of a large refuse burner to be erected at Grayling this spring.

Hartford—S. M. Carpp is succeeded in the meat business by Ed. Wassman, of Hamilton, who will conduct a market next to the Carpp store, which will now be devoted entirely to a grocery stock.

Montrose—The Montrose Lumber Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$6,000 paid in in cash.

Evart—James R. Postal, Louis C. Klesner and Spencer F. Postal have purchased the hardware stock of the Birdsall Hardware Co. and will continue the business under the style of the Postal-Klesner Hardware Co.

Saginaw—Swinton & Reynolds have acquired the stationery and office supply stock of the W. K. McIntyre Co., Ltd., and will consolidate it with their stock. Mr. McIntyre will continue to conduct the printing office.

Ann Arbor—Miller & Pray, grocers, having purchased the lot upon which their grocery is located, will build a new two-story cement block 28x65 feet this spring. The old store will be moved one side and used until the new building is completed.

Milford—A corporation has been formed under the style of the McCall Clothing Co. to deal in clothing and boots and shoes. The company has an authorized capital stock of \$3,000, of which amount \$1,500 has been subscribed and paid in in cash.

Fremont—L. D. Puff has purchased the hardware and implement stock of J. J. Klooster & Co. and will remove the same to the DeHaas store.

Cadillac—S. Curtis is succeeded in the feed business by Nystrom & Bergquist. Mr. Curtis will remove to Los Angeles, California.

Vicksburg—M. P. Beadle has closed the doors of his stationery store and left for parts unknown. It is understood that there was a chattel mortgage and several unsecured claims against his stock, which was badly run down. He gave a bill of sale to the First State Bank.

Grant—Neils Jensen has contracted to erect a brick veneered building one story high, 40x65, which will be occupied by A. H. Freyer, who is now soliciting for the Hain Co., of Fremont, and Benj. Faunce, an instructor in the Agricultural College. The new firm of Freyer & Faunce will put in a stock of hardware and implements and expect to be ready for business about May 5.

Ann Arbor—Schairer & Millen, dealers in dry goods and cloaks, have dissolved partnership. D. F. Schairer retiring from the firm. Mr. Schairer entered the employ of C. H. Millen in 1865. In 1880 he engaged in business for himself and in 1889 C. S. Millen became associated with him in trade. Mr. Schairer now retires on account of ill health. Mr. Millen will continue the business.

Shelby—F. L. Hoffman has arranged for the sale of the drug store interests of Hoffman Bros. in June and expects to go to Cuba with his family in the fall. The prospective purchaser is C. E. Bechtel, who was pharmacist for C. W. Fisher here some ten years ago and is now located at Six Lakes. Mr. Bechtel has a good business at his present location, but desires to locate in Shelby particularly on account of the excellence of our schools.

Manufacturing Matters.

Durand—John Hansen is succeeded in the meat business by C. A. Raubinger.

Marlette—C. H. Skinner succeeds McGunegal & Co. in the racket store business.

Pontiac—The Going-Parkins Shoe Co. succeeds C. H. Going in the boot and shoe business.

Detroit—W. H. Anderson & Sons, manufacturers of tools, have changed their name to the W. H. Anderson Tool & Supply Co.

Hartland—The general merchandise business formerly conducted by Chas. P. Adams will be continued under the style of the Adams Mercantile Co.

Detroit—W. H. and H. F. Reynolds, formerly dry goods merchants at Charlotte, succeed the National Cutlery Co., which conducted a manufacturing business.

Muskegon—The Muskegon Boiler Works has been incorporated with an authorized capital stock of \$75,000, all of which has been subscribed and paid in in cash.

Ypsilanti—The Home Specialty Shoe Co. has been incorporated to manufacture shoes and sporting goods, with an authorized capital stock of \$5,000, of which amount \$2,000 has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Detroit Hydraulic Stone Co. to manufacture cement building blocks, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Auto Crank Shaft Co. to engage in the manufacture of crank shafts and appliances, with an authorized capital stock of \$25,000, of which amount \$13,000 has been subscribed and \$4,000 paid in in cash.

Detroit—A corporation has been formed under the style of the Peerless Marine Engine Co. to manufacture gasoline engines, with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and \$1,010 paid in in cash and \$28,990 in property.

Detroit—The Brand & Stenzel Manufacturing Co. has been incorporated to manufacture tools, dies and metal stamping, with an authorized capital stock of \$10,000, of which amount \$5,010 has been subscribed, \$1,000 being paid in in cash and \$4,010 in property.

Calumet—A corporation composed of Pendill Bros has been formed under the style of the Consumers' Lumber Co., with an authorized capital stock of \$35,000. The new company will acquire the plant of the Marquette Woodenware Co. and engage in the manufacture of forest products.

Jackson—The Geo. D. Walcott Machine Co., which manufactures lathes and machines, has merged its business into a stock company under the style of the Walcott & Wood Machine Tool Co. The officers of the new company are: E. E. Wood, President and General Manager; C. L. Walcott, Vice-President and M. C. Walcott, Secretary and Treasurer.

Pokagon—The Phillips Lumber Co. has within the past few weeks shipped thirty-five cars of oak logs to the Athens Lumber Co., which were cut in the Oscar Wyant woods near Smith Lake. The company has also sawed up a cut of 400,000 feet of timber in the mill here, and is about ready to commence on another lot equally as big, the yards being full. The company has also shipped from this station this winter several carloads of oak lumber, cut on the Rodgers farm near Indian Lake, and has shipped some from Niles.

The Grain Market.

During the past ten days wheat has shown a decline of nearly 2c per bushel on the May option, 1c 1/2c per bushel on the July option and 3/4c per bushel on the September option. The visible supply of wheat for the week made an increase of 1,604,000 bushels, corn an increase of 350,000 bushels and rye an increase of 27,000 bushels, while there were decreases in oats of 154,000 bushels and in barley of 63,000 bushels. The wheat market has been quite active during the week, being influenced largely by crop reports and the unsettled condition of the stock market. There have been some reports of damage to the growing crop from the Middle West, but it is a little early to get any definite information on the same as yet. The next ten days will be a rather critical period, and until March is past there will be considerable anxiety on the part of speculators.

Corn prices have been steady, showing a loss of about 1/2c per bushel, largely in sympathy with wheat and the general tone of the investment markets. Receipts have been only normal, owing to the very bad condition of country roads. Cash corn has been weak along with the options, but, if we mistake not, stocks outside of grain centers are decreasing rapidly and a general shortage of spot goods with increased prices will result.

The future market on oats has suffered somewhat, having declined 2c for May, 1c for July and September is within 1/4c per bushel of ten days ago. There has been some movement of cash oats, but the stocks are getting light, as there have been practically no receipts from farmers the past ten days.

Millfeeds continue in good demand, prices ranging \$2@3 per ton above corn and oat goods. With hay prices holding strong at \$14 for No. 1 timothy, we do not see any signs of lower prices in coarse grains, especially corn, which, according to feeding value, is 8@10c per bushel cheaper than usual.

L. Fred Peabody.

E. J. Vogt has merged his merchant tailoring business into a stock company under the style of the E. J. Vogt Co. with an authorized capital stock of \$9,000 common and \$4,000 preferred, of which amount \$9,500 has been subscribed and \$500 paid in in cash and \$9,000 paid in in property.

Words seldom fail a woman—unless she is at her own funeral.

When courtship ends in matrimony a man's troubles begin.



The Produce Market.

Apples—Prices are strengthening, although there has been no change in quotations, which hold to the following range: Spys, \$3.25; Wagners, \$3; Baldwins, \$3; Greenings, \$2.75; Colorado stock in bushelboxes fetches \$2.25 for Jonathans and \$2 for Kings.

Bagas—\$1.35 per bbl.

Beets—\$1.50 per bbl.

Butter—The market has declined about 1c per lb. during the week, this applying to all grades. The decline is due to increased production of fresh-made butter, and the rapid decrease of storage stocks. All grades of storage butter are becoming well cleaned up. The present outlook is for a continued increase in the make and a consequent further decline of from 1 @ 2c per lb. The demand is very good and is absorbing the receipts each day. Owing to the scarcity of storage butter the bulk of the trade are working on fresh butter. Creamery is held at 30c for No. 1 and 31c for extras. Dairy grades are held at 24c for No. 1 and 16c for packing stock. Renovated is in fair demand at 24@25c.

Cabbage—85c per doz.

Celery—75c for California.

Cheese—The price is at a standstill. There is a good trade reported in all markets and goods are moving satisfactorily. The trade look for unchanged prices for the next few days. Under-grades are very scarce and wanted.

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 is a trifle stronger than a week ago. Notwithstanding the excessive receipts the demand has been sufficiently large to absorb most of the available supply. A slight decline seems likely during the coming few days, unless the weather should continue cold. Dealers are offering 15½c for stock to-day, finding a ready market for their stock on the basis of 17c.

Grape Fruit—Florida commands \$6 for either 54s, 64s or 80s. It is a splendid seller at full prices.

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—Shippers in California are having a hard time to get cars through and supplies are therefore somewhat small. Demand is unusually good for this season of the year and retailers could sell more of the fruit if they had them. Prices range

from \$3 for large stock to \$3.25@3.50 for more desirable sizes.

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—Local dealers pay 30c per bu. and sell at 35c. The market is weak and without feature.

Poultry—Local dealers pay 12c for live hens and 14c for dressed; 13c for live chicks and 15@16c for dressed; 12c for live ducks and 14c for dressed; 16c for live turkeys and 17@20c for dressed. Receipts are not sufficient to supply the demand, in consequence of which local dealers are compelled to draw on Chicago houses for frozen stock to meet their requirements.

Radishes—30c per doz. bunches.

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

Veal—Dealers pay 5½@6c for poor and thin; 7@9c for fair to good; 6½@7½c for good white kidney from 90 lbs. up. Shippers are warned against sending any illegal veal to market. Anything under four weeks old is very likely to be seized by the inspector, who is unusually active at this season of the year.

Some time ago James J. Hill predicted a period of business depression for this country with the confidence that becomes a great railroad president. Now come the steamship men, who aver that the summer of 1907 will show a better record of travel to Europe than did that of 1896, which was a banner year. They further assert that there is no better indication of prosperity and of its continuance than the fatness of the passenger lists. The shrewd business man does not go over the water and spend his time seeing things that others in his set see unless his business is in good shape. He may harass himself to keep in the swim, but he does not neglect his money bags. If the shippers' predictions are right, Mr. Hill's pessimistic prophecy seems postponed a while longer, anyway.

A. W. Bartak, who has been engaged in the grocery business at Traverse City for the past thirty-one years, has formed a copartnership with his son, Ed. E. Bartak, under the style of A. W. Bartak & Son. The new firm will occupy the new Bartak building, adjoining the Whiting Hotel, on Front street, which will be equipped with special reference to its use as a grocery establishment. It is 33x150 feet in size, with all the modern improvements. The Lemon & Wheeler Company has the order for the stock.

John D. Mabley, tailor at 80 Monroe street, has merged his business into a stock company under the style of the John D. Mabley Co. The company has an authorized capital stock of \$7,500, of which amount \$4,000 has been subscribed and paid in in cash.

A true artist is one who would love art for art's sake, if he could afford it.

The Grocery Market.

Provisions—Western packers are short of stock and hogs are still reported very scarce. No relief from the present extreme prices seems likely for some time to come. Pure and compound lard are unchanged, but the situation is strong, as stocks are well cleaned up and very little surplus is reported.

Dried Fruits—Apricots are extremely scarce, and the demand is good. Prices are maintained on the high ruling basis. Currants are unchanged, and the demand is fair only. Raisins show a further advance, and the coast quotation on fancy seeded is now 10c, which is equivalent to 11½c, delivered in the East. Choice seeded are relatively somewhat lower, owing to larger stocks. Loose raisins are also very scarce and the price keeps up. Holders of raisins bought early in the season can sell at a beautiful profit on to-day's market. Apples are unchanged and in slow demand. There has been more pressure to sell prunes during the past week, and in consequence the price both on the coast and in secondary markets is probably ¼c lower. The coast quotation is now on a 2½c basis. The actual demand for prunes is quiet. Peaches are exceedingly dull, and the high prices have curtailed consumption so materially that it looks now, in spite of the very small stocks, as if there would be a carry-over. It is possible that a sharp reduction in price might clean up the supply, but whether the holders will make it, and whether it would succeed even if they did, are questions.

Canned Goods—Prices on future No. 3 standard quality tomatoes are firm and futures have been freely sold. It is said that packers in many states have made all the contracts for futures which they care to at this time. No sales of future Western pack corn are reported as yet and prices on spot corn are steady, with some improvement in demand. Goods which do not fully comply with the National pure food law are having no sale. Latest advices from California are to the effect that the outlook for the crop of asparagus is discouraging, and this is cited as one of the reasons why canners are delaying announcement of opening prices. It is generally conceded that prices will open up at a considerable advance over the opening of last year's pack, as it is now generally understood that the cost of materials has advanced sharply and the cost of production is greatly in excess of last year, while the demand for canned asparagus is increasing far more rapidly than the production. All varieties of canned fruits are very firm owing to the fact that practically none of last year's pack remains in canners' hands. There is a good demand for canned peaches and canned apples remain firm owing to small supplies. Prices on canned salmon hold very firm, with a tendency to go higher, as canners are pretty well sold out. Demand is on the increase. Domestic sardines have been advanced by the packers, the raise taking effect this week. There is a fair demand for

them, and canned lobster, shrimp, etc., are very firm.

Coffee—Rio and Santos grades are both unchanged in price. The receipts of both grades continue to break all records, and the market is being held to present values only by continued purchases by the syndicate. The demand is seasonably moderate. Java and Mocha are steady and seasonable. Milds are steady and unchanged.

Tea—The demand is good, both from city and country retailers, and prices are unchanged. Firmness continues to be a noticeable feature of the lower grades, especially of Indias, Ceylons and Congous, which are in light supply and good demand.

Fish—Irish mackerel rule at fairly steady prices. Domestic sardines are unchanged, except for the advance announced several weeks ago to take effect March 15. There was some buying by the trade to escape this advance, but not a great deal. There has been no general naming of future prices on domestic sardines as yet, although some packers are reported to have named a price of \$3. Cod, hake and haddock are all firm and unchanged. The demand is fair. Salmon is in fair demand. Alaska salmon is firm, with some holders asking an advance. The opening price of Columbit River salmon is expected to be named shortly, probably on about the same basis as last year.

Syrups and Molasses—Sugar syrup is in fair demand at unchanged prices. Molasses is having the usual spring demand at ruling prices. The uncertainties of the Louisiana planters as to how they were to conduct their business without bleaching their molasses with sulphur have been set at rest for the present by a letter from Secretary of Agriculture Wilson to the effect that for the coming crop they would be permitted to bleach as they have always done.

Perry Barker Removes To Lansing.

Perry Barker, who has been engaged in merchandise brokerage in the Michigan Trust building for the last two years, has disposed of the business to Wilbur Burns, of this city, the latter assuming immediate control. Mr. Burns has represented Gowan & Sons, soap manufacturers of Buffalo, N. Y., in this State for a number of years past and will continue to do so.

Mr. Barker was for sixteen years prior to engaging in this business connected with the confectionery establishment of A. E. Brooks & Co. here. He now becomes Secretary-Treasurer and Manager of the Perry Barker Candy Co., of Lansing, which is the new name of the Lansing Confectionery Co., a partnership enterprise which has been engaged in business for several years. Under the new ownership the industry will be conducted as a stock enterprise, with an authorized capitalization of \$25,000, of which \$15,000 has been paid in and the remainder made available for use when needed.

Mr. Barker is an energetic and successful business man. He has made good in the past and will, undoubtedly, repeat his record in his new connection.



"Do Best What Multitudes Do Well."

On the cover of a prominent trade paper yesterday mine eyes fell on this splendid sentiment from Macaulay's Essay on Addison:

"The world gives its admiration not to those who do what nobody else attempts but to those who do best what multitudes do well."

And I asked myself the question: Why shouldn't this fine thought apply to the art of window dressing as well as to any other part of the world's work?

There are degrees of well-doing in every particle of work that is ever attempted on this old mundane sphere of ours, and they who do their share of it the best it can be done—in other words, "who do best what multitudes do well"—well, "angels can do no more."

But in how many, many show windows is it seen that what was these particular windowmen's best is no better than other windowmen's worst; and so we are treated to the spectacle of incongruous goods in close juxtaposition in one window, inharmony of colors in another and in a third the merchandise is merely thrown in, a heterogeneous, higglety-pigglety mass of stuff that leaves only the impression one gets from gazing through a kaleidoscope—nothing definite for the mind to lay hold of and memorize.

Even a grocer's window filled with vegetables and other toothsome viandry to stimulate the robust appetite of the one or tempt the languishing indifference of the other may be so arranged that a definite impression of each separate group of eatables will stand out distinctly in the remembrance of the most ordinary of the passing throng.

In a recent large exhibit of all sorts of gastronomical nutriment and goodies the special thing to rouse the curiosity and excite the interest was a small wooden box holding but one layer of luscious-looking yellow fruit bearing the label

Eating Pears

a portion of which were unwrapped, the remainder being still encased in the tissue wrappings in which they started on their long and possibly perilous journey from South Africa—the Cape of Good Hope, to specialize their home. By the way, I never can get over the habit, in undoing an article—no matter of what description—of wondering as to whether the person whose deft fingers did the work was living a joyous life or was one whose lot was cast among the shadows, and I always hope it was the former.

* * *

A sign displayed on the apex of an immense pyramid of golden globes reads like this:

Make Your
Marmalade
Now

The suggestion to the prudent

hausfrau is a timely one, as oranges are just at present in prime condition.

* * *

Last week I had such a surplus of excellent clothing tags that appeared in conjunction with spring styles in a popular Canal street clothing window that I was unable to give all of the list, and the residue are here presented; they all breathe of newness as to details in Fashion's foibles:

New Model
Without Vent
Most Suits This Season
Are Cut
Without

"Three Button"
Note How Closely
Buttons
Are Spaced

Smooth Worsteds
Are Good As Ever

Club Checks
They Will Be
Big
This Season

"Saxon"
The Rounded Lapel
Is a Nice Change

The New
Boxy Back

A New
Double-Breasted
Sack
Notice Its Lines

Reasons Why the All-Around Man Is Not Needed.

The old time conception of a trade or craft was that of a manual occupation requiring time and training for its acquisition. Every man possessed of a trade was considered a sharer in a monopoly or a holder of a "vested right." A trade was a "mystery," into the secrets of which none could enter without having first spent an apprenticeship of several years. Before being called a tradesman it was necessary that the worker be proficient in all branches and subdivisions of his peculiar trade. If he happened to gain entrance to a trade by other means than through apprenticeship he was stamped as an "illegal man" and his employment was prohibited.

In recent years, however, this old conception has changed. With the gigantic strides of modern industry, the rapid introduction of labor saving machinery, and the subdivision of labor processes a man, in most trades, is no longer required to undergo a long period of training before he can be called a full-fledged tradesman.

For the mechanic or artisan to acquire a knowledge of all branches of the trade or craft in which he is engaged is, in most instances, entirely superfluous, for it is two chances to one that he never will be called upon to display his skill in any but one branch of the trade. In fact, the acquisition of manual dexterity under modern industrial conditions often is rendered useless, owing to the introduction of a machine or the employment of some mechanical device which does the work more effectively than it can be done by hand.

At the present time a man need learn but one branch, or subdivision, of a trade in order that he may enter his chosen calling as a proficient tradesman. As a direct result of these modern conditions, the old time trades are being disintegrated, thereby multiplying occupations at a surprising rate. Years ago it was a necessary factor that the mechanic learn his craft in its entirety; he must be capable of performing a single operation or of performing a complete mechanical process.

Perhaps the trade of machinist has suffered more through disintegration in recent years than has any other occupation. This has been caused mainly through the evolution of machine shop equipment, through the introduction of automatic and semi-automatic machines, which have made it possible for the unskilled worker, who has had a few days' practice, to do the work formerly done by skilled machinists.

The trade of machinist has been "split up" until to-day it bewilders a man to define it. The former branches of the trade have been separated from one another so thoroughly that they are classified as separate trades—lathe hands, vise hands, shaper hands, planer hands, milling machine hands, slotting machine hands, boring mill hands, screw machine hands, gear cutters, drill press hands, linotype hands, die sinkers, jig workers, tool grinders, toolmakers, and a "raft" of others.

The cabinet and furniture maker is another victim of disintegration. In former years the cabinet and furniture workers were all round men, capable of exercising any or all branches of the craft. To-day they may make a table top, but not the legs. The man who makes the legs can not make a wardrobe. The man who makes a wardrobe can not make a chest of drawers, or a sideboard, or a chiffonier. The repair man practically is the only all round cabinetmaker of the present time. The others perform only a small part of the craft, and like the trade of machinist, the industry is essentially a machine industry, employing, to a large extent, unskilled labor, composed mostly of immigrants who learn to operate the woodmaking machinery in a short time, thereby making it practically useless to gain a thorough knowledge of cabinetmaking.

According to a recent report of the industrial commission, out of every seventy-five men employed in a furniture factory only five are skilled mechanics.

Carpentry has experienced a great change in the last thirty years. Only the older generation of house carpenters and a few younger men who have learned their trade under the old regulations can make doors, shutters, frames, or sashes with any degree of dexterity. In recent years the planing mills have taken hold of that work, making it only necessary for the house carpenter to fit these mill products together.

In early years it was the practice for a tailor to make an entire garment, but since that time the cloth-

ing industry has experienced a complete revolution on account of the introduction of the factory system of ready made clothing. This mode of production has caused a division of labor, which makes it unnecessary for most garment workers to be skillful artisans. The system is called "team work." A team usually consists of from three to eight men, each of whom is engaged on a specific part of the garment. In the coatmaking one man does the machine stitching, another sews on the sleeves, while others do the basting, buttonhole making, pressing, and finishing.

The cattle butcher in former days knew the butcher business in all its details; he must be able to kill and dress a bullock with the aid of one or two helpers. At the present time any ordinary laborer can be trained in one of the numerous occupations into which the trade has been divided within a few weeks' time. The establishment of the large slaughtering and meat packing industry has been the direct cause of this. It would be extremely difficult to find another industry where division of labor has been worked out so ingeniously. The animal to be butchered has been surveyed and laid off like a map; the men have been classified in over forty-five specialties and twenty rates of wages, ranging from 16 cents to 50 cents an hour.

In working on the hide alone there are nine positions at eight different rates of pay. The sausage makers comprise thirteen different occupations, and the beef boners lay claim to twenty-five.

There is hardly a trade at the present time which requires that the workman be an all round and capable workman. One branch of the trade usually is all that is required of a man to entitle him to recognition in his special vocation.

George A. Russ.

Secrets of Roman Builders.

Have we solved Rome's secret? It has been for years a hidden secret from builders how the Roman masons hundreds and thousands of years ago managed to make mortar which practically defied the ravages of time. In the ruins of our old castles, churches, etc., one frequently will see an overhanging arch, the other side of which has been battered down perhaps by cannon balls years ago. This fragments seems to defy the laws of gravitation owing to the excellent binding of the mortar. It now is stated that the Hungarian chemist Brunn has discovered the secret of this and has compounded a liquid chemical which renders certain kinds of matter proof against the effects of wind and weather. Prof. Brunn says that it doubles the density of nearly every kind of stone and renders it waterproof. It imparts to all metals qualities which defy rust and oxygen.

Many a girl would go through fire and water for a man, or even through his bank account.

Heaven is a place where the pedestrian will have just as many rights as the automobile.

THE SILVER DOLLAR.

Story of His Life as Told by Himself.

Written for the Tradesman.

I am just a dollar. I was made in a mint. I was intended for legal tender, but according to one Bryan I was demonitized along back in '73, about six years after I was born. However, that didn't seem to make much difference to me, as I was thought just as much of and just as eagerly sought after. Up to that time I do not remember much of my travels, but since then I have taken pains to remember where I have been. Along in '74, while I was lying peacefully in the till of the store owned by a fellow who didn't advertise, I made the acquaintance of another dollar who was made the same time I was, so therefore we concluded we were brothers and sort of kept track of each other, and since that time we have been together many times and have had some experiences that if we could tell them would put many of the "best" people in jail. A traveling man came along to the store one day and, although many had been there before for the same purpose, they never sold anything and never collected what the storekeeper owed, but this chap was persistent and my brother and I were handed out to this fellow. He put us in his pocket along with a lot of other dollars and went across the street to the hotel and paid me out for his hotel bill. The landlord took me down to the butcher in exchange for meat. The next day a farmer came in with a pig and the butcher gave me to him and I was put in his wallet and carted home. I was at his place a long time, but had a good experience while there, as the old man always had me with him and, when he was all alone, he would take out his old wallet and unwind several yards of string and take a caressing look at me and then put me back. The old man had a flashy daughter, one of those kinds that think they are too good to be a farmer's daughter and are all the time "hitting" the old men for coin to buy ribbons and such things with. The old man was "touched" all right, and I was given up to appease her thirst for beau-catchers. Here's where I had the experience that disgusted me with the frivolous. She carried me to town in a cute little handbag and caressed me many times when she was at the ribbon counters and in ice cream joints, but somehow she held on to me and took me back home. Then for a week I was in her bosom, her stocking and in the far corner of her bureau drawer, along with some gushy love letters which she would drag out and read every night. It made me sick at times and I was glad when she turned me over to the milliner for a feather, but it disgusted me to think that anyone would have the depravity to think that I wasn't worth any more than a feather, of which every rooster's tail is full. The milliner gave me to her trimmer and she paid me out to her board woman, who owed the editor of the paper a dollar, and, in consequence, I once reposed in the pocket of an editor, a thing which very few

of us dollars ever do. I was not there very long, however, for the devil wanted to go to the social and the editor passed me over. That night I slept under the pillow of the treasurer of the church and, if the Lord will forgive me for saying it, I will tell you that I don't want that experience again. The treasurer was a woman and the way she talked about the people who attended the social was a caution. She lay there and kept her poor wornout husband awake telling him how this one was stingy and that one was close and should have given more than they did, and how unbecoming this one's dress looked, and such talk until the poor man had to get up and build the fire for breakfast. The next day the minister made a "friendly" call on the treasurer of the church and I was lugged away of course. Isn't it funny how a minister likes to get away with everything in sight? The minister owed dues in the county anti-saloon league and gave me to a fellow who proved to be the secretary of that organization. Here's where I lost faith in humanity and wished that I had been made up into pennies for the innocent children to put in the collection at Sunday school. He carried me around several days and one night along about midnight, while I was peacefully sleeping in his pocket, I was awakened by the clinking of glasses and pretty soon I was taken out of his pocket and turned over to the keeper of a "blind pig" for the drinks. Now, I'm not very proud, but I always did object to being paid out for something that did the spender no good, and when the dive-keeper went to put me in the money drawer I slipped from his fingers and rolled across the floor and through a crack in the door then out on the sidewalk. I could see the fellow hunting for me, but he didn't find me, and a tramp came along pretty soon and picked me up. Say, if ever I was welcome anywhere it was in that tramp's possession. This was along just after the big fair at Chicago and I suppose I looked as big to him as the Ferris wheel. He wasn't long getting rid of me, however, and that night I slept in a bakery. The baker gave me to the grocer for flour and the grocer turned me over to the village bank that night, and the next morning I was paid out to a fellow who had a village order for work he had done on the streets. He owed the shoe man and the shoe man owed for a hat, the hatter gave me to the barber and the barber took me down to the postoffice to buy a money order with. The postmaster took me as part of his salary and he bought cigars with me. The cigar man had to have some paregoric for his kids and, consequently, the druggist got me. The druggist gave me to his clerk for wages and the clerk, having a girl who liked to buggy ride, gave me to the liveryman for a rig. The liveryman had to have feed to feed his horses so he gave me to the elevator man and the elevator man paid me to a farmer for a bag of beans. The farmer went home. I noticed on the way going home with him that

he had a large book and I thought he must be a reader—a student—but I found out afterward that he was far from a student. When we got home he took the book and drew a chair up to the stove and began to look over the book. I noticed the cover page of it and my countenance fell, for I knew my fate. The book was the latest literature from the mail-order house of "Skin 'em, Quick & Co." I noticed they were picking out a dress for the wife, a suit for the man and some other things which I knew they could buy to better advantage at home, but from their talk I could see that they were mail order people and the next morning when I took a look around I could see it more plainly. They made out their order and I was sent wrapped up in a cloth to the mail order house. I was taken up a flight of stairs by a mail man and put in a box. Then a boy came and got me and took me up seventeen more flights and deposited me on a long table with about three thousand other similar letters. Pretty soon a half dozen sickly-looking fellows came in and stood in a row and, as two openers went to work, these sickly-looking fellows were sent out to buy the things that were wanted. They were always told what price to pay and were never instructed to get anything good, but were always instructed to buy as cheaply as possible. Occasionally the openers would open a letter and lay it to one side on a bench marked "trouble." In these letters there was no money and, as I was lying where I could read them, I learned what they were. One of them was from a woman who had been drawn into their net and had sent her money for some article that proved to be utterly worthless. She was asking for her money back. It is safe to say she didn't get it until the firm got a good ready to give it back and I'll bet the poor woman lost a good deal of sleep over her foolishness. Presently they came to me and I was taken out of the wrapping I had come in and was dumped in a bag along with several thousand others of my family and lo and behold, if I didn't fall on my long lost brother! He was looking dejected and I asked him what was the matter, and he said that he had been in that place for several years and had never been to the country but once, and that was when a lawyer got after the mail order house and he was paid to the lawyer for fighting the case by the poor sucker who was bitten by the concern and to whom he was sent when they refunded the money. We were here several years. We couldn't do anybody any good and it seemed that our lives of usefulness had come to an end, when one day we were taken out of our hiding by the judge and paid out to some fellow who had been swindled by the concern, and the law was after them so hard that they went into bankruptcy with millions of the people's money in their socks. Since getting out of there I feel that if I find out that I am to go there again I will pray Bryan to "demonitize" silver again, for that won't affect much of me, for

I am about as big a humbug as the mail order concerns, seeing that there is a very small percentage of me that is the real thing. Therefore, I'm a half-breed, yet even then I am better than the fellow who will send me to a mail order house when he has so much interest at home, and when I can do him so much good at home.

Frank M. Weber.

Will Experience a Building Boom.

Port Huron, March 19—Manager Hutton, of the Northern Automobile Co., has informed President Schoolcraft, of the Chamber of Commerce, that as soon as all of the necessary machinery is installed, the factory will be thrown open to the public some Saturday afternoon or evening. It is proposed to make the opening a public event and a regular program will be carried out. This will be an innovation among the industries of Port Huron. President Schoolcraft says an effort will be made to secure an opening of the Fead Knitting mills on the same day.

John B. Mann, of Dayton, and Albert Pretzinger, architect, were at Sarnia last week to let the contract for the new summer hotel and cottages at the beach above Lake Huron. Mr. Mann states that the completion of the project is now a certainty and the contracts will be closed this week. The hotel will be a handsome three-story structure, with brick foundation, complete and modern in every detail. The cottages likewise will be of the very finest.

Port Huron will experience the biggest building boom in years if plans now under advisement do not miscarry. Secretary Moak, of the Factory Land Co., says that business at all of the South Park factories is booming and that in a few weeks work on forty new houses will be started.

Scriptures Written in Coptic.

While examining some sheets of parchment bought at Cairo for Coptic manuscripts Herr Carl Schmidt made a discovery of much importance to philology and history. The repetition of the word Uru, which among modern Nubians means king, convinced the German servant who is an authority on Coptic and the early Christian archaeology of Upper Egypt, that the text was Nubian. This language still is spoken, but no longer written. The manuscripts date from the eighth century A. D., and are translations from Christian works in which frequent references to Saint Paul are made. One manuscript is a collection of extracts from the new testament, and the other is a hymn of the cross. The Greek original of the hymn is not known. When the documents are deciphered philological science will be enriched by the knowledge of the language spoken by the Nubians before the invasion of the Semetic tribes and the mysterious inscriptions on many of the Egyptian monuments may be read.

Even when a woman does trust her husband she doesn't let him know it.

Success is a fine disregard for difficulties.



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E. A. STOWE, Editor.

Wednesday, March 20, 1907

OUR CITY WATER SUPPLY.

Wherever two or more men are gathered together for the discussion of any special topic there are quite certain to be developed two or more opinions, and so when a city of over 100,000 people is confronted with the problem of its water supply—the water to drink, to cook with, to use for laundry purposes, to put out fires, to sprinkle lawns and for the making of steam—there comes that most universal quality, diversity of opinion, into full play.

Fortunately for Grand Rapids we have in Mayor George E. Ellis a citizen who declines to arrogate to himself the thankless task of deciding the matter for the people. Skilled and successful in the use of the ballot box, Mayor Ellis has decided to submit our water supply question to a verdict by the people, the alternatives proposed being:

1. Shall the city of Grand Rapids bond itself for the creation and maintenance of water works using Grand River water, filtered, or
2. Shall the city bond itself for the purpose of installing a plant and operating it in supplying the city with water from Lake Michigan?

A trifle over one year ago two excellent reports on the subject were presented at the annual banquet of the Board of Trade. One was offered by Chas. H. Leonard, in favor of the use of Grand River water after it has been purified by filtration, and the other report, made by Robert D. Irvin, advocated the bringing to our city of water from Lake Michigan.

Neither of these reports devotes much consideration to the fact that Grand Rapids, already a city of over 100,000 inhabitants, still enjoys a healthy and substantial growth. Many new industries are certain to come to our city during the next quarter of a century, during which time our population will double itself in all probability. This will mean the use of twice as much water as is now required, and if it means anything at all, it means that, whichever plan the people decide to adopt, it must be a plan which will not require an entire readjustment and reinforcement in 1932 or thereabouts.

The cost of carrying out either plan will be spread upon the tax rolls

during each year in just proportion, and it will be a fatal error if, just about the time the investment is paid for, a new and additional investment is required—not for extensions and repairs but for something different from that which we may already possess.

This will surely happen if our people vote on the subject without informing themselves with reasonable thoroughness upon both propositions. And so the Tradesman suggests to the Mayor the propriety and possible value of publishing for general distribution among our voters the two reports by Messrs. Irwin and Leonard, respectively. They are not so voluminous as to be tiresome, neither are they so technical as to be beyond the comprehension of the average citizen. At the same time it may be added in fairness that neither report gives more than enough on the subject to give clear, fair ideas on the question in a most general way; just enough to excite a real interest in the minds of readers who, in many cases, will be prompted to pursue the investigation on their own account.

It is quite likely, also, that Messrs. Irwin and Leonard—who are both deeply interested in and convinced as to the merit of their respective topics—have continued their investigations and will be on hand when the proper time arrives to present supplementary reports; so that if the citizens who are called upon to vote on the subject really desire to know clearly what they are voting upon, they will be provided with ample information upon which to base an opinion.

Above all, the Tradesman pleads against indiscriminate, half baked discussion. Don't go around arbitrarily declaring an opinion until you are possessed of facts upon which to base it and, having formed your opinion, look at it from all sides to see that you have differentiated only as to which supply and method you prefer. Leave out from your judgment all details as to engineering problems—unless you are yourself an engineer. All you are asked or expected to do is to declare which supply of water you prefer. The technicalities as to how either supply is to be provided belong to those who have made such operations a life study.

The undergraduates at Vassar have been doing some good work. They have raised \$10,000 for the purpose of building and equipping a club house for the use of the girls employed in various capacities about the college buildings. Here they may do just as they want to, enjoy themselves to the full, and for a time at least get away from the cares, not only of drudgery, but those born of the feeling of being under somebody's orders. In a way they will get many of the benefits of social intercourse which their more fortunate friends class so highly. Then, again, if these college girls who are going out to become mistresses of households get in the way of doing something for the servant girl, that difficult problem may some day be solved.

END OF UNION GRAFT.

Whatever honest hope may have been indulged in by the American Federation of Labor that it might be relieved of the blistering blot bestowed upon its record by its pet representative, Mayor Schmitz, of San Francisco, it has received its quietus. Abe Ruef, the thin, shabby little French Jew lawyer who, with Eugene Schmitz, the fiddler, constituted the recent Schmitz-Ruef administration of San Francisco, is behind the bars and Attorney Francis J. Heney and those associated with him confidently believe that their fight will soon result in placing the stripes upon both of the malefactors as well as upon various other city officials high in authority.

When Ruef, the most remarkable political boss the Golden Gate City ever saw, realized that he was finally up against the Supreme Court of the United States he became a fugitive from justice, with the sheriff and the coroner (both of them officials of his own creation) refusing to effect his capture. Then Judge Dunne appointed Wm. J. Biggy, a citizen of excellent reputation, as an elisor, to act as the executive arm of the court, and within two hours thereafter he located and arrested Ruef.

One of the most interesting, as well as most valuable, features from an educational standpoint of Attorney Heney's conduct of the case is the fact that about six months ago he invited the editors of the San Francisco papers to a conference at his office, informing them that it would be useless for any one of them to send reporters. The presence of the editors was practically demanded and they were all on hand at the appointed time. Mr. Heney told them that he wanted their co-operation in the effort to rid the city of the obnoxious Schmitz-Ruef gang of boodlers.

"And here, gentlemen," continued Attorney Heney, "is the evidence—or some of it—that we have obtained." The editors looked over the piles of affidavits and what they then learned they gave their word of honor they would not reveal. And they kept their word good. But they at once began a campaign denouncing Schmitz, Ruef and the rest of the gang as swindlers, thieves, robbers and blackmailers, and almost every day a new story of extortion and municipal corruption would be exploited, with no shadow of a suit for libel developing.

The system of grafting developed by Ruef was astounding and Mayor Schmitz was secondary in its operation, practically a mere tool, but for profit. It was a system of small graft by which disorderly houses, owners of buildings used for illegal purposes, saloon keepers, restaurant keepers, gambling houses, cigar stores and hotels were bled in various ways. The gang controlled the purchase, by their victims, of liquors, cigars and glassware.

Fremont Older, editor of the San Francisco Bulletin, and Rudolph Spreckels are the two men to whom San Francisco is indebted primarily for the attempt to rid the city of the pests, and Attorney Francis J. Hen-

ey, the man who convicted Senator Mitchell and others in connection with the land frauds, is the man who, endorsed by President Roosevelt, has so successfully conducted what Schmitz and the other grafters were pleased to denominate the "Spreckels-Older conspiracy."

With the capture and imprisonment of Ruef, the nervousness of the grafters has increased almost to a panic of fear, and when it came time for Schmitz to plead all his previously defiant attitude had disappeared and it is not likely that more than half a dozen persons in the crowded court room could hear his frightened whisper: "Not guilty."

F. A. Mitchell, General Freight and Passenger Agent of the Manistee & Northeastern Railroad, announces that if the present 2 cent fare bill passes the Legislature, exempting the small railroads whose earnings are less than \$1,000 a mile, and in case the present forms of mileage books in use are withdrawn from sale, he will accommodate the traveling men on his line by issuing a 500 mile book at \$10 flat, good on all trains and without any frills of any kind. He will go still further and sell a 1,000 mile family ticket at \$20 flat, good on all trains and good for two years. This arrangement will prove to be entirely satisfactory to the traveling fraternity and the proposition reflects much credit on the fairness and good intentions of Mr. Mitchell.

It was reported last week that President Roosevelt had issued a warning against further legislation by the States on matters of railroad traffic. This report was very greatly enlarged upon by the railroad companies and was sent out broadcast with a view to influencing those legislatures which have not yet acted on the 2 cent measure. The Secretary of the Grand Rapids Board of Trade wrote President Roosevelt in regard to the matter and is in receipt of a letter from Secretary Loeb stating that the president has neither made nor authorized any statement of his views in the matter referred to.

A minister in Joplin, Mo., has started a campaign for a hatless congregation. He requests the ladies in his church to remove their hats and other ministers have taken up the movement. But then comes this excerpt from the minister's first appeal: "Of course," he explained, "I can not make such a request on Easter Sunday. I wish the women of my church to understand this, but at all other times I will be urgent in my request that their hats be removed."

Several newspapers have conceived and are carrying out the plan of soliciting letters from their readers on what form of occupation the President should be engaged in at the end of his present term. These letters should be interesting as indicating the character and education of their writers and that is about all. They will not influence the President very much or those who run the political machine.

TRIAL BY JURY.

Some Reasons Why It Must Be Preserved.

The trial by jury comes to us from remote antiquity. It has withstood the reign of tyrants, survived the overthrow of dynasties, refuted the criticisms of its enemies and remains as one of the best expressions of free government by the people in their original and sovereign capacity.

Executive, judicial and ministerial officers and members of legislative assemblies generally are to some degree influenced by party prejudices, ties of friendship, public sentiment, or ambition; but jurors, not self-nominated, assume a humbler but more independent function. Jurors are summoned from the community at large; come together as strangers to each other and to the parties litigant; have no rivals seeking to unseat them; have neither desire nor opportunity to extend their term of public service; their duties are those of the ordinary citizen, often performed at a sacrifice; their remuneration is meager; they are actuated along by a desire to accomplish justice; they assemble to-day; perform their public service; disperse to-morrow and disappear from the public gaze.

The trial by jury also is termed "trial by the country;" for, in contemplation of law, the jury represents the country. In civil cases, the parties having certain fixed rights under the law, the jury only passes upon the evidence and must take the law as the judge states it in his instructions; but, in criminal cases, the prosecution being one for an alleged offense against the country, the jury, as the country itself, may construe the law and acquit the accused contrary to the instruction of the judge. Many are the cases when it becomes the duty of the jury to do so. Judges are not infallible in their constructions of the law; breaches of the law often are technical or trifling and not deserving of punishment; misfortune is frequently regarded as crime; and were it not for this humane and wise doctrine of the law the law itself would assume the character of a fierce monster, ready to do the bidding of a malicious prosecutor or an arrogant judge.

The efficacy of the jury system in limiting the arbitrary exercise of power so often attempted by judges is evidenced by many instances in both England and America, of which space will permit reference to but two:

In 1670 William Penn, subsequently the founder of the commonwealth of Pennsylvania, was tried upon the charge of unlawfully preaching, and, with others, forming an unlawful assembly in the streets of London. He was a Quaker and as such was obnoxious to the Church of England. The presiding judge, instilled with religious prejudice and inflated with vain presumptions as to judicial infallibility, viewed the Quaker preacher as a self-confessed lawbreaker, treated him with contempt, and to silence his protests ordered him to the rear of the court room. Contrary

to the instructions of the court the jury returned a verdict that Penn was guilty of preaching, but repeatedly and positively refused to find him guilty of unlawfully preaching. Finally a verdict of not guilty was returned and accepted, but in arrogant rage the court fined each of the jurors, one of whom, Edward Bushnell, true to his sense of manhood, ignored the fine and was committed to prison. He was released from imprisonment by Chief Justice Vaughn upon a writ of habeas corpus. Since then the independence of jurors is a recognized and fixed principle.

On July 29, 1735, John Peter Zenger, editor of the New York Weekly Journal, was placed on trial charged with libeling that notorious despot and colonial governor of New York, William Crosby. At a preliminary hearing of the case the presiding judge disbarred Zenger's attorney because he called in question the judge's commission. On the trial he refused to admit testimony to prove the truth of the alleged libel and instructed the jury to return a verdict of guilty. The jury, exercising its right to pass upon the law as well as upon the evidence, returned a verdict of not guilty, which not only was hailed with enthusiasm in New York but electrified the people of the other colonies; and, as has been well claimed, was one of the initial and effective blows in favor of American independence.

In order "that the great and essential principles of liberty and free government may be recognized and unalterably established" the first constitution of Illinois provided: "That the trial by jury shall remain inviolate;" and: "That a frequent recurrence to the fundamental principles of civil government is absolutely necessary to preserve the blessings of liberty." Consistent with these declarations in our organic law the general assembly, at an early date, enacted the following: "Jurors in all criminal cases shall be judges of the law and the fact."

Positive as these declarations are, and sacred as are the human rights guarded by them, public prosecutors have treated them as formal and trifling technicalities, while many of the judges have endeavored to nullify them. Frequently jurors have been instructed by presiding judges that before they attempt to exercise this right which the law has given them they must be able to say, upon their oaths, that they know the law better than the court. How unwarranted this encroachment on both the traditional and statutory right of the people, in criminal cases, to be judged by their peers! How absurd his instruction! Who is there that on his oath can say that he knows the law? Judges differ in construing the law. Supreme Courts have been instituted to correct their errors. The instruction is a self-impeachment of the judge who utters it, and should be considered so by the jurors.

The question as to whether or not this bulwark of free government by the people shall be dismantled now is a vital question before the people. Within the last few weeks the State's attorneys of Illinois, in convention,

have demanded its repeal and a bill to that effect is now before the Legislature. What pure motive inspires these men, who are generally selected because of their skill in political tactics rather than for their knowledge of law or love of the public weal, to demand the repeal of this heritage, coming from our free-born, liberty loving ancestors, seasoned by the experience of centuries, adorned with the triumphs of justice, and forming one of the foundation stones of our commonwealth?

John F. Geeting.

Cheap Help a Mistake.

"Cheap" help is a mistake. A merchant who hires cheap help is making as big a mistake as the one who buys tawdry goods. Both are expensive investments in the end. A good clerk will not work for nothing, nor should any employer expect him to do so. Good clerks draw new customers into the store and convert the transient shopper into a permanent customer. If he is the right kind of a clerk he will seize every opportunity to better his service. He has the knack of knowing what to do and when to do it. He has initiative, and all these are his stock in trade—ability, which he has a right to realize a fair sum upon. Incompetent and indifferent clerks drive good customers away and injure the store in many ways. They are dear at any price.—Merchants' Guide.

Increased Production of Rugs.

Oriental rugs are now manufactured in some parts of the Orient by German and English houses, which establish factories and employ large numbers of native weavers. The rugs produced are really Oriental rugs, but the establishments being thoroughly commercialized the constant tendency is to cheapen the fabric and lower the price. Unless one understands the different rugs and knows how to test them for quality of weave and dyestuffs, it is not safe to buy an Oriental rug from any but a thoroughly reliable dealer. Women formerly did all the weaving.

You are not likely to cheer the hearts of others by looking down in the mouth yourself.

Your home in heaven may depend on what you are doing to make your home heavenly.

Proposed To Observe the Law.

A few days ago a new resident of this city, recently arrived from Ireland, having made a favorable impression upon the manager of a certain wholesale house, secured a position. The merchant the next day, having made out a large number of statements, called the new employee into his office, directing him to "go out and post these bills." "Where?" enquired the young man. "Oh, yes," said the business man, "I forgot that you have only been in this country a short time. There's a mailbox on the telegraph pole at the corner. Post the bills there." The son of Erin soon returned, laying the bills on the merchant's desk. "I may be a little green yet, sir," said he, "but I'm not posting them bills with a big policeman watching the box." "Not posting them? Why not? What about the policeman?" asked the astonished storekeeper. "That's all right; but you're not fooling me all the same, if I do appear to be green. Sure, didn't I see the sign on the pole over the box: 'Post no bills, under penalty of the law!'"

Off the Beaten Track.

The first morning the new teacher was at the village school he taught a lesson in mental arithmetic and gave the following example:

"If I had seven oranges and eleven more are given me, then I give five of them to a friend, how many oranges have I left?"

The new teacher could not understand the puzzled expression of the children's faces or why he received no answer, but thinking they must be rather dull repeated the question. After a little silence a small hand was raised.

"Well, little boy, how many are left?"

"Please, sir," timidly replied the boy, "we always do our sums with apples."

A Dilemma.

"What's the trouble, Willie? You look as if you had something on your mind."

"I was just tryin' to think whether I would rather have it cold so there would be good skatin' or if I'd prefer to have it stay warm so the scarlet fever would spread and they'd have to keep the schools closed."

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THE MINE OF WEALTH

Lies in the Street Before Your Own Door.

Written for the Tradesman.

The cub clerk sat on a basket of potatoes, despondent.

The book-keeper laid down his pen and asked:

"What's the grouch?"

"Everything," replied the cub clerk. "I'm disgusted."

"Youth, and beauty, and a job, and disgusted!" cried the book-keeper. "You ought to be sentenced to the foolish house."

"You forget one thing," suggested the cub clerk.

The book-keeper looked the question he did not ask.

"Nine dollars per week," was the answer.

"Oh, you want more money?"

"I'm bothered now to find boxes and barrels enough to store away my savings in," observed the cub clerk. "Why should I want more money?"

The book-keeper leaned forward, his elbows on his desk, his back bent and showing the lines the years bring.

"You're a fool!" he said.

"Possibly," was the reply. "But there's a pair of us."

"That's true enough," replied the book-keeper, and silence fell upon the part of the store where the desk was, and where the young man and the old one sat grinning at each other in the fading light of day. Great chums are the old book-keeper and the cub clerk.

Besides, the old book-keeper has instructive moods. He occasionally speaks in parables. He is gray and not very strong on his feet, but whenever he can secure a listener of intelligence he has wisdom to give out. He is one of the men you see about places of business every day, one of the men who never acquired any sense when it would have advanced him in life.

He now knows many things, but he is too ancient to meet with favor in the eyes of the smart young men who write names on the payroll. He keeps his little job at the little grocery at the South End because the duties of the place are not exacting and because the merchant rather likes the old man. His coat bags down in front, and there shimmers at the knees of his trousers a light that never shone on land or sea, but he is contended in his room over the furniture emporium and sleeps as long as he wishes in the morning. This is a dignified and peaceful old age—to earn enough for your needs and to get all the sleep you want!

"We are all fools," said the cub clerk presently, by way of giving a note of impersonality to his last remark. "It is just a case of working to earn money to buy food, to eat to give you strength to work, to earn money to buy food, to eat to give you strength to work, to earn money to buy food, to eat to give you strength to work, to eat to give you strength to work—"

"Wait!" cried the old book-keeper. "I think I have heard something like that before. You needn't go on with

the statement. I understand it is printed in three volumes, bound in calf."

"It's as long as life," said the cub clerk, with a grin.

"Once upon a time," began the book-keeper, after a pause, during which the cub clerk rolled a cigarette and lighted it, much to the disgust of the orator, "there was a youth who longed with an intense longing for a bale of yellow backs which would make a train of Pullmans back up. He wasn't anxious to wreck the property of the carrying corporations, understand. He just wanted a roll that would make Standard Oil look like picking berries at a cent a quart."

"Good boy!" said the cub clerk.

"This youth thought so much about the prospective wad that he couldn't sleep nights. What was worse, he couldn't do his work by day. He wanted the money to come while he was still young, so he could give a correct imitation of how the busy dollars should be disseminated. He was one of the lads who did not want great wealth for its own sake, but for what it would bring."

"He was all right," broke in the cub clerk. "I should have enjoyed the companionship of that young man."

"At last the proprietor of the trading center where this youth sold goods—whenever customers were patient and forbearing—pried him loose from his pay envelope and sent him out into the cold, unfeeling world. For a day or two the youth rather enjoyed his freedom from toil. You see, at that early stage of the game he didn't understand that all the accumulations of wealth of the size he sought were guarded by a dozen expert book-keepers, a time-lock and a check-writer who was from Missouri."

"I'll bet that he found out soon enough," sighed the cub clerk. "All the check-writers are from Missouri."

"Let me tell you right here, young man," said the book-keeper, "that there wouldn't be any piles of the size of big enterprises if it were not so. Whenever a business man acquires a dollar some one comes after two dollars. Every man in trade knows that. A man who gives out checks without receiving full value will soon be sitting alongside some other fellow's stove, wondering how everything that is worth having got past him without his knowing it."

"You'd have made a good Tight Wad yourself," said the cub clerk.

"I always got stage fright when I tried to save money," said the book-keeper. "I used to get up in the night to spend money if by any chance I went to bed with a dollar in my clothes. Hence these tears! That's why I'm humping over on this stool, instead of having a home out in the country, with all the bugs and insects known to a scientific condition of society following me about the walks and eating pie out of my hand. But about this youth."

"I thought you'd get back to this misguided young man before long," said the cub clerk. "He should have lived where he could have caught the honey that drips from your lips."

"Just so. In that case he might have a stool like mine at this time. Well, after he had got done looking around dooryards for a wad which the owner had forgotten to take in over night, he bucked up to a lot of get-rich-quick schemes. The schemes were all right, in the seclusion of his chamber; in fact, it seemed a shame to take the money; but the machinery wouldn't work in action."

"I've heard of such instances," observed the cub clerk.

"Then the young man took the green-hills-far-away fever and went to the mining country, where he connected with a pick fourteen hours a day and consumed three cans of beans per—if he got to the camp first. Very much to his surprise he discovered that the people had selfishly taken up all the rich mines, so he sat out under the silent stars and longed with an unutterable longing for his old job at the grocery."

"I'd like to get out into the mining country," said the cub clerk.

"Well, the mines are still there," said the book-keeper. "So the youth went to South America, and wandered about the earth for ten years, looking for a pick-up in the way of a fortune. He wasn't looking for dribbles. He wanted a yacht and a private car the first thing. At last he took a tumble to himself and went back to the grocery business at six dollars a week and a room over the first floor, which was reserved for the delivery horses. I met him the other day."

"Oh, this is no fairy tale, then?"

"No; in fact his talk with me is what led to this oration."

"Is he still sleeping in the stable?"

"He owns one of the finest groceries in the city. When I went in he called me to the window and pointed out into the street, which was crowded at the time. I've told this story as a background for what he said to me. It will show you where the mines are."

"Look out there," he said. "There never was a mine worth working as compared with a city street. I searched the world for a fortune. I dug in the mines, I sailed the seven seas in ships that ought to have been ashamed of themselves, and I climbed mountains expecting to find a pot of gold at the top. Did I? You know I didn't. And all the time, passing up and down this street, singly, in twos and threes, and in squads, was my mine. You see those people out there? Well, they've all got money in their jeans. You sit down and make up your mind what they want and they will loosen up. They don't earn their money to keep. They spend it like princes, these working men and women. They have to spend it. They are the consumers of the world. Yes, there is the mine of wealth—right out there in the street. You needn't go away to find business chances. They are here. Be square with the people and they'll make you rich. Sell them good goods and they'll buy and come again. It's better than digging where there is no gold."

The cub clerk walked away thoughtfully. Alfred B. Tozer.

When Ordering
Don't Forget the Quaker Brands

Quaker Tea
Quaker Coffee
Quaker Spices
Quaker Flour
Quaker Can Goods
Quaker Mince Meat

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

SELF MADE MEN.

Chance the Largest Factor in the Situation.

Who makes the self-made men? Not themselves, but their opportunities. There are no self-made men. All who have succeeded have succeeded by virtue of some form of opportunity, says Prof. Lester Frank Ward, the sociologist of Brown university.

From the constant reference to great men who have risen from obscurity by dint of their inherent genius, which is supposed to overcome all obstacles, one would suppose, says Prof. Ward, that there would be no difficulty in citing any number of examples. Indeed, the popular impression is that nearly all the truly great men belong to this class, and that they have been made by adversity. It often is said that if the same men had been surrounded by all manner of material blessings they never would have accomplished anything.

Abundant success, high social position, superior early educational facilities are supposed to beget sloth, dissipation, and general mental and moral degeneracy. And yet when we come to make an effort to collect striking examples in this class we find ourselves embarrassed to discover them. We find that all the noise is made over a comparatively small number, and consists in a perpetual repetition of the same old things about the same men.

All this of course is not strange, he argues, when we remember that about 80 per cent. of all distinguished persons are born in large cities, and that nearly all others go early to great intellectual centers; that over 90 per cent. of them belong to wealthy or well-to-do families, and are exempt from all material concerns; that nearly 90 per cent. of them belong to the higher social classes; nobility, public officials, liberal professions, business men; and that 98 per cent. of them receive a liberal education in their youth. How could the little remnant of country born, poor, toiling, and uneducated geniuses, queries Dr. Ward, be expected to constitute any considerable part of the real working force of society?

But the public knows nothing of these great social facts. It is habitually fed on the current error due to the fallacy of history, which consists in reiterating the exceptions and ignoring the regular phenomena of society.

Robert Burns constantly is numbered among self-made men, and in Dr. Ward's opinion he was as much so as any that could be named. But Burns was a village celebrity at 16, and soon began to write. It is clear that he must have received considerable instruction at a tender age. His biographies inform us that his father was at great pains to give his children a good education. Little more than this would be needed for a man like Burns with a genius for the simple, sweet poetry that he wrote. Nothing is said about his circumstances,

but that he had considerable means and leisure to devote to these things and to reading and informing himself there can be no doubt.

Among musicians Haydn is the one most frequently mentioned, but Dr. Ward remembers that Weismann thought "We safely may conclude that Joseph Haydn never would have surpassed his father's national songs and harp had he not chanced to become the chorister in the little town of Hamburg and had he not afterwards entered the music school of Vienna, of which Reuter, the organist of the cathedral, was head."

Opportunities, in Prof. Ward's argument, are of various kinds. There are certain forms of opportunity that are mistaken for chance or luck. Hence the saying, "It is better to be born lucky than rich."

Dr. Ward remembers that Henry George says: "Had Caesar come of a proletarian family, had Napoleon entered the world a few years earlier, had Columbus gone to church instead of going to sea, had Shakespeare been apprenticed to a cobbler or chimney sweep, had Sir Isaac Newton been assigned by fate the education and toil of an agricultural laborer, had Dr. Adam Smith been born in the coal regions or Herbert Spencer forced to get his living as a factory operative, what would their talents have availed?"

It is entirely safe to say, thinks Dr. Ward, that in every case of an alleged selfmade man, could his entire history be told, or the particular part of it that explains how he succeeded in escaping the repressing influences of adversity, it would be clear that something besides his own genius came in to turn the scale in his favor.

As Odin says: "We always see some fortuitous circumstance enabling them to receive an education far superior to that which they could have obtained in view of the economic condition of their parents."

There being no self-made men, then, as Prof. Ward reads history, how much truth is there in the popular view that highly favorable circumstances tend toward intellectual degeneracy? And here, in marked contrast with the previous class, the professor is confronted with an embarrassment of riches. When he looks over the long list of the great contributors to human progress it becomes clear at once that, with few exceptions, all the truly great men of history have belonged to this class and never have had to give a moment's thought to the material concerns of existence.

Who have been the great agents of intellectual progress? Take Descartes as a typical example. He did not, as he himself said, feel compelled to make a business of science to mitigate his fortune. He retired to a corner of Holland, a country which then more than any other had the merit of comparative tolerance and there he fulfilled without disturbance his philosophic destiny.

Newton came from a wellto do family and held a high public office, which probably gave him much leis-

ure and little fatigue. It is safe to say that he always possessed abundant leisure to follow his profound meditations without any of the annoying distractions of economic insecurity.

Darwin, as everybody knows, was always in perfectly easy circumstances and literally had nothing else to do but to pursue his scientific investigations. Adam Smith, Galileo, Hobbes, and many other celebrities are quoted by Prof. Ward as in easy circumstances, whereupon he concludes that by far the greater part of the real work of civilization has been done by privileged men, many of whom were privileged in a high degree.

For the highest types of genius, such, for example, as are represented by Newton and Darwin, privilege is a sine qua non. One of the commonest popular mistakes is to confound aggressiveness and belligerency with genius. These qualities are almost in inverse proportion. There are more aggressive men who combine great talent with great assertiveness. Such men were Hobbes, Carlyle, Huxley, and Herbert Spencer.

There is no need to search for talent, says Dr. Ward. It exists already and everywhere. The thing that is rare is opportunity, not ability. The fact that many do struggle up out of obscurity does not so much show that they possess superiority as that they happen to be less inextricably bound down than others by the conventional bonds of society. And those who have succeeded in bursting these bonds usually have done so at such an immense cost in energy that their future work is rendered crude and well nigh valueless.

To attain to a position where they can labor in any great field they must carry on a life-long battle against

obstacles, they must display enormous individuality, amounting to conceit; they must become heated contestants and bitter partisans. All this narrows the mental horizon and renders the results superficial and unenduring. There is no more vicious popular fallacy than that the powers of the mind are strengthened and improved by adversity. Every one who has accomplished anything against adverse circumstances would have accomplished proportionately more had those circumstances been removed.

The most important object of all educational schemes and the most important part of social arrangements, Prof. Ward argues as the natural conclusion, is to spread a net over society, so contrived that it will catch all the "big fish" in the social sea. "There is only one kind of net that can do this, and that is the kind of net that extends absolutely, equal opportunities to all the members of society. The small fry would slip through such a net, even as they do through the bungling apparatus that exists now, but all that are worth having would be caught and utilized and not allowed for the most part to get away, as thus far always has been the case."

Thurston F. Blair.

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.

Manufacturers' Guarantee



Jennings

Flavoring Extract Co.



We are pleased at this time to inform our friends and patrons that the Secretary of Agriculture has accepted our guarantee and has given us the number

1688

and this number in due time will appear on all bottles of **Jennings' Flavoring Extracts** and such other goods as we pack that come under the Food and Drug Act June 30, 1906.

Assuring the trade that the **Jennings D. C. Brand** is worth 100 cents all the time, we solicit your orders.

Jennings Flavoring Extract Co.

C. W. Jennings, Manager

Grand Rapids, Michigan

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 16—The coffee market has been watched with some anxiety lest it might become mixed with the stock market troubles and no one would be able to tell when the trouble would end, but as yet there seems to be no cause for any great amount of solicitude. As to the jobbing market it is in about the same condition that has characterized it for some weeks. Sales are, as a rule, moderate and quotations at this writing are without change from last reports. Rio No. 7 is sold in an invoice way at 7½c. In store and afloat there are 4,058,600 bags, against 4,098,949 bags at the same time last year. At Rio and Santos the receipts from July 1, 1906, to March 13, 1907, aggregated 15,426,000 bags, while the total crop of the twelve months ending July 1, 1906, aggregated only 9,968,000 bags. Mild grades are quiet and unchanged.

A fairly good demand has existed for refined sugars and yet the volume of new business was very slight, almost all transactions consisting of withdrawals under previous contracts.

Statistically, it is said that teas are on a firm basis. Actually, the week has been one of very moderate activity. Low grades are well sustained and holders generally are agreed that matters will be sure to improve with the oncoming of spring.

Rice is steady and sellers make little complaint as to the situation. Supplies are not overabundant and the demand has been fairly good for the time of year. Honduras and Japans are especially well sustained. Choice to fancy head, 4¼@5¼c.

Spices have had an active week and at the close quotations are very firm, although not appreciably higher than last noted. Cloves and pepper are especially well sustained.

Little of interest can be found relating to molasses. There is a fairly steady call and, with stocks not overabundant, the outlook appears slightly in favor of the seller. Good to prime centrifugal, 27@35c. Syrups are steady and in light supply.

Canned goods have moved in about the usual rut, although there is still considerable interest being exhibited in tomatoes. Sales of spot are quite liberal and the quotation is practically 90c. More could be bought at this, but some are firm in the belief that 92½c will prevail within a short time. Futures are worth about 82½c for standard 3s, but a number of packers stand firmly for 85c. There is still a very liberal supply of corn and quotations are somewhat shaky. Good quality New York State is worth 50c, and Southern, Maine style, 2½@5c less. Not much doing in futures and standard New York State is nominally 65@75c.

The butter market is somewhat unsettled. Generally, however, the sit-

uation is firm and sellers are inclined to make no further concession. Extra creamery, 30½@31c; seconds to firsts, 26@30c; held stock, 23@29c; dairy, 25@30c, latter for finest fresh half-tubs; imitation creamery, 24@27c; factory, 20@21½c; renovated, 22@25c.

Cheese shows hardly a bit of change. There is a fair demand for this time of year. Full cream New York State, 15c. Receipts are light and held in a few hands.

Arrivals of eggs are liberal and the market continues to sag. Finest Western, 17½@17¾c.

Indian Manufacturers.

Maine is to have the distinction of possessing a factory owned and run by Indians. Sabatis Shay and Newel Ranco, fullblooded Indians, recently purchased the necessary land, and are to erect a building for the manufacture of canoe paddles and cant-dog handles—articles which demand absolute fidelity in manufacture, since on their trustworthiness the safety of life may depend. The stenographer and typewriter of the firm is a young Indian girl, a graduate of a high school and business college, who can write both in her native language and in English.

The Young Men's Christian Association maintains a school for chauffeurs in New York City and just now there is a hot contest between the products of that institution and those speedy gentlemen who have picked up their knowledge of the whiz-gigs in repair shops and ga-

rages. The only way a man can learn to run an automobile is to run it, and the man who has the additional benefit of sound mechanical and technical training is probably the better man. Some would maintain that the less a man knows the better qualified he is to run an automobile, but that is unjust. It is the old struggle of theory and practice against practice, and the odds are in favor of the former.

Sow helpfulness and you reap happiness.

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.

Dykema Cement Brick Machine \$35



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.
DYKEMA CO., Huron St. Grand Rapids, Mich.

Green Stuff

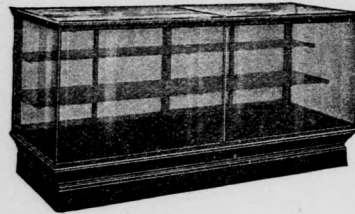
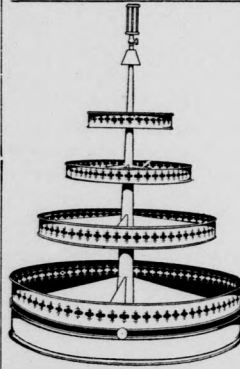
shown by this **Display Stand** and moistened by the **Mist Machine** will keep fresh, attract buyers, and there will be **no waste**.

Ask us for descriptive booklet.

GALESBURG CORNICE WORKS

No. 149 East Ferris St.

Galesburg, Ill.



Our "Crackerjack" No. 42
Note the narrow top rail

Our new 1907 General Store Catalog "A" is now ready. Let us figure on your requirements. One case, a hundred or your complete outfit.

Consult our "Expert" if you desire your store planned or remodeled.

GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

The Largest Show Case Plant in the world



THE KAR-A-VAN
IS FILLING A LONG FELT WANT.

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

JOIN THE KAR-A-VAN CROWD

Sell **KAR-A-VAN** Coffee

A complete line under one Brand, Six Grades

THAT RICH CREAMY KIND

Retailing at 20c to 40c per pound

The Gasser Coffee Company

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

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

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

Lobsters Will Never Again Be Plentiful.

Maine lobster fishermen have hardly made a living at catching this shellfish this winter, says the Kennebec Journal. They report lobsters scarcer than ever before since they have been engaged in this business. In years past the hardy men who brave the frigid weather have been able to make their living and something besides, but the past winter lobsters have been scarcer than ever before, with the result that they have been unable to make more than both ends meet. The terrific cold weather recently put a stop to the business altogether along the coast; in fact, some of the fishermen became disgusted several weeks ago and hauled up their traps, and have not made an effort to catch any lobsters since.

Lobsters here are higher than ever before known, 50 cents being asked for a ten-inch one, and larger ones have sold for \$12 a dozen. The demand far exceeds the supply even at that price. During the fall the fishing fell off and from that time until the present the catches have been very small. The men who earn a livelihood from catching lobsters are becoming discouraged, and fear they will have to turn their efforts in other directions unless there is a decided improvement in the business before long.

There seems to be no probability that this delicious shellfish will ever again be as plenty as it was a dozen or fifteen years ago. The storms of the past winter have destroyed many traps, and as the expense of the equipment is considerable some of the toilers of the sea are out of pocket. Although they have visited their traps every day when the weather would allow, oftentimes they did not bring ashore any lobsters, and other times only a half-dozen, that being considered a good catch.

Heavy Bob Veal Fines.

A sweeping and notable victory was won last week by the New York State Department of Agriculture in the Supreme Court at Cooperstown, where no fewer than eight judgments, running in amount from \$200 up to \$2,200, and aggregating \$7,750, were rendered against persons shipping hog-dressed calves under four weeks old, the penalty being \$50 for each calf. Five cases against J. H. & C. H. Bedell, aggregating \$6,200, were settled by stipulation. The sixth case, against the same parties, went to the jury, who returned a verdict of \$1,000 for twenty calves. The seventh and eighth cases, against Ross R. Hollis, were also tried by jury. All the shipping was done under assumed names, and some clever detective work was found necessary.

Canned Salmon To Be Higher.

The representative of one of the largest American packing interests said last week of salmon:

"Statistics that have been published from time to time clearly show that the surplus has been entirely eaten up; that we are down to and can clearly see the end of the pile of the 1906 pack, which was, consid-

ering all grades, nearly 1,000,000 cases less than the pack of 1905."

After pointing out that owing to increased cost of labor and material the pack of the coming summer would cost at least 10 cents a dozen more than last year, he concluded:

"I doubt if there is a single merchandise item that is as sure to advance as salmon. Everybody believes in it; everybody is friendly to salmon. Why? Because it is to-day the lowest price food product that can be reached by the consumer, and 16-ounce salmon in a can at the retail price gives the family the largest amount of nutriment possible to obtain for the money. Why should it not be possible, and why should not the distribution be greater than in any previous year when every other food product has materially advanced?"

Sheep Not Native To Australia.

The great industry of Australia is sheep raising, mainly for the sake of the wool, but also in part, of course, for the meat. Australia now ranks second among the great sheep raising countries, Argentina being first with 92,000,000 sheep, Australia second with 72,000,000, and Russia third with 70,000,000. Only a few years ago Australia was first, possessing no less than 106,260,000 head of sheep. That was in 1891. Prolonged droughts were the cause of the destruction of many millions of Australian sheep but since 1902 there has been an annual gain. Yet these sheep were not indigenous to Australia. They were first introduced in 1797, being of the Spanish merino species.

Horse Meat for Poultry.

An Alton, Ill., poultry raiser has offered a suggestion to the humane society of a profitable way of disposing of carcasses of horses executed by the society. The poultry raiser says he received a large increase in the number of eggs when he killed old horses purchased for a few dollars and fed them to his chickens. He said that during the whole winter he received a good price for eggs, caused by the horse-flesh food. He also received almost as much money for the hides of the horses as he paid for animals alive. He claims that his experiment was a complete success.

Fattening Fish for Market.

Inhabitants of Wilmot, Ill., have opened a new industry in fattening fish for market. German carp, which are plentiful in Fox River, are scooped up in nets and placed in a big pen fenced off in a small stream. They are fed on corn and grain, the same as hogs. The fish take on flesh rapidly, and it is not uncommon to take carp from the pen weighing from thirty to fifty pounds. Last year the ingenious workers in the new industry sold over two tons of fish fattened in this way. This season they will dispose of twenty tons, as there is a good demand.

It is easy to talk of love for our fellows, but the test comes when we find the particular fellow in need of our love.

The most changeable thing in the world is a woman. The next is luck.



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.**

We Want Your Candy Trade

and in order to command the same we are putting out a larger and finer line of goods than ever.

We Have a Wonderfully Fine Selection of Package Goods

**Straub Bros. & Amiotte
Traverse City, Mich.**

Grand Rapids Safe Co. TRADESMAN BUILDING

Dealers in Fire and Burglar Proof Safes

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

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

DRY GOODS

Weekly Market Review of the Principal Staples.

Sheetings—New prices have been made in bleached sheetings to some extent and renewed interest in the developments into the next year is displayed. Beyond that there is naturally little that is new in this department of the market.

Domestics—The demand for these goods of all kinds keeps pouring in in large volumes, the mail for the most part, however, being requests for the delivery of goods already on order. Naturally the volume of new business is not as large as it might be under other circumstances, for the reason that it is impossible to supply the goods wanted. To use the argument of a prominent factor in the market, "If the capacity is 10,000 cases, what is the use of taking orders for 20,000?" Many argue that the thing to do is to take the order and also take the chance of the delivery. It is very largely possible that some of the extra business may be more or less fictitious, being the duplicate of orders placed elsewhere in order to insure delivery. It is of little moment, however, whether this be true or false, for the reason that buyers acting in this way would take all goods delivered them because of the knowledge they have of general conditions. Advances are being made on many lines of well-known fabrics, but in this there is no novelty, as such has been the case for a long time back. The list of lines withdrawn continues to increase until, as has been stated, there will be but few, if any, standard lines available in the near future.

Prints—If the volume of mail received by large houses handling these goods were any criterion by which to judge, these houses should be enjoying a remarkably good business. However, since there is but little to offer, and from the fact that most of the mail seeks the delivery of goods on order, it puts quite a different phase on matters generally. There is, nevertheless, a steady demand for small quantities of spots, but, as may be supposed, considerable difficulty is encountered in getting anything at all, to say nothing of satisfaction.

Underwear—Immediate goods are exceedingly few and far between, and wherever possible command the highest prices. Could the entire output of balbriggans be sold at the figures that to-day's sales bring, their production would be a very desirable enterprise. Ladies' carded yarn ribbed goods are now in the second quarter of their delivery period, and at consequently advanced prices as governed by the schedule adopted. Not all confined themselves to this schedule, as in some cases, but few goods were sold under those conditions before they were advanced. That they could quite as easily have brought the prices asked now at the outset has been demonstrated by

those houses that received the higher figure from the start. It is interesting to note that these houses arrived at the position of safety sooner by far than did those who confined themselves to the schedule. Buyers were not a little suspicious of the quality and their suspicions demonstrated themselves upon six-pound goods and also upon the sale of seconds. So poor was the quality of some of these goods delivered last year that it was with difficulty that some lines operated at all this year.

Hosiery—This market has experienced more or less quietness during the past week, and the immediate future does not promise great results in the way of improvement. To be sure, the average miscellaneous business was contracted for, but the volume was seriously depleted. The only development of importance is that of 84-needle goods, which, for a month or more, have been going through quite a substantial change as regards their position. They are now about 60 per cent. sold up, and the fall business is well under order also.

Sweaters—As far as sweaters are concerned, they are practically in statu quo. A few small orders are taken from time to time, but for the most part they are quiet. Certain lines of lower grade goods have done a little business, but in these there is neither the satisfaction nor the profit that there is in the finer goods. In color effects oxford continues the favorite, and is universally sought for both in higher and medium class goods. There is little doubt that the season, when taken as a whole, will show a comparatively satisfactory result as regards volume of business as each week adds to the strength of the position now occupied. As it is some time before the retailer begins buying, developments of a large nature are not to be expected.

After More Factories.

South Haven, March 19—Organized efforts to secure more factories, an armory and the State encampment were set in motion by the Board of Trade this week.

A committee was appointed to visit the plant of the Sidway Mercantile Co., at Elkhart, Ind., L. E. Parsons, William McEwing and C. F. Hunt, the committee, doing so Thursday. The company desires to locate here.

A spindle carving concern in Chicago, which employs twenty-five skilled men, is desirous to get away from that city. Its business is steadily increasing. The sentiment seems to be that factories of this nature, which are likely to grow, should be secured if possible. Negotiations will be taken up at once.

The projects of securing an armory and the State military encampment have been taken up and efforts will be made to land them.

The glutton is always thinking of what he is going to eat, the dyspeptic of what he has just eaten.

The man who is hunting for a martyr's crown never has head enough to hold one up.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



See Our
Spring Line
Before
Placing Your Order

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

SOLE AGENTS

Sleepy Hollow Blankets

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

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

EDSON, MOORE & CO.

Missing Link is a Woman.

The missing link is a woman. She is the find of Prof. Klaatch in the dense bush of northern Australia. She has feet like hands. It is thought that our remote ancestors had no further use for these prehensile feet when they abandoned the habit of living in trees and climbing them like apes. The ape retains the prehensile feet because he still climbs trees where four hands are more convenient than two hands and two feet. Prof. Klaatch has taken plaster casts and photographs of the aboriginal woman. He declares that his discovery is of extraordinary biological value. The missing link was found near the coast at Port Darwin in a region little explored and to which civilization is as yet a stranger. The natives live mostly in caves or in the bush, making little or no pretense to cook their food or to clothe themselves. When Darwin set all the world a-talking with his theories of survival of the fittest and special selection he still was far from final proofs of his great theory of the origin of species. Wallace had come upon the same theory just at the same period. Yet the great mass of men only were beginning to think along these lines. Scientists in Europe and America took up the theory and worked at it from all sides. One of the leading investigators was the then young Haeckel. He delved among bones and stones until at last he announced that to his mind the theory absolutely was proved and it only needed further investigation to find every one of the missing links. He went further than this. He pointed to the island of Java and to Australia and said, "I am convinced that one of the most important steps in human evolution took place there. It was there that the ape first walked erect habitually. The climate there was such that there and nowhere else did man begin his ascent. Dig on that island and some day you will find an animal with a brain capacity larger than that of the ape and smaller than that of the average man, whose thigh bone will show you that this animal walked erect, and when you find it you will have all that remains of the ape-man." This prophecy was fulfilled by Dr. Dubois in 1895, and now new links in the chain of evidence have been found.

Why the Foxy Salesman Lost Out.

He was a fine piece of furniture, the new hat salesman. The pompadoured queen behind the cashier's counter said so, and nobody up to date has had the temerity to dispute the word of the queen. She said, furthermore, that "he was the kind of a piece of works that you'd like to have for a sofa in the flat—so you could sit on him whenever you felt like it." He was "new" and sundry other things.

"But I'll sell the goods. You watch me," he told the cashier. "I've got a way that brings home the shekels. Keep your deep browns on little Willie, and watch him go through the real motions, while the dummies around here are marking time."

"All right, son. Get busy, there's

somebody at the \$2 hats. Get down there and sell something."

"Sell nothing. That man isn't going to buy a \$2 hat, not from me. He thinks he is, but he isn't. He's going to invest \$2.50; you understand?"

The customer already had a \$2 hat in his hand.

"Here," said the foxy salesman, approaching with a \$2.50 specimen in his hand, "is the latest \$4 style, and our price is a dollar and a half less."

"How much?"

"Two fifty. Try it on—ah, it certainly does set you off nice."

"Well, I don't think I care for it. I want one of these," said the customer, returning to the \$2 counter.

The salesman sprung his trick, the one that "brings home the shekels."

"What? A \$2 hat!" he gasped as if the thing were incredible and a shame to all men.

The customer looked at him. "Why, you little rat, you!" he said. "Do you think you can tell me what I ought to pay for my hats? No, I don't want any \$2 hat. I don't want any—from you. Good day."

"Willie," said the cashier, kindly, "shall I call the ambulance?"

A. L. Wilson.

Plants That Eat Insects.

What is the difference between a pebble and a fly? The flowers know. The sundews are attractive little plants found commonly in bog districts. The leaves of all the members of the family are densely covered with clubbed hairs and a fly settling among the tentacles immediately is inclosed by these organs. Meantime, a digestive fluid is exuded from the glands of the leaf. An interesting experiment may be conducted with the sun dew. This experiment consists in placing a tiny pebble against the tentacles. These at once close in, it is true, but not the least attempt is made to put out the digestive fluid. How does the sun dew know the difference between the fly and the pebble? Still more remarkable are the investigations which prove conclusively that the leaves of the American sun dew know the proximity of flies even when there is no direct contact. Fixing a live insect at a distance of half an inch from a healthy leaf, the experimenter finds that in about a couple of hours the organ had moved sufficiently near to enable it to secure the prey by means of its tentacles.

Scientists Have the Best Brains.

Famous brains are of four sorts. The lowest group contains the minds that are stimulated greatly by alcohol, tea, and other drugs, and by impressions derived from the senses; the second group contains the infant prodigies whose intellectual powers wane in middle age; the third group contains the pathological cases usually terminating in insanity; the fourth and highest group is that of true geniuses whose powers remain unimpaired until old age. This is Hausmann's classification. Spitzka has come to the conclusion that men eminent in exact sciences like astronomy and mathematics have the greatest average brain weight. Next come

the men of action, including statesmen and artists, and after these come the biologists, geologists, and other representatives of the descriptive sciences.

New Auto Factory at Romeo.

Romeo, March 19—The Building Committee appointed by the directors of the Detroit Auto-Vehicle Co., are considering plans for the enlargement of the plant on East Lafayette street. It is expected that within a few weeks building operations will be

commenced. While no decision has been arrived at, it is probable that a sixty-foot extension will be made to the stone shop, in which will be located two annealing ovens, an engine room, the rattlers for cleaning castings, etc. The stone shop will be equipped with a ten-ton cupola. It is proposed to make it an up-to-date foundry and other buildings will follow.

There are no prizes to those who always are prudent.

Straw Hats

Order Now While Our Stock Is Complete

Men's from 50c per dozen to \$4.50.

Ladies' from \$1.75 per dozen to \$3.00.

Boys' and Girls' from 45c per dozen to \$2.25.

Also a complete line of Men's and Boys' Felt Hats.

Mail orders will receive the best of attention.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

THE NATIONAL CITY BANK

GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

EVERYBODY should have money in a good bank, because it is 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.

THE SET STONE.

It Gathers Entirely Too Much Moss.

Written for the Tradesman.

The late lamented Bill Nye, when asked once for a recipe for success, handed the following to a young man:

Get a job, no matter what, and do not ask for a salary. Go to work as vigorously as though you were receiving ten thousand per. Keep your eyes open and when you see an opportunity somewhere else in the same line apply for the job. If you receive an offer tell your present employer and if he does not come up to the ante take the other position. Play this system to the limit and in a few years you will have an enviable job and be tagged a successful young man.

The boy to whom this advice was given took it as a master joke of the genial humorist, as where is the young man who can be induced to go to work for absolutely nothing? But back of the recipe lies more truth than is contained in two-thirds of the prosy sermons on success handed down by the so-called captains of industry in magazine articles.

The old saying, "The rolling stone gathers no moss," can aptly be paraphrased into, "The set stone gathers too much moss," and would be considerably nearer the truth.

It is strictly a fact that, while a young man who will aimlessly flit about from place to place, from position to position, will never accomplish very much, neither will a young man who grabs off a bottom rung of the ladder, and hangs on so desperately that he can not loosen his grip enough to reach upward, ever succeed in attaining a very high place in the world.

This is an age of opportunities (that statement is not original, but it is, nevertheless, the truth and will bear frequent repetition), and the young man who would achieve success to-day can only do so by being ready at all times to seize the flighty dame when she appears. In fact, he must do more; he must see that he is always on the road along which she will pass, for it is far easier—although pardon the rough expression—to trip the lady and grab her when she is down than it is to start in at the rear and catch up with her.

A young man may start in on a job with all the enthusiasm in the world, he may work earnestly for promotion and deserve it, but, if he neglects opportunities in other places when they present themselves, he is doomed to labor on, making but little headway, for a meager salary and with the realization that he has been left behind in the race of life. On the other hand, if a young man will go to work—no matter what the business so long as it is congenial, although not idealistic—and will not only put himself in line for promotion with his own firm but will keep his eyes open for an opportunity with another house, and if he is made of the right stuff, it is only a question of a short time when he will be the man at the roll-top, while the "set stone" is gathering

moss on a high stool as an ordinary clerk.

An incident of recent occurrence comes to mind:

A young man came to the city from a small town. After the usual difficulty he obtained a position with a mercantile house as a minor clerk with an exceedingly small salary.

He applied himself diligently to the work at hand and not only mastered the duties of his own position thoroughly but went farther and made himself familiar with what was going on higher up. He also paid careful attention to what was being done in other houses in the same line and learned of a vacancy which was soon to occur. A call on the Department Manager of the other house resulted in his impressing that gentleman to an extent which promptly won an offer of a position at a salary considerably larger than the one he was receiving. He did not accept it off-hand, however, but went to the Manager of his own house and informed him that he had received a more lucrative offer and would probably take it. This opened the eyes of that gentleman and he questioned the young man at some length, with the result that he saw he was worth far more to the firm than he had been getting. He promptly offered a raise which was in excess of the new offer, together with an advanced position, and the young man took it. Of course, the head of the other house was rather put out, but his annoyance was not very pronounced. Since that time other opportunities of the same nature have presented themselves and the young man has always been quick to lay hold on them, with the outcome that he is now occupying a responsible position and demands what his salary shall be, instead of taking what is offered to him. If he had merely attended to his duties and waited for his own Department Manager to recognize merit he would very likely be plugging along at a nominal salary—of course, he would have advanced some—with little more than a minor place ahead of him.

The set stone gathers too much moss.

Needless to say, changing about blindly, without properly investigating conditions and weighing the chances, is even worse than burying one's self in a particular spot. But before a young man changes he should go over the ground thoroughly. Then, if he is convinced that something is to be gained, why, let him go ahead. Jack F. Cremer.

Yankee Thrift.

A young man and an adorable young lady meet. He speaks:

"Girl, you do not love me! You will never love me! I am going to kill myself immediately."

"And how are you going to do it, pray?"

"I shall shoot myself."

"Then, if you would be so kind will you buy the revolver of James? James is my fiance and I am greatly interested in his business"

The way of the transgressor is hard on other people.

Our Specialty Feed, Grain and Mill Stuffs

Straight or Mixed Cans

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.

We are Headquarters for

Base Ball Supplies Croquet, Marbles and Hammocks

See our line before placing your order.

Grand Rapids Stationery Co.

29 N. Ionia St.

Grand Rapids, Mich.

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



Just try a little horse radish,

No matter what brand you buy,

We know that "AS YOU LIKE IT"

Will supplant it bye and bye.



His Master's Smoke

Thousands of smokers everywhere, who show the real human side of their nature by their fondness for man's most faithful animal friend, recognize as well the faithfulness which

The Ben-Hur Cigar

always shows in the extraordinary even quality which has been maintained since 1886.

'Twas a revelation of merit when 'twas first put forth—it is a revelation of merit to-day.

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



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the Grand Rapids Board of Trade, have established permanent **Every Day Trade Excursions** to Grand Rapids and will reimburse **Merchants** visiting this city and making purchases aggregating the amount hereinafter stated **one-half** the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the **Secretary of the Grand Rapids Board of Trade, Board of Trade Building, 97-99 Pearl St.,**

will pay back in cash to such person one-half actual railroad fare.

Amount of Purchases Required

If living within 50 miles purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50, purchases made from any of the following firms aggregate	150 00
If living within 100 miles and over 75, purchases made from any of the following firms aggregate	200 00
If living within 125 miles and over 100, purchases made from any of the following firms aggregate	250 00
If living within 150 miles and over 125, purchases made from any of the following firms aggregate	300 00
If living within 175 miles and over 150, purchases made from any of the following firms aggregate	350 00
If living within 200 miles and over 175, purchases made from any of the following firms aggregate	400 00
If living within 225 miles and over 200, purchases made from any of the following firms aggregate	450 00
If living within 250 miles and over 225, purchases made from any of the following firms aggregate	500 00

Read Carefully the Names as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

ACCOUNTING

A. H. Morrill & Co.—Kirkwood Short Credit System.

ART GLASS

Doring Art Glass Studio.

BAKERS

Hill Bakery

National Biscuit Co.

BELTING AND MILL SUPPLIES

Studley & Barclay

BICYCLES AND SPORTING GOODS

W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES

Brunswick-Balke-Collander Co.

BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS

Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER

Grand Rapids Stationery Co.

Grand Rapids Paper Co.

Mills Paper Co.

BREWERS

Grand Rapids Brewing Co.

CARPET SWEEPERS

Bissel Carpet Sweeper Co.

CARRIAGES

Brown & Sehler Co.

Sherwood Hall Co. Ltd.

CARRIAGE AND WAGON HARDWARE

Sherwood Hall Co. Ltd.

CONFECTIONERS

A. E. Brooks & Co.

Putnam Factory, Nat'l Candy Co.

CLOTHING AND KNIT GOODS

Clapp Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.

C. D. Crittenden

E. E. Hewitt

Yuille-Zemurray Co.

CEMENT, LIME AND COAL

A. Himes

A. B. Knowlson

S. A. Morman & Co.

Wykes-Schroeder Co.

CIGAR MANUFACTURERS

G. J. Johnson Cigar Co.

Geo. H. Seymour & Co.

CROCKERY, HOUSE FURNISHINGS

Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES

Hazeltine & Perkins Drug Co.

DRY GOODS

Grand Rapids Dry Goods Co.

F. Steketee & Sons

ELECTRIC SUPPLIES

M. B. Wheeler Co.

FLAVORING EXTRACTS AND PERFUMES

Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED

Valley City Milling Co.

Voigt Milling Co.

Wykes-Schroeder Co.

GROCERS

Judson Grocer Co.

Lemon & Wheeler Co.

Musselman Grocer Co.

Worden Grocer Co.

The Dettenthaler Market.

HARDWARE

Foster, Stevens & Co.

Clark-Rutka-Weaver Co.

HARNESSES AND COLLARS

Brown & Sehler Co.

Sherwood Hall Co. Ltd.

HOT WATER—STEAM AND BATH HEATERS.

Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.

The Dettenthaler Market.

MATTRESSES AND SPRINGS

H. B. Feather Co.

MEATS AND PROVISIONS.

The Dettenthaler Market.

MUSIC AND MUSICAL INSTRUMENTS

Julius A. J. Friedrich

OILS

Standard Oil Co.

PAINTS, OILS AND GLASS

Goble Bros.

V. C. Glass & Paint Co.

Walker French Glass Co.

Harvey & Seymour Co.

Heystek & Canfield Co.

Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.

SADDLERY HARDWARE

Brown & Sehler Co.

Sherwood Hall Co., Ltd.

PLUMBING AND HEATING SUPPLIES

Ferguson Supply Co. Ltd.

READY ROOFING AND ROOFING MATERIAL

H. M. Reynolds Roofing Co.

SAFES

Tradesman Company

SEEDS AND POULTRY SUPPLIES

A. J. Brown Seed Co.

SHOES, RUBBERS AND FINDINGS

Herold-Bertsch Shoe Co.

Hirth, Krause & Co.

Geo. H. Reeder & Co.

Rindge, Kalmbach, Logie & Co. Ltd.

SHOW CASES AND STORE FIXTURES

Grand Rapids Fixture Co.

STOVES AND RANGES

Wormnest Stove & Range Co.

TINNERS' AND ROOFERS' SUPPLIES

Wm. Brummeler & Sons

W. C. Hopson & Co.

WHOLESALE TOBACCO AND CIGARS

The Woodhouse Co.

UNDERTAKERS' SUPPLIES

Durfee Embalming Fluid Co.

Powers & Walker Casket Co.

WAGON MAKERS

Harrison Wagon Co.

WALL FINISH

Alabastine Co.

Anti-Kalsomine Co.

WALL PAPER

Heystek & Canfield Co.

WHOLESALE FRUITS

Vinkemulder & Company

WHOLESALE MILLINERY.

Corl, Knott & Co., Ltd.

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.

THE DEAD LINE

Story of Career Which Began at Forty-One.

Whenever I see anything about the "dead line" lying along the line of thirty-five years in the life of man I smile. If I had believed the "dead line" to have been reached at thirty-five years in my life I would have been a "dead" one before I ever made a real start in life.

I suppose my youth was a turbulent and useless one unless it was that during my early years I stored up experiences enough to last me during the remainder of my life. Starting with a good education I began to prove that my time at school had been wasted by putting my education to no use whatever.

Banditti being out of vogue by the time I was 20, I did the next best thing and "joined out" with a circus, at which business I put in two years. Then I got something akin to a fever to become a pirate, and, no pirates being handy, I began running on the Ohio and Mississippi Rivers on a boat owned by Charles Morgan, the father of the renowned Pierpont of to-day. Here I spent time enough to get up to a mate's position, but clubbing and swearing at negroes palled on my appetite, and I went into the lumber woods and for two years did some hard work, getting to be foreman of a gang within a year.

Later I worked on a farm and finally at the age of 28 I married, being at that time partner in a general store which failed to make money and ceased to exist within two months after my marriage. Twenty-eight years old, a brand new wife, and \$15 in cash represented the total results of all my labors after I had paid my debts. It wasn't much, but I was not at all dismayed.

I hired out to a farmer at the magnificent compensation of \$200 a year, a house to live in and an acre of land on which to raise truck. This went on until finally I had a little home of my own and was living, if not in luxury, at least in considerable content.

All my life I had wanted to be an editor. When a boy I wanted to learn the printing trade, but that was not quite high enough to suit my parents and I gave up ambition along that line. After I found my gait—as I thought—I began to write occasionally for the farm papers. One day I got a letter from an editor in which was a dollar bill and a request to write a series of articles on gardening, that being the business to which I devoted my little place.

I never shall forget that dollar bill. I can see it now and almost read the number on it. It was the first dollar I ever had earned without doing some sort of hard labor for it. I went home that day feeling that I had found a new opening. I could hire men to do my work for a dollar a day, and I could make money writing for the papers. I didn't quit work nor hire any men, just then. I thought about my work while working and wrote out my thoughts in the evening. My articles attracted at-

tention, and presently I was asked to contribute to another publication. It was not long until I was earning \$300 a year telling other people what I was doing. I was as contented in those days as I ever expect to be.

I went along in this way until I was 41 years old. I had made some reputation as a speaker at farmers' institutes. I had the gift of gab and behind that the education, which I now found some use for.

One day I was in the field husking corn when a messenger came to me with a telegram. It was from Chicago and was signed by the name of a man of whom I had never heard. This telegram contained this surprising command: "Come to Chicago at once. Important business."

In those days I was not accustomed to being ordered about in this imperative style and I wired back in the same laconic fashion: "Busy husking corn. Can't go anywhere." Within three days I got a letter, which was longer than the telegram, but not more explicit. It was from the man who sent the telegram and he wrote that he had an important proposition to lay before me. He was too busy to come to see me and if I would come to see him and learn what he wanted he would pay my expenses if I did not accept the proposition he had to make me.

I wanted to see Chicago anyhow, so I went. I found my man and he said he wanted me to edit an agricultural paper he owned, but had not time to look after. Here was my chance to become an editor at last. My proposed employer said he had read some things I had written and he had no doubt I could do the work he wanted me to do. It was coming on winter, when farm work does not push one. I reflected I only could make a failure in any event, and within an hour I had closed the contract.

I went back to my home in the East, arranged my affairs, and a week later I was sitting in a Chicago office a full fledged editor, without a minute's experience to guide me.

I often have wondered since that I had the colossal audacity to undertake the job, but I had tackled a good many different things and in most of them had managed to make good, so I sat down to commune with myself as to editorial work. I didn't know anything about makeup, type styles, or the detail work of getting out a paper.

I called in the foreman of the composing room and sized him up. He was a kindly seeming young fellow and I made a bluff that went. I said: "I find in looking over the work there is to do here that I shall not have much time to attend to the details of getting out the paper. I am going to turn that over to you. I'll get out the copy and send it in to you, and I am going to let you put it in shape in the paper. If you fall down just call on me any time and I'll help you out."

That last offer was a grand one. What I didn't know about such things was plenty. I saw the young man fill up with gratification and knew that he was proud of the trust reposed in him. He never called on

me for help, but I learned a lot from him without ever letting him know it.

It was the hardest job I ever undertook. I studied my exchanges, scrutinized the makeup of them and the general style in which they were conducted. I studied the books of type specimens sent out by the type foundry and at the end of six months was getting along without trouble.

I held the job for a year and by that time had made up my mind that there was nothing for me in that particular paper and I quit, as soon as the time I had agreed to stay expired, and went back home.

A few days afterward I met a manufacturer with whom I was acquainted. He told me his advertising was going wrong and he would like to have me come over and straighten it out. I went and stayed fourteen months, never knowing whether I was going to work another week or not. I drew my pay Saturday night and came back Monday morning. I had sole charge of the advertising after the third week and doubled the sales of the concern.

One day I struck the boss for a raise. He said he couldn't afford it, and the next Saturday I went out and stayed out, going to work the next Monday as associate editor of a big Chicago farm paper. In three months I was business manager and in two months more I threw up my job, because the secretary and I could not get along together.

That day I wired a publisher in an Eastern State and he wired for me to come on and go to work. I did not lose an hour between the two

The National Cream Separator

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

Hastings Industrial Company

General Sales Agents
Chicago, Ill.

ATLAS MASON JARS

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

BOOK OF PRESERVING RECIPES—FREE to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.
HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

If Your Customers Find the Cut of Our "QUAKER"



on their packages of Coffee and Spices they will be certain they bought the RIGHT KINDS.

Worden Grocer Company

Grand Rapids

The "Right Kind" Wholesalers

jobs. I stayed there sixteen months and came back to Chicago as editor of another farm paper. From that day to this I have never missed a day, although I have edited five different journals in that time.

Among these have been a dairy and a golf journal. I always have "had a job in my pocket," and never have been at a loss for a place. I have worked without regard to hours and have made a reputation that brings me a great deal of work on the side. I answer questions for agricultural colleges and periodicals, and for more than two years have been one of four owners of a publication that is making money rapidly and growing apace.

If I had concluded that the dead line lay at 35 years I now would be down East, raising truck on a little farm and considering myself one of the "has beens."

As it is I am perfectly alive and if anything should happen to throw me on my own resources again I should not worry a minute. I confidently would expect to find a position at good pay within two days. In fact, I have had the refusal of two such positions for months, and could take either of them any minute I would say I was ready.

In my opinion the famous "dead line" lies at the place where a man begins to think he is failing and is not able to keep up with the procession and keep the pace set by modern business. I expect to retire after three years more and I expect then to have enough to keep me comfortably the remainder of my life—all of it earned since I was 41 years old.

Frank Stowell.

Advantage of Getting On With the Boss.

Ask the man who has rounded out several years in a mediocre position why he never has advanced to a more lucrative place, and he in all probability will tell you it is due to unjust discrimination by the boss. He will point to some one who has succeeded, and say that in all fairness the place this man is occupying should be his, but that this man had a pull, and that he has found that when an opportunity for promotion was open the boss always had some favorite on hand to fill the place. Perhaps this is true; but why was he not the favorite of the boss on some occasion if he has the requisite ability to fill a better place? This question usually brings him to the point and he will state to you that he never has nor never shall "toady" to any man to gain his good will, and that if the boss can not promote him on his ability alone he never shall go after him with blandishments. The trouble with him is one that affects a great many employees; he has mistaken good breeding for sycophancy; he thinks that the worker who shows a respectful attitude toward the boss is bidding for his favor, when he is but simply exercising the rules of good manners.

The habit of getting on one's dignity with the boss, just because he is the boss, is one that is commonly met with among working people, and certainly does them more harm than

good. We have seen capable men occupying lowly positions because they made no attempt to treat the boss as a gentleman. They seemed to think that it showed bravery on their part to manifest a little hostility toward him on every possible occasion. In fact, we have often heard the remark: "I am not afraid of him, if he is the boss," as if it was a case of fight with the employer instead of keeping on good terms with him, and treating him as one gentleman should treat another. It hardly is necessary to add that such a manner does not raise the possessor in the estimation of the boss.

But this attitude of hostility is no worse in its effect than is that of a stubborn disposition. Some employees can not take orders from the boss without feeling that he is questioning their ability, and they straightway proceed to show by their action that they regard his instructions as an affront. They will go so far as to compel him to go over in detail what he has told them to do, pretending that they do not understand how his ideas can be applied to the job in question. A worker of this class never will add a single stroke to a job of his own accord while the stubborn spell is upon him, although he may see where the boss has overlooked some essential point.

We have met with many persons of this class in our association with working people, and have seen them sulk like spoiled children for days simply because the boss did not take time to ask their opinion before giving instructions as to how the work should be done. If, when a thing of this kind occurs, the employee would go to the boss and ask that he listen to his plan for doing this particular piece of work, there is not one boss in a dozen who would not listen and who would not adopt all of his ideas that were practical. This certainly would be more creditable to the employee than to show his ill breeding by pouting.

There is yet another class of workers who are in the habit of doing themselves considerable injury by not controlling their tempers. They are agreeable so long as things go smoothly, but the moment something happens to make them mad they do and say things that are harmful to their welfare. They may repent as soon as the spell leaves them, but that will not remove the effect that has been produced. It is no unusual sight to see a man who is the victim of an uncontrolled temper get mad over some trivial affair and quit his position. His family may be depending on his wages for their daily bread, but he does not think of that. He likely does not know where he can secure another place, but that is not considered, either. He is mad, and, being at the mercy of a habit he does not attempt to control, he can do nothing for the time being but obey its dictates, deferring thinking until reason again can ascend her throne. A worker of this class soon gets a reputation as being one hard to get on with, and employers are slow to place him in a position where his leaving would be of any consequence. It hardly can be expected of a boss

that he will feel as kindly disposed toward an employee who manifests any of the above mentioned traits of character as he will toward one who always keeps his best qualities in front. We can not justly condemn him if when he has a good position open he gives preference to that employee who always has put forth his best efforts in the interest of his employer and done willingly whatever he was asked to do.

A cheerful, kindly disposition is an asset which is sure to be of great value at all times. Joseph Cox.

The South Finding New Riches.

Will cotton paper make the South rich? The manufacture of paper from the fiber of the cotton stalk has passed the experimental stage. It is asserted that all grades of paper, from the best forms of linen to the lowest grade, can be manufactured from cotton stalks. In addition to this, a variety of by-products, such as alcohol, nitrogen, material for gun cotton and smokeless powder, also can be secured in paying quantities. It is estimated that in an area of land producing a bale of cotton at least one ton of stalks can be gathered. Upon this basis from 10,000,000 to 12,000,000 tons of raw material could be secured for the production of paper which would increase the value of the Southern cotton crop nearly \$10,000,000. A company has been organized under the laws of Maine with a capital of \$3,000,000 for the purpose of manufacturing pulp and paper from cotton stalks.



FOOTE & JENKS'

Pure Extract Vanilla and Genuine, Original Terpeneless Extract of Lemon

State and National Pure Food Standards

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

FOOTE & JENKS, Jackson, Mich.



Write us for prices on Feed, Flour and Grain

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

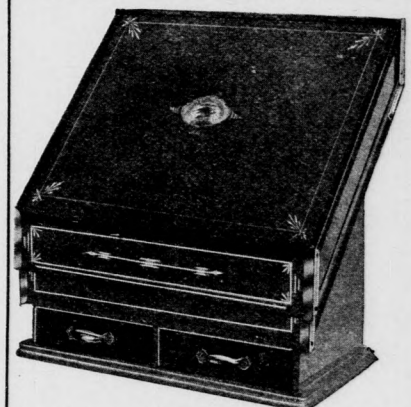
We sell old fashioned stone ground Buckwheat Flour. Now is the time to buy.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

Why Do You Insure Your Goods?



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

You insure your goods because you want protection from loss in case they are destroyed by fire.

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Have you the same protection for your accounts in case of fire? They are a part of your assets just as much as your merchandise protected by fire insurance.

Our Keith Credit System will give your accounts PROTECTION IN CASE OF FIRE, PROTECTION AGAINST THE CARELESSNESS OR DISHONESTY OF CLERKS as well as the best of PROTECTION AGAINST THE ACTIONS OF UNSCRUPULOUS CUSTOMERS. IT WILL PROTECT YOU AGAINST BAD BILLS as IT DISCOURAGES OVER-TRADING and INSURES PROMPT REMITTANCES.

Our catalog will give you complete information and will be mailed to you free upon request.

THE SIMPLE ACCOUNT SALESBOOK CO.

1062-1088 Court St.

Fremont, Ohio



Problems the Fathers of Marriage-able Daughters Face.

Probably one of the most uncomfortable quarters of an hour that the average young man ever puts in is that in which he goes through the ordeal popularly known as "speaking to the old man." Some time previously Henry Adolphus and Maud have made the momentous and interesting discovery that life without each other is as cinders, ashes and dust and that they are the only two people in the entire history of the world who have ever adored each other with a true and deathless devotion. They have settled all the old, sweet questions in the old, sweet way, but when it becomes necessary to confide love's young dream to Maud's critical and unsentimental papa, Henry Adolphus is apt to feel that he has suddenly come in contact with a large, frosty wet blanket that sends the cold shivers chasing up and down his spine.

Of course, there may be extenuating circumstances that rob the situation of its terrors and make the parental "Bless you, my children," a foregone conclusion. If Henry Adolphus can offer Maud a carriage and a pair and other appurtenances of wealth, he is sure of getting the glad hand and a rapturous welcome into the bosom of her family. If even he belongs to the same financial stratum, no one is liable to put in any obstructions to prevent the course of true love running smoothly on to the altar. It is only Henry Adolphus who has nothing to offer Maud but the work of his strong young hands and the love of his true young heart who finds out when he goes to interview old Moneybags about his daughter's hand that life may still offer—upon occasion—a very good imitation of the inquisition and the rack. There is no blessing waiting on tap for him. No genial, smiling welcome. Instead Maud's revered and prosperous parent glares at him over the tops of his gold pince-nez, and sternly demands, "Are you prepared, sir, to support my daughter in the style in which she has been accustomed to live?"

Now this question has always been regarded as a poser and a knock-out blow for the impecunious youth. Unless Henry Adolphus is prepared to answer it in the affirmative, the majority of fathers have always held that they were perfectly justified in saying "no" to the suitor and in keeping the girl from marrying him if they could. The hard-headed old business man is not going to take any young man to support, not if he knows it. Moreover, he considers that Maud is simply throwing herself away to marry a fellow whose entire salary wouldn't much more than pay for her silk petticoats, and that he is just as much bound to keep her from doing it as

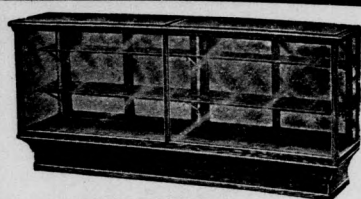
he would be to prevent her from committing suicide in any other way. So he pooh-poohs the very suggestion so scornfully that the young man, hurt and insulted at the intimation that he is a fortune hunter, and that he is asking too much of a sacrifice of the woman he wants to marry, has to be either exceptionally tenacious of purpose or excessively in love if he does not abandon his suit right then and there. Many a rich old maid owes her lonely life and her loss of a good husband to her father's determination that she should not marry any man who was not standing ready to offer her just as many frills as she was used to.

Of course, a father is doing no more than his duty and is strictly within his rights when he tries to protect his daughter from grinding poverty, but when he goes further than that and objects to a worthy man simply because he can not offer a girl all the luxuries that she has been accustomed to—the trips abroad, the summers at the sea, the opera box and the house on a fashionable street—he is going too far. He is demanding that the young man start where he is leaving off. It has taken him many years of hard work to be able to afford his family the luxury in which they live now, and it is absurd to expect any young man to have achieved that much success. If Henry Adolphus has a bank account to match Maud's father's he is bound to have inherited it. He has not had time to make it for himself. Simply looking at the matter from a business point of view and with reference to Maud's bread and butter, it is a strange thing that it does not oftener strike fathers that the young man who has successfully held the same place in office or store for four or five years and saved up a thousand or two dollars while "clerking it" is a thousand times better match for any girl than the youth who never earned a dollar in his life, who neither knows how to make money nor save it and whose one star performance and claim to recognition consists in having been born the son of a rich man.

It is one of the queerest things on earth why so many American parents seem to have such a horror of their children ever being brought into actual contact with the practical side of life. Ninety-nine times out of a hundred Maud's wealthy father began life as a poor boy. He clerked for somebody, he saved up a little money and got an interest in a business for himself; he married the girl he loved and they went to house-keeping in a humble cottage on a back street, where his wife helped him economize and work and they were happy as happy could be. It was an experience out of which they brought nothing but good, but the very idea that Maud should go through it is appalling to Maud's father, who sets up a kind of diamond sunburst and opera-box standard for her suitors and expects them to either put up or shut up.

So he turns a cold and unfriendly eye on Henry Adolphus, who modestly tells him that he has a good

situation, with a chance of being taken into the firm in a year or two, and sternly remarks that when he married he was able to support his wife in the style in which she had been accustomed to live. He forgets that he took his bride to a cottage, while he expects Henry Adolphus to install Maud in a fine mansion. He forgets that his wife, in their early days, did her own cooking and made her own frocks, while he demands that Maud's husband shall provide her with a retinue of servants and millinery from Paris. Henry Adolphus might well pluck up heart of grace, and say that while he can not support Maud yet awhile in the style in which she is now accustomed to live, he can support her just as well



A CASE WITH A CONSCIENCE

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

The same can be said of our DEPENDABLE FIXTURES.

They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.

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

Satisfaction and Profit

That's What You Want, Mr. Grocer

Mother's

Oats Twos
Oats, Family Size
Cornmeal

Combine MOTHER'S quality
for the satisfaction of your trade and

Mother's Profit Sharing Plan

for yourself

The Great Western Cereal Co.
Chicago

The Sun Never Sets

Where the

Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

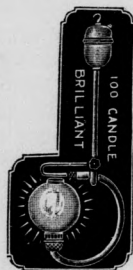
Over Any Other Artificial Light, which is Demonstrated by the Many Thousands in Use for the Last Nine Years All Over the World.

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

BRILLIANT GAS LAMP CO.

42 STATE ST.

CHICAGO, ILL.



as the father did her mother in their young days.

It is not to be denied that the parental attitude towards poor Henry Adolphus is pretty hard on Maud and enormously increases her chances of being an old maid. If she is not to marry, except in defiance of her family, any man who can not provide her with all the luxuries to which she has been accustomed, it narrows down her chances to a few gilded youths who have been fortunate enough to inherit money and, alas, there are never enough of these in any community to go around. Moreover, such is the inconsistency of fortune, it frequently happens that Maud, who bestowed her hand upon young Dives in her youth, because he could give her the truffles and champagne to which she was accustomed, finds by middle life that he is quite unable to give her plain bread and butter, while Henry Adolphus has reached that pitch of success in business that he could feed his family on humming birds' tongues and peacock brains, if they happened to relish those dainties. This is not a phase of the subject that Maud's father considers very often, but it happens so frequently that the choice in marrying a rich young man or a poor, hard-working young man almost reduces itself to the question of whether you would rather be well off while you were young or have plenty and comfort for middle life and old age, and before Henry Adolphus is sent about his business it is just as well to try to solve this conundrum.

Maud's father says, and truly, that he has nothing but her happiness at heart. He believes that she will be perfectly miserable living in less style, with fewer clothes and plainer surroundings than she is accustomed to. That depends on Maud. If she is the kind of girl whose heart is cut on the bias and frilled in the middle and whose soul will go to Paris when she dies she will never be indiscreet enough to fall in love with a man who is not strictly eligible from a worldly point of view. She is just as incapable of adoring a man without a big bank account as she would be of falling in love with a man without a nose. But the girl whose true heart beats just as faithfully and warmly under velvet as it would under linsey-woolsey; whose eyes, unblinded by wealth and fashion, are keen to see the man and not the position, and who is willing to exchange a few of the trappings that money can buy for good, honest love and respect, knows what she is about when she picks out her own particular Henry Adolphus and refers him to papa. And papa makes the mistake of his life if he refuses his blessing for no other reason than because the suitor can not support Maud in the style in which she is accustomed to live.

There is, also, this other point of view, that if Maud's father has raised her with such luxurious tastes that she can not be happy on the income that an ordinarily successful man can offer her, it is nothing but common fairness for her fond and foolish

parent to provide her with a dowry that will offset her demand for frills. That is one way around the question and certainly quite as just as to expect the young man to be able to humor the unreasonable extravagance and wastefulness in which the daughters of so many rich parents are reared. As it is, the average worthy young man is apt to fight shy of the rich girl. The idea of breaking into a family where you are not desired because you are poor is not alluring, neither is it consoling to feel that your wife will be considered a martyr for marrying you. The modern father must adopt a kinder attitude if he does not want to be left with a lot of old maid daughters on his hands.

Dorothy Dix.

Alcohol Against Gasoline.

The alcohol engine is an engine of the future. Prof. Elihu Thompson thinks it ideal for farm machinery. As a fuel for the operation of small or moderate capacity installed plants alcohol undoubtedly will find extended application. As such plants will run for a number of hours at least after starting, the question of preliminary heating of the vaporizer will not constitute a disadvantage of any moment. The preheating can be accomplished in a minute or two without any risk by separately heating a mass of metal, as by an alcohol torch, and placing it in contact with the metal of the vaporizer itself. There is at present a field for the application of alcohol engines in such places as Cuba, which already possesses cheap alcohol fuel, these engines often being employed for driving dynamos for lighting or power transmission upon plantations, or upon country estates. And it can be expected that as soon as the conditions are such that the price of alcohol in the United States is brought down to a figure as low as that of gasoline in any section a great opening for the use of alcohol engines will be made. It doubtless will take two, three, or more years before the organization or arrangement for the production and distribution of the denatured alcohol is sufficiently perfected to give us the product at a price which will compete with that of gasoline in the denser populous districts, where the methods of distribution of the oil products already are in a high state of development. But in the sparsely settled regions, where gasoline is high priced, it should not be long before denatured alcohol can compete.

How To Acquire a Vocabulary.

A man is judged as much by how he says a thing as by what he says. The proper use of the language will give you a certain distinction as well as a certain self-satisfaction. A man, to be fully equipped, must be able to express himself easily and accurately in both speaking and writing.

The habit of swearing has had something to do with lessening the majority of men's vocabularies. Did you ever notice that a great many men can not tell a funny story without repeating certain oaths continually? These men use these oaths from

habit formed by a lack of vocabulary, a lack of descriptive adjectives.

A vocabulary is a necessity and it is acquired easily. The first requisite step is to carry a vest pocket dictionary.

When you read a news item on the train and come upon an unfamiliar word take out your dictionary and look it up. It will surprise you how easily you will gather in expressive words in this manner.

When you look up the word check it off with your pencil, think of it a moment, fix it in your mind. The check mark is to show you that the word has been looked up once; if you look it up again the check will stand there accusingly and will prove a stimulus to the memory. You will be surprised at the number of check-marks your little book will contain at the end of the month if you systematically look up each word that you do not know.

When you are at home, reading, do the same. When you hear a man use a new word, look it up, and in a short time you seldom will have occasion to use your dictionary.

Whenever you write a letter practice on your new words. The only way to get a command of language is to practice, to use it, to make a sort of side line of it.

Robert Carlton Brown.

The hope of the race depends on our hopes for the race.

The saddest thing in this world is a self-satisfied soul.

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

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

ORDERS EXECUTED FOR LISTED
SECURITIES.

CITIZENS 1999

BELL 424

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

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



The Sign of Quality

A Call in the Night

FIRE! POLICE!

Lift the receiver from the hook and tell
the operator.

Exclusive Feature—We Have Others

Let us call and explain. Main 330 or a postal card. We will
do the rest.

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids, Mich.

SIGNING CONTRACTS.

How a Little Trick May Ruin a Merchant.

An advance thought or two along preventive lines is invariably worth much more than a volume of wise after digestion of a subject.

The cold, hard religion of business contemplates the man as so much dough to be kneaded, gently or roughly, this way or that, by one process or another, until dry and scadless.

The bunko artist is the fanatic of this religion.

The bunko artist's greenest pastures are among the ranks of the inexperienced. Any at all likely to "tumble to the racket" are given a wide berth. They pick their geese by a special wisdom, and when the game has come off the mold of the whole transaction has such a polished surface as to easily shed the best of arguments. Often the victim does not know he has been bunkoed until apprised of the fact by others, and, as likely as not, even then he does not believe it.

A big per cent. of all schemes nowadays is done per means of business papers such as contracts, agreements, cases, notes, etc., and the working and middle classes are the greatest sufferers. The business papers or documents do not fall in their lines often, and the bunko artist takes advantage of the fact. Your bunko artist no longer need come along as a criminal and a stranger. He now serenely can trot along in friendly guise. He finds the cloak of legitimate endeavor a handy one.

The greatest care should be exercised in the signing of business papers. Nothing should be taken for granted, except the one fact that a heap of trouble may be tied up in the most innocent looking paper, and that your signature appended will set it brewing. Remember that "haste makes waste" maxim. Take the paper over to the radiator and digest its contents carefully. If there is anything in the language that you do not understand, and you are not a resident of the city, take it to the next best lawyer you can find and have him help you with it. The English language is not perfect, and often lends itself to misconstruction. Do not be influenced to a sense of security by an insinuating or soft spoken voice. Remember that the cat before it makes its spring will tread softly. Nor let the grandeur of the place awe you. Craft would be more apt to lurk in marble halls than in the more simple abodes.

There are many lines of business, indeed, that carry features which with the loose moral manager readily are adapted to the bunko tactics—chief among them, all ventures where the customer's signature is required as a part of the plan, such as installment and subscription lines, real estate, etc.

One piano concern is getting rich quick by the aid of one of these bunko schemes.

Their plan is simplicity itself. They merely leave their piano with the prospective victim "absolutely free for six months for advertising purposes,

in order to get the name of our piano very thoroughly before your friends." Nothing is said of any sale except in a little fine print note at the bottom of the blank, which, of course, is immaterial, because it is bracketed. Anyway, nine out of ten of the victims pass it without notice. It reads: "In the event of a change of management of this company before the lapse of the six months the transaction shall be regarded in the light of a sale at the list price of \$—, in monthly payments of \$10 each until paid." Whether or not any changes of management actually take place is doubtful. At any rate when the next agent subsequently calls the lady of the house is politely informed that there has been such a change, and the clause is enforced, and then a really binding paper is given her to sign.

A small merchant of my acquaintance was swindled by a piano concern, too, only in a little different manner. He actually wanted a piano, but, being of an economical turn of mind and having in his little shop many nice goods which even piano people stand in daily need of, he thought to consummate the deal on a trade basis. So as not to get tangled up with irresponsible agents he went direct to headquarters. While not customary, exceptions were sometimes made and the trade proposition was agreed to. Then the paper was written out. It read, the vital part of it: "Twenty-five dollars to be paid down, \$10 each month thereafter until paid."

"But you fail to make any mention of the trade agreement," spoke up my acquaintance as he glanced at the paper.

"Oh, that isn't necessary. Our word is good."

"But I'd rather have it on. I think it's business."

"All right." And with that the manager again took the paper and interlined the following: "To be paid in trade if desired."

Everything now seemed all straight to the buyer and he signed the paper, and a few days later delivered goods from his little store to the amount of \$25 in liquidation of the first payment, which were accepted. But that was his first and last trade payment.

He was informed that he had grasped the wrong idea of the matter entirely. That only the first payment was to be accepted in trade. However, the contract would speak for itself—and so it did. The little reference mark to the interlined matter had been so placed as to make the paper read: "Twenty-five dollars to be paid down—to be paid in trade if desired. Ten dollars each month thereafter until paid." Of course the man had to pony up after that regularly every month. If the little reference mark had been on the other side of the period he would have been safe. Some people may call this selling goods, but I call it swindle.

Many are bunkoed daily by real estate agents per means of preliminary papers (called memoranda by some) and other tricks. Sign no preliminary papers. In many cases it is like signing a lease in blank. Wait for

the lease, and read it carefully before signing. Have everything stipulated for and agreed to by the agent put down in it in plain intelligent writing. Accept no verbal assurances. Then have the agent make you an exact copy and let him sign it. There are cases on record in many courts where altered leases were the principal bone of contention.

Sometimes there is a comical turn to these bunko tricks.

The place was in one of the Eastern States and was called Coal Chutes. The man who owned the chutes also owned the store and the town, which was small. Along comes a dapper coal chutes salesman with a desire to sell some coal chutes. No go. The chute man couldn't see it that way—wasn't in the market. Thought the old chutes were good enough.

Then the drummer became angry and decide to play even. He offered to buy the whole town.

"What'll you take for the whole shootin' match—that is, all exceptin' the chutes?"

"Twenty-five thousand dollars."

"Good."

The deed was made out and a note drawn up, and both signed and put away, the one in the chute man's safe, the other in the drummer's pocket. A few weeks later the chute man was surprised to see a lot of brand new chutes unloaded at the depot. They were consigned to his name—C. Jones.

"Confound them—trying to work me, are they!"

Correspondence followed.


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

Alabastine

The Sanitary Wall Coating

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

Alabastine Co.
Grand Rapids, Mich.
New York City

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

Why Do You Hold Special Sales?

Almost every progressive grocer finds it necessary to advertise special prices on a line of leaders now and then, or to hold a "rummage sale," or something of the sort.

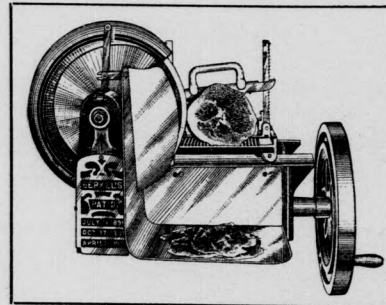
They are good things in their way, but **why** do you use them?

It isn't to hold the trade you already have. No need to advertise a special sale to keep them coming.

Why, then?

Because you hope to attract people to the store who are not customers of yours and make customers out of them. To do this you are willing to sell them a few things at cost or little more.

And you're right. Every new customer means a valuable asset added to the business.



Suppose there was a way by which you could gain additional customers not only without cost to yourself but with a better profit on each sale.

You'd be interested, wouldn't you?

There is such a way, and it is called

American Slicing Machine

It will give you control of all the sliced meat trade of your locality. You can give your customers absolutely even slices and more of them. It will stamp your store as progressive and up-to-date. Proof is yours for the asking.

American Slicing Machine Co.

725 Cambridge Block, Chicago

A few days later the note was taken from the safe and carefully scrutinized.

Here is how the note read:

"Coal Chutes, Oct. 14, 190—For value received I promise to pay to C. Jones or order in Coal Chutes, thirty days from date, the sum of \$25,000. Jones pays the freight," etc. This latter, at the time of making the note, was added only in the nature of a joke, but it didn't look much like a joke in the light of subsequent interpretation of the note.

Jones saw that he was in for it, and rather than see his nice little property go for a lot of coal chutes he decided to arbitrate the matter. A compromise was effected. He recovered his deed and accepted the shipment of coal chutes at the regular rate and paid the freight, and the drummer regained his note.

The above isn't quite as rich as the case of the farmer's note to the rain-maker down in Kansas during the rainmaking craze, which prudentially was written "to be paid, rain or shine" and on a slight amendment by the latter made "in rain or shine," and so subsequently paid, it is claimed, but it will do.

One can not exercise too great a care where important papers are concerned.

C. D. Romero.

Church Built from One Tree.

A large Baptist church that stands in the city of Santa Rosa, Cal., enjoys the distinction of having been constructed entirely from a single tree. Of course, that includes the woodwork of the structure. The tree from which the timbers, lumber and shingles were cut was a giant California redwood. A considerable quantity of the lumber was left over after the church building was completed. This building has a spire seventy feet high; an audience room capable of seating 300; a parlor capable of seating eighty; a pastor's study 14x20 feet, a vestibule and toilet room. The building is 35x80 feet. There are not many buildings in the country all the timber of which came from a single tree.

The man who says he will be guided by the voice of conscience often means that he is listening to a phonograph record of his desires.

He who can not learn has ceased to live.

Printing Establishment Undermined by Graft.

Too often the house is bled by those within its trust. Too often the man for whose services adequate payment is made, and who is supposed at every turn to be watchful of his employer's good, is reaping ill gotten gains by receiving what he terms his legitimate "commission" on the side.

A man versed in all the arts and requirements of printing bought out a house which had enjoyed a large business for years, but which had netted small profits, indeed.

From all outward appearances the business was a paying one. Auditors who examined the books spoke highly of its promising future. Yet there seemed to be a leak somewhere. The new proprietor, by close comparison, found that supplies in certain departments were costing far too much. He went to the seat of the matter, and to his own satisfaction determined that the trusted buyer was receiving rebates from a firm selling thousands of dollars' worth of supplies to the concern annually.

He immediately relieved the buyer of his job and put a man in his place in whom he had implicit confidence. The new man was instructed to ascertain the truth of the head's suspicions if possible.

An agent of the manufacturing firm shortly came around and the new buyer was given a proposition similar to the one the former man had been working under. He turned the offer down and acquainted his employer with the entire facts.

The employer then communicated with the house to the effect that he refused to deal with a firm exercising such methods. He told them tersely that he was paying the men who worked under him what was agreed between them as man and man as sufficient salaries for their services, and as they could rebate the buyer, he was plainly paying too much for what he was getting from them.

He closed with the statement that if there were any rebate it should go to the house and not personally to an employe of the house. But as he could not trust them to treat him with honesty after his experience he canceled all orders and absolutely would refrain from ever giving them another.

His word has conscientiously been

kept. The wholesalers have lost thousands of dollars in trade and he has set a precedent which, if followed by other firms throughout the country, will go far toward the stamping out of commercial graft so prevalent in all lines of trade at the present time.

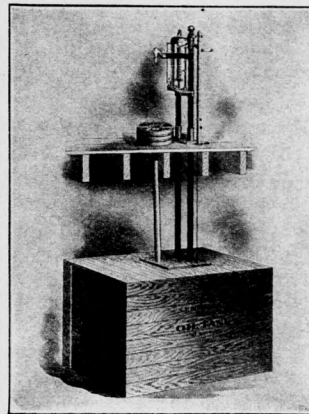
Lester B. Colby.

Man's Life Is Cut Too Short.

What is the matter with man? March Phillips points out that there is this peculiarity in the condition of man, as compared with the other mammalia, that his life is shorter now than by analogy it ought to be. In other animals the period of growth is about one-tenth to one-fifteenth of the whole life. The lion, which is full grown at 5, lives for seventy or eighty years. The dog, full grown

at 18 months, is as old at 15 as a man at 80. Man, living as long as the lion, is not full grown until 20. The same proportion would give man from 320 to 400 years. Thus his physical life is not in this respect the normal life. It is cut exceedingly short, and its brevity points to some primal failure of vigor—to the presence of some non-natural—that is, some diseased—condition sapping his vitality. Prof. Virchow notes that if we gather together the whole sum of the fossil men hitherto known and put them parallel with those of the present time we decidedly can pronounce there are among living men a much greater number of individuals who show a relatively inferior type, than among the fossils known of to this time.

It's a Pleasure to Sell Oil



Cut No. 1—Cellar Outfit
One of Fifty Styles

The Bowser Self-Measuring, Self-Computing Oil tank makes it a positive pleasure to sell oil. Why? Because it is convenient. Just a few steps to the pump, one simple stroke and the can is filled. It's just as easy as selling a package of breakfast food. Because it is clean. All the oil is kept where it belongs, in the tank or in the customer's can. Because it is safe. No danger of fire or explosion. Because it is economical. It pays for itself in one year by its own saving of time, labor and oil.

If you handle oil with the old style tank, you can realize what the Bowser gives you. Catalog M tells more about the Bowser. Send for it today.

S. F. Bowser & Co., Inc.
Fort Wayne, Indiana

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

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.

CAUSES OF FAILURE.

Reasons Why Some Retailers Fail To Succeed.

Criticism is valuable from the outsider because it is well known that the outsider sees most of the game. Much criticism is captious, trivial and worthless; but such can not be said of the utterances of the large wholesalers. These firms are interested in the welfare of the small retailer; they want to help him. If he be honest they do help him. Again and again when a worthy storekeeper in a small town is straining his credit, more often than not he gets the benefit of the doubt as to whether it is advisable to give him more time, or let him have another bill of goods on thirty or sixty days when he hasn't paid for his last one.

But none the less his faults are studied by the wholesalers, who often drop many thousands of dollars in a few months because of them. One of the largest wholesalers in Chicago tabulated for the writer the reasons why retailers fail. They are given as follows:

Insufficient knowledge of the real value of merchandise.

No inborn trading instinct.

Extravagance, i. e., no natural gift of economy.

Reckless price cutting.

Poor advertising.

Lack of neatness, order and attractive display.

Inattentive, incompetent help.

Failure to include all fixed charges in figuring the costs, such as freight, drayage, rent, insurance, salaries, operating expenses, etc.

To the reasons mentioned above must be added the failure of many retailers to turn over their stock quickly.

Nearly all the big wholesalers in Chicago admitted that modern conditions demand a quick turnover of stock. One sales manager stated his views as follows:

"It stands to common sense that if a woman goes into a country store and sees some goods which have just arrived, neat, fresh, fashionable and tempting, she will be unable to resist buying them if she has the necessary money to make a purchase. It pays a storekeeper to buy frequently new goods in small quantities—the oftener the better.

"The clerks get tired of looking at shopworn goods, which have been in the establishment many months, not to mention the feelings of the customers. It does not pay to buy stocks of goods which can not be sold readily. It is far better to make a small profit three times in six months than one large profit in that time. But, of course, if a man ties up all his money in a big purchase of goods which go slowly at a large profit he is not in a position to do this."

The small retailer can take a leaf out of the big Chicago stores to advantage. Everlastingly the big stores tempt the appetite of the people with goods of the latest styles. When goods get a little shopworn or a trifle out of date there is nothing surer than that the knife is unsparingly used to cut prices to a point

which will force the undesirable stock out of the store. People who doubt the genuineness of the big sales do not realize the fact that there are reasons for making bargain prices—not fictitious trumpery reasons, but honest, logical reasons.

Wholesalers are of opinion that the majority of small storekeepers do not know how to "merchandise." By "merchandising," of course, is meant the fixing of prices at a level which will cover all expenses and charges and leave a fair margin of profit for the merchant.

The sales manager for a big jobbing house stated that forty out of a hundred retailers forget to figure in the selling price of an article a percentage which will cover the loss they make when they sell the portion of the goods which becomes out of date or shopworn.

The advertising of most retailers, it is admitted, is at least 100 per cent. better than it was a few years ago. The main fault with the country advertiser is that his publicity is apt to be unsystematic.

One of the best known wholesale clothing firms in the country, who maintain a special advertising service for the retailer, expressed its views as follows:

"From the standpoint of publicity the reason why so many retail clothiers do not do more business is because they have no pre-arranged plan for putting out their advertising. It is too often a hand to mouth game.

"It stands to common sense that if a retailer outlines a campaign his efforts will be much more likely to bear fruit, because they have been matured by careful study and close thought as to the best course of action. It is foolish to rush into print on a decision based on the impulse of a moment.

"When business is good in season a great many retailers figure they do not need to advertise. When trade is dull they say, 'Nobody will buy, anyway, so what's the use of advertising?' A great many of them have one or two big, flaring announcements during the season and then forget all about publicity.

"Want of steady, judicious advertising often causes retailers to have a much larger stock of goods on hand than is necessary. Frequently they make a large loss through selling 'late season' stock at a forced sale."

From 1/2 to 5 per cent. is the usual percentage of money expended by county retail stores for publicity. Generally, however, it ranges from 2 to 3 per cent. with the majority.

The amount of science and system infused into the publicity of a large Chicago store may be gauged from the following statement made by the head of their advertising department:

"We aim to reduce advertising to an exact science. Every morning I have laid on my desk a report of the sales of each department for the preceding day. This indicates just what results have accrued from the advertising put out. The report in question also gives the sales for three years back of corresponding days for the same month.

"I know exactly what amount of

money it costs to sell certain lines. A man is employed to do nothing else but figure up the space it costs to advertise distinctive lines. And when goods are costing more than a certain percentage to sell there's a row about it. It's evident there's something wrong. We never reckon to spend more than 4 per cent. to sell any staple goods through publicity.

"I am advised when goods have been purchased, when they arrive and their cost. I get exact reports on the amount spent in salaries, in 'dead help,' rent, etc. I know the stocks of different goods on hand, whether or not they are getting out of date; also reports on what C. O. D.'s are returned are furnished me. All this is done so that I may work with the clearest light possible."

It will be seen from the foregoing that advertising is reckoned as a kind of motive power essential to drive the machine of business, but an unnecessary amount of steam is not turned on. No large up to date Chicago retailer dreams of doing without advertising, but he uses it in a systematic way. He harnesses it to practical problems. He does not expect it to do any "Aladdin like" feats, which is not true of many small retailers.

In the final analysis as to why most retailers fail, the universal opinion of the big wholesalers of Chicago is that the retailer does not know how to buy.

This opinion was confirmed by a man who has had twenty years of experience in studying the causes of failure among retailers. Request was made that the name of his firm be withheld. If it were given it would be recognized as a concern known in the uttermost parts of the earth as an authority on firms' ratings and causes of failures. The statement made was:

"In twenty years' experience with my firm I have had occasion to study the different routes to failure which the unfortunate retailer often travels. Frequently hard pressed by competition in his own district, his perplexities are not lessened by the seductive wiles practiced by the astute mail order merchant to get business.

"I know there are many books on selling. I have wondered why there are not more on buying. In my experience I have noticed that among retailers more failures have been caused through want of skill in buying than through any other reason.

"Generally the dealer overstocks himself. Again he frequently pays good prices for goods of inferior quality. This is due to the lack of moral courage on the part of the retailer to withstand the onslaught of the traveling man and be able to say 'No' more often.

"When the retailer engages in conversation with the salesman he wants to have all his wits about him. The retailer should remember that often his own interests do not correspond with those of the salesman, and he should be chary about being rushed into placing an order without due consideration as to how long it will take him to dispose of the goods,

whether they are well worth the money, and what profit he will get out of the transaction.

"In the grocery line especially I have known for a fact that many failures have been due to the retailer buying a lot of canned goods which were slow sellers—although bought at a low figure. At a forced sale these goods realized next to nothing.

"The retailer should fight the mail order man by stealing his thunder and also offer leaders. He should use clever advertising, even if it costs a little to buy the use of good advertising brains. There is one vital truth the storekeeper always should remember—a store is made attractive to the general public by the number of bargains to be found in it. Especially is this true of the feminine element. No up to date merchant expects to make a good profit on everything he sells. Occasional selling below cost is the price he pays for getting new trade and making firm friends."

The following point will bear emphasis: "You can't sell goods unless you get people into your store. How is the retailer going to get a crowd into his store unless he makes offers which will be interesting?"

George Brett.

How Fins Became Fingers.

"A fish out of water" sometimes is in his element. The hopping gobles can leave the sea and habitually skip along the shore in pursuit of insects and mollusks; the climbing perch can exist for days out of water, and even is said to climb palm trees, while the aerial flights of the flying fish are known to all. These exceptions to the ordinary habits of fishes are not merely of individual interest but help us materially to realize the analogous but more successful struggle to invade the land which occurred long ago in pre-carboniferous ages on the part of the cruder fishes of those distant times. The radical organic changes resulting from this invasion of terra firma and the atmosphere were twofold—first, in respiration; breathing by the gills was exchanged for breathing by lungs; and, second, in locomotion; fins were superseded by five fingered jointed limbs. The fore fin of the hopping gobles has developed a distinct elbow joint.

Farmers Are Moving To Canada.

Is all the world going to Canada? In 1906 it is estimated that 35,000 settlers located in Canada, all from the three States of North and South Dakota and Minnesota. Twenty thousand more left Iowa for the same purpose. The indications point to an equally large immigration this year. Pioneer farmers of the two Dakotas and Minnesota, with a fair sprinkling from Iowa, Wisconsin and Illinois, either have sold their belongings or placed them on the market for the purpose of migrating to the Canadian Northwest. They relinquish land at \$30, \$40 and \$50 per acre in order to acquire a holding across the border. They are the sort of men that have made the Northwestern States prosper.

Lyon Brothers Set the Pace

for low price on reliable merchandise.

Practically every merchant in the United States knows it.

The fact is again convincingly demonstrated in our **large Spring Catalogue** which is now ready.

Notwithstanding the prevailing high market conditions we have hammered every price down to a point that will surprise you.

We are offering right in season lines at practically manufacturer's cost today.

You need the price protection this catalogue gives you.

Write for it today.

Sent free to merchants only on application.



LYON BROTHERS

Chicago, Ill.

Madison, Market and Monroe Streets

Wholesalers of General Merchandise

We Sell to Dealers Only



Disposing of Odd Lots in the Children's Department.

The accumulations of odds and ends in clothing departments, particularly in the boys' and children's department, where odd lots accumulate oftener, has kept my mind busy trying to devise a way by which there should be less or no accumulations. I found that the P. M. alone was not instrumental in disposing of all, for a salesman would naturally sell from a lot where he had more than one size to show. I studied this thoroughly and finally came to the conclusion to make it more interesting to the salesman, and I think I have solved the problem by which a clothing stock can be kept from accumulating odd garments.

The idea is simply giving a salesman credit when selling the last of a lot. Twice a year—at the end of each season—the salesman that closed out the most lots would receive a cash bonus, the second highest would receive a less amount, etc. All odd garments I marked O. D. This is a big help on a busy day, when the stock is upset. The salesmen were kept in ignorance of each other's standing, consequently none lost interest, all worked hard to be first at the end.

This may seem too much red tape to some of your readers, but I am working it very systematically with good results, and not nearly as much confusion as I at first anticipated.

The salesmen manifested more interest than I expected, not so much for the cash bonuses, but to be ahead of the other fellow.

Since adopting this system I have a cleaner stock than in the whole history of the department.

The above plan is a competitive test of good salesmanship. There is bound to be rivalry wherever men who are doing the same work are gathered together under one head and in the same organization. It may be a friendly or a bitter rivalry, but if the men are men of ambition, push, desire to forge ahead, rivalry of some kind there is bound to be. This is the true secret of the success of this arrangement. It puts every salesman, willy nilly, into a contest and thus appeals to his pride.

There is one great drawback, however, which almost any department head will at once place his finger on: It is the payment of the bonus at the end of the season. It may be maintained that such delay serves rather to sustain than to deaden interest and this is certainly a plausible view. The longer a contest is protracted the greater the honor that falls to the winner. Nevertheless to the clothing salesman a bird in the hand is worth twelve in the bush. The fat bonus at the end of a season may look very alluring but the two or three dollars, much needed, at the end of the week are, according to

some clothing men, a much surer incentive.

A frequent mode of operation in many big stores is to double P. M.'s on merchandise which it is desirable to close out quickly. Every Tuesday, for instance, the salesmen go through the stock and take therefrom odd lots or odd garments that have accumulated during the preceding week. On every coat and vest is marked the trousers size or sizes if there is more than one pair. The entire lot is then placed on a table known as the "odd table" and salesmen who dispose of such garments are given double premiums. This method is in vogue in at least two of the large Western department stores and has been found "to work like a charm," as one buyer phrases it.

If buying and selling were perfectly regulated odd lots of troublesome sizes ought not to be left on hand at the end of a season. That is, of course, an ideal condition and seldom happens, although it is surprising what judgment, combined with skillful salesmanship and a thorough study of one's trade, can accomplish in keeping stocks of clothing cleaned out. The buyer of one of the best known boys' departments in the country does not rely on premiums to keep his stock free from broken lots. His method is to cut prices and advertise the truth about his goods. He tells the reason why values are being given and when purchasers come they find more than they expected. "A small advertisement and the right prices never fail," is this buyer's maxim.

He does not use the P. M., because by that method he believes many customers get what they ought not to buy. For the sake of a fifty cent "spiff" the salesman urges goods upon a customer that the customer does not want and that the salesman knows the customer will never be satisfied with. In this way more harm than good is apt to be done by the premium system.

A slower method than the above, but equally efficacious, is that of lotting up the goods, marking an attractive price on them and displaying them in some conspicuous place. Where many persons pass through a store or department this little scheme never fails to dispose of many suits every day that would never be sold otherwise, simply because chance passers would not know that such exceptional values were being offered. Of course the whole efficacy of this method depends on the giving of real and remarkable values.

The average store, however, finds the premium brings results. Other individual ways there doubtless are for disposing of accumulated lots, but the payment of a quarter, a half or three-quarters of a dollar per suit or garment to salesmen who work down old stock is by far the commonest and by many considered the best way to do. In spite of the fact that a salesman may sell a suit that is going to bring dissatisfaction, in spite of the fact that the temptation is strengthened to "palm off" stuff

on the wrong people, the "good old premium" is very generally found satisfactory. Harry J. Bieberstein.

The subject of blindness has recently been so widely discussed, in this State that an article by Dr. Gullick, of New York, in the current number of the World's Work is peculiarly timely. His argument is that deformities of the eye increase from year to year, in other words, they are acquired, and the school is largely responsible. Probably one-fourth of all educated people have bad eyes and the Doctor further maintains that the eye strain is responsible for a great many of the ills that flesh is heir to. In case of headache, backache, interferences with digestion and nervous exhaustion not clearly traceable to other sources, the eye should be suspected and examined. Perhaps some day men and women will wake up to the fact that the human organs are just as worthy of watching and caring for as the machinery of industrial or pleasure craft.

In Toledo the other day, sauerkraut manufacturers from Illinois, New York, Michigan, Ohio, Wisconsin and Indiana met for the purpose of effecting a permanent organization. That looks very much like a trust, but, thank goodness, any man with a garden can raise enough cabbage to supply a whole village with that delicacy.

There is a good deal of apparent poverty that needs your time more than your dime.



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

San Francisco, California, Crowd.

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

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



Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis
Consolidated Salvage Company

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

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

TALKING BUSINESS.

Too Few Understand Its Real Meaning.

Everywhere in these material times we hear the young, the middle aged, the old, the lame, the halt and even the blind talking about that one standard topic:

"Business!"

How to start in business, how to conduct business, what business to enter into, how to make a success of business—all of it is an unfailing topic of interest. Why? I know of no other answer than that it is because so many people know so little about it. People like to hear about things of which they know nothing, almost as well as they love to talk about the things of which they know even less!

I am a junior partner in a rather odd line of business. There are only a few firms of the kind in the United States, and our branch house in Austria is almost the only representative of the business on the continent of Europe. While we are in construction work, we have no plant. Brain work to the maximum and operating forces and equipment at the minimum stands for us and for our competitors. A call for a contract is as likely to come 1,500 miles as it is to come from our home city. All geography looks alike to us. A \$15,000 contract is worth while; we sit up and take some notice if it be for \$100,000 or over. In our work time is a matter often of the greatest possible import to our patrons. To complete a job in one month may mean \$50,000. To complete it three or five days sooner may mean a bonus of \$1,000 a day. To fail of the thirty day finish may cost us \$1,500 a day.

This is business, is it not?

Granting that it is, our business is on a fixed firm basis. We have been turning away contracts—putting them off—staving away the time at which we can make the initial effort in completing a job that we can't see our way to tackling. Our bank account is worth something to one of the largest banks in the country. Our credit is unquestioned anywhere. Our working organization can't be beaten. We are making money, and as time goes on we are going to make more and more money, for the field in which we operate has not been open at all longer than ten years, while it promises to remain open for 10,000 years.

Making these statements broadly accurate and expecting them to be accepted as such, I have come to a challenging statement which has tremendous bearing upon the universal topic of business:

Not one schooled man of business in every ten would take over the business of this concern as a free gift and continue the business for sixty days!

This point which I wish to emphasize is that any successful business of any magnitude is a thing of growth. It may be a business that is fifty years old or it may be a business of thirty days' growth. But in whatever ripening period necessary to its fruition as a business, it must have

had at least one man's faith, initial effort, individual common sense and judgment and the further reassurance that comes with experience that is proving itself from day to day.

Ten years ago not a man in America would have accepted the contracts which long ago became to us the routine of business. Any month in the year when we have not from \$500,000 to \$2,000,000 bonded surety for the carrying out of our contracts is an exception. Men carrying out the detail work of our firm never sleep. Twenty-four hours a day for seven days in the week are covered in our pay rolls, year after year. A careless gang of workmen might cost us \$1,000,000 in a night. But on the other hand well organized gangs working for the best interests of the firm are making us \$1,000 to \$1,500 a day in bonuses. We have risks and we take them; but we have opportunity for money making.

Considering my proposition of turning over the business as a gift to the ordinary man and finding him without the nerve to take it, I am considering human nature as I know it. The hardest proposition which one finds to-day is the search for the man who can be shown a safe business venture requiring money for its advancement when the first returns promised are longer away than a figurative to-morrow. Sending large sums of money out after more money is something which ordinarily does not enter into the various business deals. In the greater ventures where this is necessary a corporation floats the venture through the sale of stocks. Thus in a possible failure the losses are distributed.

To-day our concern is sending out small fortunes into the chance of business. Bonds in penalizing sums are required of us. More than this, in the nature of our work we may

execute a piece of work in such a manner as to leave us liable for damages to third parties. High salaries are the rule on our pay rolls. The closest study and the severest strain of concentration are expected of every man in official capacity. A superintendent never knows whether he may go to bed at night or whether getting to bed he may sleep until morning. As for heads of the house, telegrams at any hour of the night from any section of the country may start them for the next train in any direction pointed by the compass needle. One of the necessities of these heads of the concern is a packed valise, filled with the necessities of a journey, one at the home and the other at the office.

Thus far, too, I have dealt only with those contracts that already have been taken by the company. Not all these contracts have come knocking at the office door. Times have been when the man or men most concerned in the work which we would undertake for them to their best interests have balked at the proposition.

"It can't be done" frequently has been the answer to the agent seeking the opportunity.

When it is considered that men making these dogmatic assertions in the negative are men of large affairs, the negation becomes serious above the ordinary no. Campaigning sometimes is necessary and a campaign of the kind runs into money rapidly. To give an agent \$1,000 to \$5,000 and send him out in search of a patronage which exacts a million dollar bond for the execution of the work—if he can get the contract at all—suggests something of risk in itself. For sometimes he doesn't get it!

Thousands of wealthy men who have conducted loans and speculations for themselves half their lives

are lacking in nerve to plant half their wealth in a solid bank, and, with a place on the board of directors, take the risks of the banking business.

Can you find me a buyer for our business at 50 cents on the dollar?

His Patriotic Excuse.

As he appeared to be in a rather jovial mood she looked him over suspiciously.

"John," she said, sternly, "you have taken a drink. Now own up to it like a man."

"Well, Maria," he replied, sheepishly, "I did take a cocktail."

"You drank a cocktail! What ever tempted you to drink that abominable concoction?"

"Well, you see, it was this way, my dear. I remembered it was George Washington's birthday, and as I thought of the great man I wished I had something to recall him more vividly than the mere remembrance of his name. So I thought of the story about the cherry tree and then I went in and ordered a cocktail just to see the cherry. That is the honest truth, Maria."

After telling him it was a great pity he was not as truthful as George she excused him through patriotism.

Two Squabbles.

Senator Tillman was discussing a recent quarrel among financiers.

"Those men threw a good deal of mud at each other," he said, smiling, "and most of the mud stuck. It was an interesting squabble. It reminded me of an incident in a Southern jail."

"There were two prisoners in this jail. One was in for stealing a cow. The other was in for stealing a watch."

"Exercising in the courtyard one morning the first prisoner said tauntingly to the other:

"What time is it?"

"Milking time," was the retort."

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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.

SOUGHT SUCCESS.

Story of Nine Men in Seeking a Fortune.

There were just nine of them in the beginning, but Mr. Barney Scherburn whipped Mr. Elizar Hopkins, the clerk in the New York grocery, who taught the class, because he, Mr. Elizar Hopkins, said that Barney's sister was wicked because she went to the masquerade dances at the Woodmen's hall. Thus the class was reduced to eight, for Barney was expelled, and he put on a soft shirt and went up North to work in the woods. Later he became a superintendent for a big logging company. Also, a man. The rest of the class came regularly and sweetly to the first two benches in the right hand corner of the First Methodist Episcopal church of Gravesdale, and were horrified at Barney, and wore their white collars patiently, and eventually they solemnly shook hands with the superintendent of the Sunday school—he who afterwards was chased out of town by a maddened father—and went away together to the city to win fame and fortune.

They were all the kind of young men that are best described by the word "nice." Now "nice," when originally it was invented, never was intended for a moment to be used in reference to, or association with, "men." It was manufactured principally because there was need for a word to go well with "lingerie," "Marcel wave" and "girl." This was in the days when men would have clouted over the head anybody who dared to use the word in reference to them. Nowadays we call a young man "nice" and he beams all over and wags the tails of his form fitting coat, for all the world like a clipped poodle being cuddled by his mistress. That is all our proper young men do. Of course there are improper young men, even in this day, who will lose their tempers at the word; but we are now dealing with eight proper and ambitious young men, so the other class need not be considered in the least. Our young men were nice, emphatically nice.

They were what the country correspondent used to call "the pick and flower of the chivalry" of Gravesdale. There was Hugh Scanlon, son of the successful druggist of the town, and an example for all young men in a small town to pattern after. Then there was Clarence Mulford. Clarence's father had sold his farm and retired some years before, as had the fathers of Eddie Spencer, Dave Taylor and George Hammer. In addition there was Elmer Johnstone and Carl Anderson, and last, but not least, there was Parker K. Weaver. Parker, it is well to mention now and here, was the meanest young man, using the word in any way, who ever came out of Gravesdale.

If it hadn't been for Parker K. there would be no story. Parker K. was and is the Big Smoke of the Eight. Parker K. was the man—is the man—who kept the record of the

Eight. It is through him that the history of the young men who came out of Mr. Elizar Hopkins' Sunday school class in the First Methodist Episcopal church in Gravesdale to win fame, etc., in the city came to light.

So we leap at one bound from Mr. Hopkins' Sunday school class in Gravesdale to Mrs. Martin's fashionable boarding house in Chicago, where, ten years later, we take up once more the destinies of the eight nice young men.

It was to Mrs. Martin's fashionable boarding house (references required and furnished) that the young men went on their arrival in Chicago. Mrs. Martin's is located somewhere over in that part of the North Side where there are no homes, few children and lots of boarding and rooming houses. Mrs. Martin's was no common sort of boarding house, at least so Mrs. Martin said. It was conducted partly on philanthropic principles. That is, Mrs. Martin, knowing that each year scores of desirable young people came in from the country to try their luck in the great fortune chase in the city, had decided that it would be a kind and generous thing to do to establish a boarding house where only the best of patrons would be received, where everybody who sought board and room would have to be provided with at least one reference from one Sunday school superintendent, and where such things as late hours, highballs sent up to the room, and the sporting extras would be unknown. Such advantages she knew would be appreciated by the young people fresh from the country Sunday school. Furthermore she knew that these young people usually had the backing of fond and indulgent parents with an account at the town bank, and, therefore, said young people would be able to stand for a scale of prices such as the common boarders, the kind who didn't have the references and didn't know a highball from a pint of beer couldn't afford. So she made her boarding house sort of an annex to the church in the next block, and held her boarders up for \$8 for the same kind of alleged accommodations that cost \$6 next door, where the advantages of home, church, etc., were omitted by request. The young men fitted into this menage like a bad quarter in the contribution box, and there was nothing between them and fortune but the small matter of a few years, etc.

Now we are at the end of ten years. The eight originally established at Mrs. Martin's have been reduced to four. The other octet are not there. But they are not lost. No, far from it. Parker K. Weaver kept track of them all, partly through curiosity, partly through pride. Weaver was not one of the four who remained at Mrs. Martin's at the end of the ten years—but more of him anon. It is with the careers of the other seven that the tale now deals. Ten years was the limit of time which they had allotted to themselves as the period necessary for winning success. Most people win success within ten years. Those who do not do not win

it at all. On these lines did all the eight lay their plans.

Now it came about that not all of our nice young men won success. Sad to relate there were only two who actually won what they set out to win. One of these won it along strictly business lines. The other didn't. The remaining six in the eyes of these two and the world in general were failures.

First there was the trio composed of Scanlon, Mulford and Spencer. These three upon their arrival in the city accepted positions in the mammoth department stores, where they assisted in the dissemination of neckties, hose and gents' underwear respectively and respectfully. For consenting to do this they received each and every Tuesday an envelope containing \$8. Sometimes they came to work late, or laid off for half a day to go to the ball game, or otherwise indulged themselves, so sometimes there was less than \$8 in the envelope.

Now, it is to be remembered that \$8 was the exact sum required by Mrs. Martin every week for the privilege of staying under her fashionable and respectable roof. Knowing this, it requires no great genius for mathematics to understand that Scanlon and Mulford and Spencer had no chance of acquiring a savings account of what was left of their salaries when Mrs. Martin had received her weekly pittance. Then there was 80 cents for laundry every week and the barber, and car fare when they got up late in the morning; and all



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The
J. M. BOUR CO.
Toledo, O.

told it cost each of the three under consideration about \$3 a week to hold a position in the city.

This condition and success are not compatible. A man may never hope to win fortune unless he makes more than he spends. This is the positive truth. Anybody who doubts may try and see for himself.

So there was no chance for these three; for they tried and failed to secure positions which would be less expensive to hold and which held more promise than that of store salesman. The clerk work was their level, and they didn't have their system of living reduced to the clerk level, so they were doomed to failure.

They tried the city for eighteen months. Then they went back to Gravesdale, told everybody whom they met that this talk about the city being the place for a young man was all nonsense, that they wouldn't live in the city if they were presented with the biggest place in it; and settled down to comfortably spend the rest of their days telling all that they had seen and learned in their eighteen months of town life. In the ledger in which he kept track of the fortunes of his old time friends Weaver wrote opposite the names of these failures: "They were fitted for nothing but to be failures." And this tells their story quicker than anything else could.

Taylor and Hammer started in as book-keepers in a wholesale clothing house. A six months' correspondence course in book-keeping had made them confident they knew all that was to be known about this line of work, and as they carried this impression so deeply fixed they managed to impress their employer likewise. They drew \$14 a week from the start, which was a princely sum—in Gravesdale—and a year after they came to the city they were both married, having decided that they were well enough on the way to fortune to take a woman and family along with them. This is what Weaver wrote after them: "Got married too young." That again tells the story succinctly. While \$14 a week was a big sum while they were single, after they were married it looked smaller than they had ever imagined that money could look. The children began coming at the end of the first year of married life, and then there were sickness and some other hard luck; and at the end of ten years we have both Taylor and Hammer working at office work for \$15 a week and each week turning a certain amount of their salary over to the loan shark, into whose hands they fell in the days of hard luck when \$14 did not suffice for the family needs. "Got married too young." That's about all there was to it.

Then there was Elmer Johnstone. Elmer was the best ball player on the high school team. He was big and strong. He went to work in the shipping room of a wall paper house and became popular at once. He could do more work than any man in the place and do it much better, consequently, he soon began to draw \$18 a week, whereas the regular pay

of the shipping room was \$15. But Elmer's popularity prevented him from saving any of the \$18. Furthermore, it was responsible for his downfall, and Elmer fell far and hard. It began with the organization of the house baseball team. Elmer pitched. Consequently, the house team walked through the other prairie teams like a crowd of professionals out barnstorming in the rural districts. Never had there been such a pitcher on the prairies. This is what they told Elmer. Elmer took it to heart and bought cocktails for those who told him. They bought back. Elmer bought again. Back and forth—well, in a year Elmer was a confirmed rounder. At the end of three years he was indulging in sprees on an average of once a month. In five years he was what is technically known as a "soak."

"Became a drunkard," wrote Weaver after his name. Poor Elmer! If there only had been somebody to tell him how foolish it is to listen to barroom adulation, how foolish to care for the opinion of "good fellows," he might now be pitching ball in the National league and making the town of Gravesdale famous as the place that produced the season's "phenom." But there wasn't. And if there had been Elmer might not have listened to him at all.

Now we are getting down to the successes. Anderson—the black eyed Carl with the long supple fingers—was a success. He won fame and he won fortune. His method of winning it was not exactly conventional, however. Anderson began trying to pick the winners soon after his acquaintance with the giddy life of the metropolis. After three years of consistent failure in this line he decided that the thing to do was to pick winners for other people, so he started the National Racetrack and Turf Information Bureau, and sold tips on the races. Having no luck picking for himself, it happened that he did have luck when picking for others. His reputation grew. "Anderson's best bet for the day" came to be in as much demand as Santa Claus at Christmas. He charged what he wanted for them, and he got rich. At present he is under the ban of the Postoffice Department and they do say that Carl is in a good way to take a long journey—to Leavenworth. But he is a success. He won what he went out after. Nobody can do more.

Weaver wrote nothing concerning Anderson. It wasn't necessary. Everybody knows him.

And what of Weaver—Parker K. Weaver, the chronicler of these brief histories? Did Weaver win success? Why, certainly. Didn't we say in the beginning that Weaver was the champion mean man?

Oh, yes, Weaver won success, big success. He is appraised by the commercial reporters at a million, and all of it is in his wife's name.

He started as order picker in a mail order house. It was the best he could do, for he had no experience, and was not prepossessing as to appearance. He got his first boost by letting the head of the order room

know that certain clerks made a specialty of going out on a fire escape, shutting the iron blinds after them, and there smoking cigarettes or otherwise wasting the company's time. The clerks were discharged and Weaver became the head's confidant. He helped along this way for three years, rising to the position of assistant to the head, a post which was created for him, and then he decided that it was time to do something big.

He did it. He had been collecting proofs for a long time, and there was no chance for failure. The proofs showed the superintendent to be a sneaking, bullying sort of boss, utterly unfitted to hold any position of responsibility. Weaver showed them to the manager of the establishment.

"I simply show you them in order to explain why I am leaving you," said Weaver.

"Leaving us?"

"Yes," replied the noble young

man, "I can't work with a man of this kind any longer."

"Well, you won't have to. This kind of a man doesn't belong in this house. You stay—he goes."

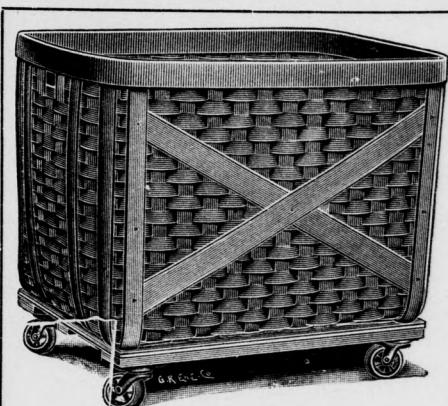
Next day Weaver was head of the order department.

This is the way he went up, way up to the top. He admits it himself, so shameless is he. His latest stroke was to manipulate the shares of the company in such a way as to leave the balance of the voting power in his hands. This done, he promptly voted out an old partner and appropriated his place for himself. But he, too, won a success. The people who write up "Men Who Have Succeeded" say so, and where could we look for truth but there?

But some people, looking at the matter from another standpoint, will come to the conclusion that all of Mr. Hopkins' Sunday school class were failures—that is, all but Barney Scherburn, who was expelled for outrageous conduct.

John T. Randall.

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Reasonable Prices.

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DIVIDEND No. 38.

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

CLEVER FRAUD.

Credit Men Easy Victims of Designing Woman.

There was a big sale of art vases and bric-a-brac on at our store. This sale was drawing some of the best people of the town, and the new accounts opened were unusually numerous for the time of the year, it having been shortly after the holidays.

One of the salesmen from the department in which these goods were being sold came to my desk one day during the sale, accompanied by a woman whom he introduced to me as Mrs. Pengrow.

"Mrs. Pengrow has bought some goods in our department and wishes to open an account," he said.

I looked Mrs. Pengrow over carefully, and something about her sharp features prompted me to exercise some degree of caution.

"I don't want to open a regular account," she said. "But I do want a certain vase which I selected charged, to be paid for in a few days." This was not an unusual request on the part of those unacquainted with the charge account methods of the department stores, and I explained to her in about the same strain as I had done in similar instances frequently.

"If you wish to make a purchase of any kind, madame, which you wish charged, it will necessitate opening a regular account in your name. This you can use as you see fit."

"Yes, that certainly is true," she interrupted. "But let me tell you why I want this vase charged. Mr. Pengrow, my husband, is the owner of a ranch in Montana and he spends some months of each year on his ranch. He has been away now for nearly three months and in all probability will remain for two or three months more. He was in Butte on business the week before Christmas and while there he purchased a handsome vase as a gift for me. He sent this vase to me by express and it was broken during transit. In his receipt he gave the value of the vase as \$125. I claimed this sum from the express people and they instructed me to purchase a vase for not exceeding that amount and they would pay the bill.

"I have selected one which suits me perfectly for \$118. Now, what I want you to do is to send the vase to my home with the bill. I will give this to the express company and they will pay it in a few days. This is what they agree to do. I did not want to open an account with you because I know there is a lot of red tape connected with it. I just want this vase charged so that I do not have to advance the money for it."

Her manner was straightforward enough, and although I wondered somewhat at the express company resorting to this method of settling a claim, instead of the usual one of adjusting by the payment of their liability in cash, I refrained from making any comment thereon. I cared little about the circumstances connected with her purchase, or the why or wherefore thereof. The woman's personal financial responsibility was all that I was interested in.

I proceeded to take her application

in the regular way. In making replies to my questions she repeated the statement that her husband was a ranch owner in Montana, but she could not say what the name of the nearest town was, nor could she name the county. She addressed him in care of the postoffice at Butte. She stated that she received regular remittances from him, and added that he was usually kind and generous in these. She answered all my other questions satisfactorily, and, although the lack of knowledge as to her husband's address was unfavorable, I passed this by, but made a note of it on the application blank.

One of the adjuncts of the credit department, and one without which it would be almost impossible, or at the least much more costly, to intelligently determine credits, is the commercial agency. I filled out the necessary enquiry slip on Mrs. Pengrow's application and sent it to the agency.

Mrs. Pengrow called me up on the phone twice on the day following her application, but as it is not always policy to inform credit applicants of the fact that they are being looked up by an agency I put her off on one pretext or another until the following day.

I got a report from the agency shortly afterward. I have a copy of it before me, and give the first part of it verbatim. After giving the name and address of the woman it says:

"This party is well known to us, although not heretofore under this name. The statement you make in your application, that she is the wife of a Montana ranch owner, aroused our suspicions on account of a similar statement made a short time ago by an illustrious seeker after credit, with whom you probably are well acquainted, a Mrs. von Lewis. We dispatched one of our reporters, who is well acquainted with Mrs. von Lewis to the address you gave. He called at the residence, slightly disguised, and the door was opened by a woman whom our reporter instantly and beyond question recognized as Mrs. von Lewis.

"Is this Mrs. Pengrow?" enquired the reporter.

"Yes, sir," unhesitatingly replied the woman. "What can I do for you? Won't you step in?" The reporter recognized the well known voice of Mrs. von Lewis.

"No, madam, I thank you. I merely called to enquire the name and business address of your husband for directory purposes."

"My husband's name is—Henry." She eyed the reporter suspiciously for a second or two, but becoming reassured, perhaps because he proceeded to make a note of the name in his little book, she continued:

"He owns a cattle ranch in Montana. When in the city he resides here."

"The identity of your Mrs. Pengrow with the woman known as Mrs. von Lewis thus was established without a doubt, as face, figure and voice readily and positively were identified by our reporter.

"In order to make this identification doubly sure I myself called on

her, and after asking for Mrs. Pengrow and being informed that she herself confronted me, I accused her of being Mrs. von Lewis. She at first indignantly denied this. Upon being informed, however, that identification was complete she reluctantly confessed that she had been known as Mrs. von Lewis, but claimed that she recently was married to Pengrow. It did not take long to get an admission that this also was a faked story.

"Mrs. Pengrow, or Mrs. von Lewis, appears to live almost entirely on what she can purchase on credit or obtain without begging or paying for. Her ways of obtaining merchandise without giving anything for it are so varied that it is almost an impossibility for even our experience with this class of people to cope with her methods. The first occasion that we had for investigating the credit standing of Mrs. von Lewis was quite a number of years ago, when she was engaged in honest toil as a life insurance solicitor. She was not married then, and was known as Miss Barbara Segrant. She was of French descent, and to this day has the ability to make use of the pretty French accent which is so fascinating when accompanied by such a voice as she is gifted with.

"At that time she applied for credit to a leading ladies' tailor, and inasmuch as nothing could be learned against her and as the amount was small she was granted the desired credit. She never paid this account, and although judgment and execution

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

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

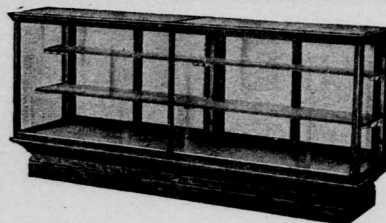
The Wabash Limited—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

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were issued against her, the claim never was collected.

"The first experience that proved her the adept that she has since turned out to be was the case of a certain jeweler to whose store she came at intervals during the three or four months preceding a holiday season some years ago. At these visits she made either a small purchase for cash or merely looked at some of the goods. In this way she secured the opportunity of becoming acquainted with the storekeeper.

"One day just preceding Christmas, and at a time when the holiday crowd was largest, she called at the jeweler's and selected several articles, the total cost of which was several hundred dollars. She stated she wished to pay a small portion of this in cash, but wanted the balance divided into two payments so that she could have thirty days' time to pay one-half the amount and sixty days to meet the other half. This was satisfactory to the jeweler provided her record was all right. He called our agency over the phone and was informed of the record of judgment against her in favor of the ladies' tailor. He was advised to withhold credit favors until it could be further investigated.

"The jeweler being pressed by the persistent woman for a reason for withholding the desired credit foolishly informed her that the judgment which existed against her was an indication that she did not meet her financial obligations.

"Then it was that her first fine stroke came into play. She told him that the judgment was in favor of a ladies' tailor and that it was a snap judgment which she never would pay if she never got one cent of credit because of it. With a great show of indignation she said that the dress on account of which the tailor secured his judgment against her was ill fitting and had been spoiled in the making, and that for this reason she had returned it. She had called at the Justice Court several times in response to the summons, but each time the hearing had been continued, until finally one morning when, owing to a street car blockade, she had been delayed for three-quarters of an hour, she arrived at the court only to be informed that judgment had been taken against her. She never, never would pay this bill, not if she was a millionairess.

"With this kind of talk she convinced the jeweler that she really had been wronged in this transaction and he let her have the goods. Upon investigation this entire story of hers was proven absolutely false, she never having either returned the dress or appeared in court to defend the action, judgment having been taken by default on the return day of the summons without a single continuance.

"Another judgment was entered against Barbara Segan in favor of the jeweler as soon as he found out that he was stuck. The execution on this was returned unsatisfied, as had been the other.

"Not long after this occurrence she was either married or changed her name to Mrs. von Lewis. Her husband never has been located.

"About two years after this the son of the jeweler, just graduated from the high school, secured a position with a life insurance company in the capacity of a clerk in their city offices. It was not long before he was given charge of the book containing the company's transactions with its agents and solicitors.

"In this book was contained a record of the account of Mrs. von Lewis and he noticed that this had been transferred from an account bearing the name of Barbara Segan. This name sounded familiar to the young man, but he was unable to recall where he had heard it. He finally spoke to a fellow clerk about the name and was by him informed that Miss Segan was now Mrs. von Lewis and had been with the company on and off for some time.

"When the jeweler's young son went home that night he asked his father whether he had not at one time or another mentioned the name of Barbara Segan. The jeweler replied that he certainly had done so and asked why. An explanation followed and father and son arranged a scheme whereby the elder thought he might be enabled to obtain the money which was owing to him by the young woman.

"Mrs. von Lewis was an excellent solicitor. She occasionally got an application for a policy on which her commission would amount to several hundreds of dollars.

"One day she brought in an application for a large amount of insurance containing the signature of a famous actress then visiting the city in a professional way. This actress would be compelled to leave the city on a certain day, and, in order to be able to deliver the policy before that time, a hurried medical examination was necessary. These facts were written on a slip of paper attached to the application. This slip also contained the request that Mrs. von Lewis be informed in the morning of the day on which the policy was expected so that she would be able to make an appointment for its delivery and receive the payment of the first premium.

"The jeweler's son saw this application as well as the appended note. He watched that application sharply, something after the fashion of a cat watching its mouse.

"In the meantime the jeweler's lawyer also got busy. The morning that the policy was ready the son learned of the exact hour as well as the name of the hotel at which the delivery and payment were to be made. He learned this through a telephone talk of Mrs. von Lewis. He rang up the lawyer. At the moment delivery of the paper was made, and as the premium money was being counted by the actress, the sheriff was on hand with the jeweler's attorney. They were armed with an order from the court attaching this premium and ordering its payment into court pending an enquiry as to whether the plaintiff had a right to a portion of it or not.

"Mrs. von Lewis fell in a faint as the sheriff and the lawyer left the room with the money after having

given the actress a proper receipt for it. The final outcome of the matter was that Mrs. von Lewis agreed to pay the amount of the claim with costs rather than wait an indefinite length of time for a judicial decision on the point. The commission due her was large enough to pay this and leave her several hundred dollars besides. It was because she wanted this money, and because they threatened to tie it up indefinitely that she finally consented to make payment.

"The jeweler's son was not discharged, probably because his connection with the affair never was discovered."

I merely want to add that when we interviewed the express company as to whether her tale to me about the case contained any truth, we were informed that they did not employ any such methods of settling claims. It is stated that there are a number of merchants in Chicago who are still awaiting the return of Mr. Pengrow from Montana to settle some of the claims which they have against his wife.

R. Th. Emgros.

The engineers of the New York Central have started work on a system of electric connection which will guard the right of way against all broken rails or similar misfortunes. By this system the towerman will be notified of any broken rails or any attempt to remove a rail, and so avoid danger by warning trains. Of course, if he sleeps or the engineer runs by no device in the world can save a disaster.

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Complete stock of up-to-date Fishing Tackle



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How Buckner, the Shoe Man, Got a Boost.

The Business Manager of the Spottsville Gazette was sitting in his sumptuous office, with his feet cocked up on his desk, blowing rings of smoke, when there fell upon his ears the sound of approaching footsteps. It was fifteen minutes of 8. Shortly there was a knocking at the door. The Business Manager said:

"Come in!"

In walked the stranger whom the Business Manager had chanced to meet on the lone highway during the afternoon.

"I am here," said the stranger.

"So I see," said the Business Manager. "Kindly adjust yourself to one of those chairs."

"It has just occurred to me," said the stranger, "that I haven't told you my name. Here's my card." And he passed it to the Business Manager.

The Business Manager took the card, glanced at it, then rolled it up into a tube and blew smoke through it.

Mr. Tobias Buckner (for we have now reached a point in our narrative, gentle reader, where the name is going to cut some ice) sat expectantly.

The Business Manager continued to blow smoke rings. He did not appear to be in any hurry. Presently he passed Mr. Buckner his cigar case, from which the latter pulled out a big, black Havana cigar. He lighted the cigar and smoked in silence. Indeed it would have been obvious to the most casual onlooker that there was considerably more smoke than conversation in the Business Manager's office.

"Look here, Mr. Buckner," said the Business Manager suddenly, wheeling round in his revolving chair, "let us get down to business."

"When you are quite ready, sir," humbly remarked the other.

"What do you know about advertising?"

"Precious little, sir; indeed, you might say nothing at all, sir," said Mr. Buckner.

"Then why do you imagine it does not pay?" snapped the Business Manager.

"It is doubtless due to the psychological atmosphere in which I was reared, if you'll pardon the expression, sir," said Mr. Buckner. "My father looked askance at those remedies whose merits are so extravagantly set forth in the almanacs, and he taught us children to look askance, too."

"Forget it all, please," said the Business Manager, "forget this atmosphere, the almanacs and the cure-all dopes. Play as if you were a boy, and I your teacher in advertising (as indeed I hope to become, sir), and let us see if we can't learn the a, b, c's of it."

"I'll try, sir," said Mr. Buckner, submissively, shutting his eyes.

"Good!" said the Business Manager.

"Now you have a line of shoes, you say?"

"Indeed, I have, sir; and I assure you, on the honor of a retailer, that they are splendid ones at that."

"Ah!" said the Business Manager. "I believe you'll make an apt pupil."

"What have I done?" asked Mr. Buckner, innocently.

"You've unconsciously let out a little enthusiasm," replied the Business Manager. "We'll get round to that after awhile; but right here I may say to you, sir, that you've got to be enthusiastic yourself if you want other people to get interested. But let us proceed."

"You would like to dispose of these shoes at a profit, would you not?"

"Oh, sir, nothing would so delight me!" said Mr. Buckner.

"How can you expect to dispose of shoes to people who know nothing about you or the shoes you traffic in?"

"I've quit expecting it," replied Mr. Buckner.

"How, then, do you propose to make yourself and your shoes known to the community?" enquired the Business Manager.

"That, sir, is what I came here to find out."

"Very well, I'll tell you. You can do it only by making the name of Buckner synonymous with shoes—good shoes, stylish shoes, shoes that look good and wear well; shoes that every man and woman in Spottsville will want to possess. It can be done, and done so quickly and simply that it'll fairly make your head swim."

"You talk as if you knew," said Mr. Buckner, rubbing his palms together.

"Of course I know! Didn't I tell you I'm Business Manager of the Spottsville Gazette?"

Mr. Buckner looked as if he thought he'd said the wrong thing.

"How many clerks have you at present?" enquired the Business Manager, apropos of nothing in particular as it seemed to Mr. Buckner.

"One, but he doesn't do much except open the store in the morning and close up again at night. The rest of the time he spends reading poetry and doing amateur landscape drawing. He's really a very clever clerk, though," concluded Mr. Buckner.

The Business Manager blew some more smoke rings.

"What would you say, sir, if I should tell you that in six months from now I could have your store so filled with customers that both you and your present clerk together with another clerk whom you will presently have to employ would be so busy waiting on people that you wouldn't have time to read the weather forecast, let alone doing landscape drawing?"

"Oh, sir," exclaimed Mr. Buckner, "I hate to tell you what I would think; it might offend you."

The Business Manager scratched

his ear with the point of his paper knife.

"It can be done," said the Business Manager, "and I can do it."

"How?"

"By stirring the bushes."

"But specify; be explicit; remember, please, that I am a bottle baby in the matter of advertising," said Mr. Buckner.

"Very well, sir, listen to this (and the Business Manager pulled out a sheet of paper from a pigeonhole which nobody but the Business Manager could have read): Every day you will run a good-sized advertisement in the Spottsville Gazette; also one of practically the same size in our dishonored contemporary. The editorial policy of that paper is rotten, if you'll pardon my frankness; but that's neither here nor there. They have a constituency, and this constituency is made up of shoe-wearing bipeds; so we'll go after them. I'll write this advertising matter myself—so you can gamble on its being good stuff—and I'll make each advertisement better than its predecessor. People in Spottsville are used to reading the same old cut-and-dried stuff in shoe advertisements; I'll give 'em some curtain ringers that'll set their nerves on the qui-vive. We'll put some snap and fire and go in this shoe-talk, and we'll tell the natives things about shoes that'll make them open their peepers."

"I'll also get you out a series of posters. They'll be as ravishing as Pysche at the Fountain—beautiful, kissable females with wind-blown, auburn hair. These adorable creatures will appear on the billboards of our city, wearing Buckner's celebrated shoes for modish ladies."

"Short, catchy, gaze-pulling adlets will attract the attention of our street car folks; and when night falls with crocheted pinions, we'll silhouette the words, Buckner, the Shoeman, against the sky. These words we'll stretch full length across your building, and high up, so the farmers will gaze at it when they go out to see what's the matter with the hens. But in case they are too far out to spell the words, we'll send them a series of letters anent shoes in general and Buckner shoes in particular. We'll keep after them. Perhaps later on we will build us an automatic booster. In fact, I have quite a bunch of things of an advertive nature cavorting around in my mind, which I can not begin to tell you of now—and besides if I did you'd forget them. You just leave all that to me. Will you do it?"

"I'll do, sir, just what you say do. Indeed, sir, I'll follow your advice as implicitly as I do the directions on the bottle of liver medicine," he replied.

"Will you back it up with your money?—this thing is going to cost like the dickens."

"I will, sir, if I have to mortgage the store and negotiate a loan on my gold-crowned molars."

"Then, sir," said the Business Manager, "the very least that I can say for you is that you are not as big a fool as I at first thought you to

REEDER'S GRAND RAPIDS

Have a large stock
for immediate
delivery

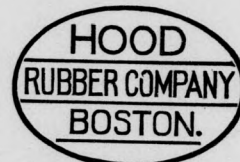
HOOD RUBBERS



The goods are right
The price is right

They are
NOT

made by a
TRUST



Geo. H. Reeder & Co.
State Agents
Grand Rapids, Mich.

be. When you go home to-night you can tell your wife and daughter to get some railroad summering-place literature, for you'll be in shape to give them an outing when the hot weather seizes in."

After this followed some details of a strictly business character which I will not relate—partly for the reason that the relating of them would take too much time, and partly for the reason that the Business Manager said it was none of my business when I asked him for these details.

* * *

And now, gentle reader (if I am not making too broad an assumption in thus addressing you), it is scarcely worth my while to tell you that the Business Manager did all those things. In fact, he did a good many things by way of focusing public attention on Mr. Buckner and his shoes that he didn't set out to do. He stupefied the people. He literally struck them dumb with wonderment. When they did finally get their breath, they also got shoes—invariably at Buckner's swell shoe shop.

And now let me close with a brief quotation from one of Geraldine Buckner's letters to Archibald Toadvine, Mr. Buckner's chief clerk. It was one of many letters written during the months of August and September by Miss Geraldine, and it bore the postmark of Cozy Nook, Doo-little Bay, Michigan. This is the quotation:

"Dear Archie—I am so awfully sorry you can't find any time in papa's store to do landscape work. I

think your sketches are the cutest, cleverest, darlinest little sketches ever. I think that one where the cow stands knee-deep in the pond with the lily-pads is a real masterpiece! But don't worry, dear boy—"There'll come a time some day"—maybe you'll be a junior member of the Buckner Shoe Company (wouldn't that be grand?) And then you can run up here with mamma and me, and just sketch the live-long day, with nobody to bother you asking you to mess around hunting shoes for them. There are such 'perfectly gorgeous' scenes here—and I think the cows are the mildest, demurest ones I ever saw."

Sometimes of a Sunday afternoon Mr. Buckner and his gold-headed cane go out for a constitutional along the lonely and sequestered road where he first met the Business Manager of the Spottsville Gazette. When Mr. Buckner comes to the spot where he had his first conversation he seems to be tickled. I think he has kindly thoughts of the Business Manager.—Cid McKay in Boot and Shoe Recorder.

He Described the Situation.

Miss Knox—Yes, he actually said your cheeks were like roses.

Miss Passay (coyly delighted)—Oh, come, now, that's laying it on pretty thick.

Miss Knox—Yes, he remarked about that, too.

Our records depend not on our great plans but on our relatively insignificant performances.

Bad Weather and Tobacco Sale.

"Bad weather and bad tempers do our business a great deal of good," said a tobacconist, as he gazed out of his display window at the dreary winter street scene which presented itself to his view. "What other business," he continued, "can you say that of? You see, the more dismal the weather is the more men seek the solace of tobacco. Bad tempered men are always the cigar dealers' best customers. The ill natured man not only flies to his pipe or weed oftener than others, but he smokes twice as rapidly as his placid, mild tempered brother."

The Laconic Man.

"The most laconic man I know of is a deaf and dumb man in our town," remarked a gentleman the other day: "he never writes on his little pad more than enough to convey his meaning. It happened he is a good poker player, and one night won a watch and chain from a young man of the town. The young man's father, a very pompous individual, heard

of it, and, meeting the successful gamester on the street next day, stopped him. The deaf and dumb man produced his little pad. On it the irate and pompous father wrote: "I understand you won Bob's gold watch the other night." He handed it to the deaf and dumb man expecting to see him change countenance and offer to give up his spoil. The latter did not quite do that, however. Instead, he took the pad, wrote two words carefully on it and returned it. The pompous father read inscribed thereon: "And chain."

Righteousness is more than ability to keep out of jail.

Rich living often makes the poor life.

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.

The Best The Second Best Next to the Poorest The Poorest



WE aim to keep in the first class as manufacturers and we seek alliances only with dealers of the first class because **Beacon Falls** rubbers do not appeal to either the dealer or the consumer who is looking for something cheap and shoddy. If you want goods which will give both yourself and your customer satisfaction, handle rubbers of standard quality and uniform excellence. If you wish to retain your old customers and attract new ones by the merit and staying qualities of your goods, secure the agency of **Beacon Falls** rubbers and retain control of that brand so long as you remain in business.

The Beacon Falls Rubber Shoe Co.

Not in a Trust

236 Monroe St., Chicago

POWER OF PERSUASION.

Some Men Can Charm Money Away from Capitalists.

One strange thing which crops up often in the game of success is the mysterious power possessed by some men of being able always to get backers.

What is this peculiar force which causes the same scheme which would be turned down in most men to command money easily when handled by others? Enthusiasm, personal magnetism, readiness in seeing ahead—in all cases personality to some extent, and in no case prestige—these may be taken as the answers from the men who have been successful.

In the panic of 1893 Leigh Hunt, the African colonizer, woke up one day to find himself utterly ruined and owing a million. He left the United States and finally wandered to Corea. Here he located gold bearing quartz in large quantities and set about turning his information to advantage. He succeeded first in obtaining a concession from the King of Corea by which he and those who were associated with him were to operate the mines which it was proposed to establish, and the King was to receive 25 per cent. of the net proceeds.

This in itself might be considered something of an achievement for a man without a dollar, but money still was needed to develop the project.

For this he did not have to wait even until he landed, after he had turned his face toward the continent. While crossing the Pacific Mr. Hunt met and became acquainted with former State Senator J. Sloat Fasset, of Elmira, N. Y. To him he unfolded his scheme. He frankly said he had not the money with which to develop his project. Mr. Fasset was an attentive listener. His new acquaintance needed the money—he had it. They landed only to start back to Corea together and in a year a small ten stamp mill had been conveyed up the mountain and put in operation. The quartz was prolific in gold and the result was a company with millions of capital which made Mr. Fasset many times as rich as he had been and made Mr. Hunt a multimillionaire.

What power it was that gave Stillwell, the poor insurance agent, the money to build railroads, open up countries, build towns and equip them with depots, electric lights and water plants, his friends never have understood. In spite of litigation, derision, panic and lack of confidence he always found the money for each of his schemes. It is said of him sometimes that one secret of his success where other men fail is his enthusiasm and his power of putting dry details in an attractive and novel form.

His methods were shown in one of his illustrated lectures on the silver question. When he began the stage looked like a big kindergarten. At one side was a table piled up with imitation silver bricks. Next was a tin box labeled, "United States Mint." Across the stage was a pole from which hung boards of different lengths. These corresponded to the annual production of oats, wheat, cot-

ton and other things in this country. Next to it was another tin box with "United States Treasury" painted over the door. He cleverly manipulated his objects, gesticulating so sweepingly that his audience saw themselves transported magically through the silver states and through all the country west of the Rocky Mountains. Next, as a result of his deductions, he threw open the treasury door and disclosed an empty treasury. "We have given the mine owners everything and robbed the treasury," he finished off, dramatically. "The United States Treasury has gone out of business, and we might as well hang out this sign."

When he hung a card, "For Sale," over the treasury door there was a great laugh from the audience.

This power of imagination and enthusiasm beamed forth in Andrew Carnegie when the inventor of the sleeping car first came along with his enterprise.

The great millionaire was the young superintendent of the Pennsylvania Western division then. One day as he was examining the line from a rear car a tall, thin man stepped up to him, introduced himself as T. T. Woodruff, an inventor, and asked if he might show him a model he had to accommodate passengers at night. Out came a model from a green baize bag.

He had not spoken a minute when, like a flash, the whole range of the discovery burst upon Carnegie. "Yes," he said, "that is something this continent must have."

He went to Mr. Scott, the superintendent of the division, and declared to him that it was one of the inventions of the age. Mr. Scott remarked, "You are enthusiastic, young man, but you may ask the inventor to come and let me see it." The result was that two trial cars were ordered built to be run on the Pennsylvania road.

Carnegie was offered an interest in the venture, and had to obtain the money in some way to make his first payment. It was only \$217.50, but, as he says, "It was as far beyond me as if it had been millions. I was earning \$50 a month and had prospects, at least I always felt that I had. I decided to call upon the local banker, and boldly ask him to advance the sum upon my interest in the affair. He put his hand on my shoulder and said, 'Why, of course, Andy, you are all right. Go ahead. Here is the money.'"

When the publisher, McClure, started out with his "simultaneous publication" plan he had convinced the editors of the practicability of it. He had proposed to carry it out on generous lines, giving short stories and articles from the greatest living writers. He faced a difficult task—to secure contributions from the most sought after magazine writers at prices which made possible a generous margin of profit. He had picked Dr. Oliver Wendell Holmes as the star writer on his list of contributors. When he went to see him he had no inducement to offer him more substantial than pledges and enthusiasm for the success of his plan. Dr. Holmes could



Real Service Counts

Shoes having our trade-mark do not depend on catchy talking points. They owe their supremacy solely to the fact that they give the wearer foot satisfaction under the strain of the hardest kind of wear.

There is an inseparable relationship between our trade-mark and the term quality. Both stand for all that is best in shoemaking.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

It's a Mighty Good Thing

for a man to have his store acknowledged headquarters by the man who wants the most he can get for his money, and the prefers to be shown.

If you want such a reputation, test the pulling power of a line of **Men's Hard Pans** for mechanics, or **Boys' Hard Pans** for school wear. We leave it to you to say if this is not an unusual shoe—a line that will show actual cash-in-hand results—and the best kind of advertising you can do.

Carried in Stock

The single store shoe dealer can neither anticipate nor supply the demands of his trade at all seasons. We carry Hard Pans in stock and ship on short notice. Keep in touch with us from January to December. It pays other dealers, it will pay you.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.



Stock No. 887

get from any magazine in America any price he might ask for his contributions. Editors constantly were after him, offering him a whole year's pay in advance if he would promise the work.

He listened to the young publisher graciously, and, strange to say, he closed a bargain with him for just what he asked. He explained his own act afterward to his friends by the simple statement that he had been "McClured," and "that they had only to wait a little while and they would learn the meaning of his remark." Sure enough it wasn't long until the young "jobber" had succeeded in obtaining literature from Robert Louis Stevenson, Prof. Tyndall, and a host of others.

To the personality of William Nelson Cromwell more than any other thing is due the fact that the Panama Canal is being built. The first step he entered on was the reversal of a great public opinion. As the American counsel for the railroad companies operating in South America, he gained the favor of the early French stockholders. These men wanted money, and when Hutin returned to France, after discouraging McKinley's commission all he could, they were disgusted and deposed him from office. They invited Cromwell to take up the negotiations that Hutin had spoiled, and offered to sell the canal project for \$40,000,000. They gave him a free hand, and he needed it. The company's title was in doubt, the Panama route hardly had a friend in the country, and Congress and the press, as well as the people, all were in favor of the Nicaraguan way.

Mr. Cromwell took up the task of reversing this sentiment by making the facts known. First he cleared up the doubt as to the title. Then he collected expert evidence as to the advantages of the route. Nobody would read it, and the newspapers wouldn't print it. It seemingly was an endless matter of downing lies and correcting misstatements.

One night he met Senator Hanna at a dinner. "You're on the wrong side of that canal scheme. Cromwell; the Nicaraguan is the best route."

"I don't think so, Senator," said Mr. Cromwell. "The advantage is with the Panama, and you will think so, too, if you look into it." And he told why. Pretty soon afterward Cromwell received a request for more information from the Senator—and it was not long before Hanna was converted. After this one member of Congress after another came over to what at first looked like a hopelessly unpopular view. G. R. Clarke.

Organized Effort To Get Factories.

Kalamazoo, March 19—A movement has been started by the people of Comstock to boom the town. The idea is to bring in a number of small factories, build toward this city and, in time, become a suburb of Kalamazoo. Comstock is but four miles away.

A civic improvement league was organized last week and arrangements are being made to have a big meeting and banquet some time in April for the purpose of interesting people in this and other cities in the

township. The slogan of a "Greater Comstock" has been started and everybody is shouting for it.

An increase of from 10 to 15 per cent. in the price of buggies and carriages will soon be announced by Kalamazoo and other manufacturing firms in Michigan. It is contended that it is necessary to increase the price because of an increase in the cost of material. Practically all the material used in the manufacture has been increased. It is claimed the price of lumber is just double to-day what it was four years ago. Paints and varnish and carriage hardware have gone up considerably in the last twelve months.

According to real estate men the coming building year will be one of the greatest in the history of the city. Indications are that building will begin much earlier than ever before. It is announced that more houses and business blocks are being planned now than can be erected with the present accommodations. More than 150 new houses are in course of erection.

The Kalamazoo Laundry Co. has just completed what is conceded to be one of the finest laundry plants in the country, and last week moved into it. The laundry has been in the course of construction for more than a year and cost in the neighborhood of \$100,000.

There are a dining room, bath and club room for the girls. There are twenty-four washing machines. The company makes all its own soap. It also softens all its own water. The softening machine weighs 275 tons and has a capacity of 100,000 gallons of water in ten hours. There are automatic dryers. The clothing is placed on racks which work automatically in going into and coming out of the drying room.

The Kalamazoo Papeterie Paper Co. was organized recently. It is composed altogether of local capital and has leased factory quarters in the Phelps & Bigelow building. The company absorbed the Clark Paper Co. Fine writing and typewriting stationery will be manufactured. W. J. Luxon, formerly of Springfield, Mass., is general manager of the company.

Coldwater May Get Wire Fence Plant.

Coldwater, March 19—Despite the fact that they received but slight encouragement from either the Commercial Club or from the citizens in general, H. H. Hunter and his associates in the new wire fence project, which was agitated in this city some months ago, have decided to locate here and show the people that they have a paying proposition.

H. H. Hunter and several others are the owners of a new invention in the line of a machine for manufacturing wire fence, both farm and ornamental, concrete reinforcements and poultry netting. This machine was brought to this city from Detroit and placed in the old Treat foundry building in hopes of getting the Commercial Club interested and obtaining the necessary capital with which to start the manufacture of both the machines and their prod-

ucts. The Commercial Club saw no practical way in which to meet the requirements of the new company and so was obliged to drop the project.

The plan of the owners, at the present time, is to organize a stock company, capitalized at \$150,000, a considerable portion of which is already subscribed for, and sell the remainder of the stock in this city if possible.

Will Make an Automobile Fire Truck.

Houghton, Mar. 19—C. A. Schwarz, of Detroit, a former resident of Hancock, has arrived in this city to superintend the construction by Carroll's foundry of an automobile fire truck of his invention. The firm has taken from Mr. Schwarz's company the contract to manufacture the machines.

Carl Schwarz was formerly a machinist in the Quincy shops, Hancock, and it is recalled that he was of an inventive turn of mind. He moved to Detroit and there conceived the automobile fire truck idea. The truck will carry combination water tower and fire escape.

This is in the form of a collapsible steel tower which is raised in ten seconds to the height of 125 feet by the truck's own motive power. It carries the hose up with it. As the hose plays on the flames from the top of the tower persons may get to the ground by means of the tower, which can be moved up close to the building by the automobile truck.

It is expected the first truck will cost \$10,000, but after that they can

be manufactured for half that sum. The first one will be ready for a demonstration about May 1.

The company which has been organized to manufacture the automobile truck is headed by John L. Harries, President, now superintendent of the Hancock Consolidated, and John P. Peterman, the Allouez merchant. Mr. Schwarz is the superintendent.

Selfishness is the essence of sin.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s
Chocolate
& Cocoa



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

48 HIGHEST AWARDS
in Europe and America

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



The Flint
Star Brand



Teas
Coffees
and Spices



Are
the
Best

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

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

Sold in bulk and in one pound air tight packages.

All leading grocers should handle it.

J. G. FLINT COMPANY

Milwaukee, U. S. A.

Debates of the Lasterville Boot and Shoe Club.

Old Mr. Izensole was a little late getting into the meeting, and the crowd of retailers in our store whiled away the time with stories.

I never heard so many new stories which were good told at any meeting of the club before I couldn't understand it, but little A. Small Sizer could. "Why," he said, "ain't you on? The drummers are out for fall, trala, and every one of them has brought along a first-class batch of stories which are presented to us retailers as sort of chromos with each order."

That was it. Even old Mr. Izensole, when he came had a new one, and he doesn't often drop into anything lightsome. His story was about a member of the State Legislature who didn't like to leave his business—but then, that is of no interest. It was not so much better as a story than any of the others which the members had to tell the club, and as soon as the story was finished Mr. Laster called the meeting to order.

"Our subject for debate this evening," he announced, "was to have been, 'Is a Shoe Any Wider After It Is Stretched?' but the Committee has thought it better to merely announce this subject and give time for a little thought before it is debated. Has any member any idea for an off-hand discussion for this evening?"

Mr. Hi. Ball—Here's one. Would it not be wise for retailers in a town to band themselves together, agreeing to give no findings with sales?

Mr. Ball (not Hi.)—That is a good subject for debate, but it also requires time for thought, and, besides, the way in which it is stated is not broad enough. It should be in degrees of offense, should the retailer give any findings to clinch a trade, and if so, should there be a limit and should he give customers findings free from time to time so long as they are customers?

The Chair—The question is too broad. Let us have something for off-hand discussion.

Mr. Schumann—Here's a conundrum for you to debate—"What is the difference between a magazine editor and a boot and shoe retailer?"

Mr. Hyde—That's easy. There isn't any. When the snow is sifting through the loose places in the window sash, and the zero wind is blowing and icicles are hanging from the cornice, and the sound of sleigh bells is in the air, the magazine editor is trying to pick out golf stories, and poems on the Glorious Fourth of July and fascinating tales of trout fishing in cool brooks in the mountains. Just the same with the shoe retailer. Just when beautiful spring is coming on and everything is lovely and promising, he has to think of wool boots, arctics, rubbers, waterproof, storm-proof, snow-proof and heat-proof shoes, and all of the paraphernalia of cold weather. It's tough—that's what it is.

Mr. Ball—Yes, that's so, but it's getting more and more seasonable for us. Every year the fall and winter samples come earlier. Mr. Laster and I can remember well when they

used to come in the midst of the hottest weather. Why, I've had agents come in and try to sell me wool boots in the old days when there wasn't much system in our stores and I could not tell for the life of me how many pairs we had carried over and had packed in the camphor cases upstairs. It used to knock me a twister, as the saying is. Of course, now we keep a record, as I suppose you all do, when the warm goods are packed away, so that just what is carried over can be told at a moment's notice.

Mr. Izensole—I don't carry over no vinter goots, not if brice gutting vill moofe dem. De vay to do iss to haff a line off gustomers vat vill always be waiting till de ent of golt vetter to puy varm goots ant undil der ent of varm vetter for te tin stuff, den you don' garry noddin over.

Mr. Tanner—That is a very good idea of Brother Izensole's, but not all of us have so good facilities. For my part, I think that rushing out agents to get orders for fall and winter, before the spring and summer goods have begun to move, even, is an outrage, and I never see the first traveling man come in without a feeling of rebellion. How do we know what business is going to be like? How do we know what times are going to be like and whether our customers are going to have the money to buy our goods? Why can't we buy our goods as the grocer buys his, or the druggist buys his, or the undertaker buys his, when we need 'em, and only be governed by the chance to buy cheaper?

Mr. Kip—Well, that sounds very good. I've thought about that a good deal myself and the answer is easy: You can. Deal with the jobbers altogether, and you can buy just when you're ready, but you may not get exactly what you want.

Mr. Stringer—Well, the jobber has to order ahead. All the factories in the country can't turn out all the shoes needed in the winter, without working pretty much all summer on them.

Mr. Skiver—Well, why not let them work and pile them up, and get them ready and then send men out to sell them, and let the goods follow immediately on the order?

Mr. Laster—It seems to me that that has been explained enough times. The manufacturer can't tell just what of the lines of samples he makes up for a season's trade is going to take the judgment of the retailers all over the country. The thing which he thought would be the very thing, and of which he piled up thousands of pairs, might not please the retailer at all, and what in his judgment he thought might have a limited sale only might be an enormous seller, and go like wildfire.

Willie Fitem—Of course I'm only a clerk, but clerks have long, long thoughts, as the poet says, sometimes. Every clerk has ideas of going into business for himself, sometime, and about the most of them know that they will have a limited capital to work with. We mostly think of a neat little business, well in hand, where we will order from hand to mouth, sizing up every Monday

morning and depending on the jobber to carry our goods for us. The district jobber I mean, not the national jobber, but just the same, except in some out of the way place where there is little competition or where goods sell themselves, it can not be done. The advance order has come to stay and although I may change my mind before I really ever have a chance to order anything for myself, I guess it's the only way to get what a wide-awake shoe dealer wants in stock.

Mr. Cobb—In my opinion the thing is not how to change existing arrangements, but to know how to be ready to take advantage of conditions as they are. I was interested in what Mr. Ball said about system in the store, and if there is one thing more than another, in our store, upon which we pride ourselves, it is our system. What warm winter goods we pack away, heavy wool boots and socks, all sorts of rubber goods and warm overs, lined goods, fur trimmed goods, and the like, both for men and women, we carefully inventory with a full description, including sizes, widths and styles. That is filed ready for the salesmen when they come. The same with all lines of special leather goods for men. Heavy fall and winter lines, I mean. While we don't pack these away, really they are put in the reserve stock, of course, where they are not in the way of seasonable goods, but we have a record of every pair of them. We make that record in the dull days of the latter part of the winter, and every pair sold after the list is made out is checked off as carefully as the sale is recorded on the sales book. Then we are ready. With women's shoes it doesn't matter so much, quite. Women's shoes of any fine sort, not absolutely fur trimmed, or warm lined, are never laid away in our store. A woman is just as likely to buy a heavy shoe nowadays in the middle of summer, as at any other time, and it's the same with fancy party slippers.

The Chair—We chance to have with us this evening one of the oft-mentioned advance agents of next season's line, George Stark. We would be glad to hear from him.

Mr. Stark—Thank you. I'm better at talking to one retailer in front of a padded topped table, covered with samples of our line, than I am to a convention like this, but I have been much interested in what has been said, particularly because I used to be a retailer myself, and experienced all of the rebellious feelings that are spoken of, and all that, but I am sure that any retailer who would take my place for a full season, beginning in the factory weeks before the salesman goes on the road, in getting up the new lines, the uncertainty as to how the models, stocks, prices, fitting qualities, linings, ornamentations and all that, will meet the views of the people who have to pass the goods out to the consumers, would think he had his hands full. If all buyers were like you people, sharp, alert, full of practical knowledge—I don't mean to flatter because I chance to be your guest—but they are not. We

have to meet and sell to all sorts of retailers. Many of them would probably make splendid plumbers but are out of their element in trying to say what sort of shoes will be in demand a season hence. In the way of advice, if I were asked for it, I say to you all, as I would and have said to our exclusive customer here, don't be afraid to buy now for the season of 1907-1908. It is going to be the greatest season in shoes that this country has ever known. And I say to you and believe it, honestly, that every shoe proposition that looks fair and honest to you to-day will be a bargain when it gets into your store next fall. Perhaps I have said too much, coming from a man who is selling next season's lines, but it's just the way I feel, and I think that you will find that the future will bear me out.

Mr. Lutherby—My partner and I and our clerks have talked this matter of next fall's stock over, and we have decided to buy even more largely of better grade goods for our trade. I believe that times are going to be good, and when times are good we go light on cheap and flashy shoes. Rich and fine is going to be our motto.

Mr. Rustelle—Yes, and sensible. With good times customers get a chance to exercise common sense in buying their footwear. It's funny, but that has been our experience, and anything in outlandish shapes will get the smooth slide when offered to us.

Mr. Laster—It is always a dispute with Mr. Ball and your chairman, which is the older, but risking it that I am, let me take advantage of that liberty to give you a little advice. Some of you have complained, as is always the case, about advance orders. It has its inconveniences, but we have to face it so we will take that part for granted, but the thing I want to say is this: Confine your lines in ordering. I have said this before to some of you, but this season I want to emphasize it with especial force: Confine your lines. If you do this, in ordering far in advance of the season, you can order what you order in big lots, and then, when the trade comes you are ready for it no matter how long it lasts. With a multiplicity of samples there is the great temptation to order three dozen of this and three of that, but I say to you that when you are looking over the salesmen's lines, look them over carefully. Pick out the things that appeal to you, all of them, and get them off by themselves, away from the other samples, and then begin to eliminate until you have the two or three in each sort which you believe are best adapted to your trade and then order heavy. After that you can give little orders on some of the rest if you want to but you are stocked up well on what your judgment tells you are the best things of the sort for your trade—and as per our subject for this evening I think that is exactly what the magazine editor does.—Ike N. Fitem in Boot and Shoe Recorder.

Some people can't even do their duty without striking an attitude.

The Girl in the Hosiery Department Talks.

Written for the Tradesman.

"Women are pretty much like sheep, after all," said the girl in the hosiery department as I sat waiting for my parcel and change.

"Why so?" I queried.

"Well," she continued, "I notice it at my counter in this way:

"If I mention to the average woman, either with forethought or casually, that Mrs. So-and-So purchased this or t'other, that particular pair of pedal coverings immediately takes on an accentuated interest for her. The color is seen through new eyes, the mesh is carefully examined, the pattern receives favorable comment or adverse criticism. And if I go further and tell just what was Mrs. So-and-So's opinion of the hosiery under discussion—and of course it must have been favorable, I leave all other opinions to oblivion—I almost invariably land a sale.

"Many a well-known society or club woman has no objection to a clerk's using her name to help add to her sales. My employer has even made a present of handsome hosiery to such ladies, asking them if they will not say a kind word for his goods if they please them, and if he may not use their name in conversation with patrons as recommending the special brand, stating to them that their approval will materially assist him in the hosiery department. When a lady has received such a beautiful gift at his hands she would be ungrateful, indeed, did she not try to reciprocate with the eclat of her position in the social world. This gracious permission to use her name is greatly appreciated by the tradesman and is worth its weight in gold, you might say, to him.

"Many women don't know their own mind—are prone to be governed by the say-so of others, particularly if that say-so falls from the lips of some one they greatly admire and emulate, and so they often buy goods that otherwise would lie dormant in their liking.

"I was greatly amused not long ago when we were having a special hosiery sale for four days only. You know what a fascination anything connected with stage life has for womankind in general. On account of that fact I sold about ten dozen of a peculiar shade of dark green hose. Half a dozen actresses were in and the color of these seemed to strike the fancy of the whole sextette and they bought two or three pairs apiece of them on their departure. I put the remainder of those green hose in a conspicuous position, labeled them, "The Pride of the Actresses," and say! You ought to have seen how those hose disappeared. There wasn't a pair left at six o'clock. They made a hit with the actresses and a still greater one with their sisters on the other side of the footlights.

"I am a great hand," the hosiery girl concluded, "to take advantage of every passing event to make folks look at my goods, and then I argue about their merits."

This girl has the enviable reputation of being the best hosiery sales-lady in town. J. Thurber.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of	oz. of	Size	Per
	Powder	Shot	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 1/4	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3 1/4	1 1/2	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	2 10			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	38 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
1/4 in. 5-16 in. 3/8 in. 1/2 in.				
Common	7 1/4 c.	6 1/4 c.	5 3/4 c.	5 3/4 c.
BB.	8 1/2 c.	7 1/2 c.	7 c.	6 1/2 c.
BBB.	9 c.	8 c.	7 1/2 c.	7 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s.	60&10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60&10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
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	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27.	10 80
"B" Wood's pat. plan'd. No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	15
Fine 3 advance	25
Casing 10 advance	35
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	30
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	30 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	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/2 @ 1/2	30
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	12 1/2
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 85
Barbed Fence, Painted	2 55
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 56
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.	2
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 25
Quarts	5 50
1/2 gallon	8 25
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 20
No. 1, Crimp top	3 50
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	6 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 50
No. 2, Lead Flint, (95c doz.)	5 60
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 7



How To Construct a Mammoth Easter Egg.

You undoubtedly can remember among your customers plenty of carpenters or mechanics who can construct for you the background for an enormous Easter egg. Experience teaches that it often costs but a trifle more to make an elaborate display versus an insignificant one, also that it pays to hire a carpenter where work in his line is required rather than ask a clerk, even if he is handy with tools. Rather let your clerk sell goods while the carpenter does his part, after which the window dresser can more quickly and readily finish the undertaking.

Ask your carpenter to take, say, three boards and cleat them together (the lumber for this purpose need not be more than half-inch thick); the center cleat should be the longest and extend the full width of all the boards the cleat near the more pronounced pointed end must necessarily be very short, while that on the opposite or rounding end can be much longer. After the boards are thus cleated he can with a pencil describe the exact shape of an egg, and, following these marks with a compass saw, cut away the surplus wood. All that is necessary to finish his part of the job is to have him make a brace extending from one end on the center cleat back along the floor say, two feet from this another strip of wood running up to the opposite end of the center cleat or top of the egg. This strip should be cut such length as to give the body of the egg a slight incline backward when the brace is nailed to the floor of the window.

Give any carpenter this article to read and you will save yourself all explanation on this score. From the above description it goes without saying that the egg is to be placed long ways in the window with its side resting upon the floor. Now for the window dressing part. You are doubtless familiar with the construction of the pasteboard divisions that come in egg crates; if not, take one apart and carefully examine it and you will find that there are little slits cut just the proper distance apart and that these slits extend just halfway across each strip every little ways. Taking these for a go-by or pattern, secure a number of strips of similar pasteboard, which you can cut yourself from a sheet of the same material. Now, take a long strip of this pasteboard and tack all around the edge of your wooden form, so that the pasteboard strips overlap the smooth side of the boards the exact distance or width of the egg-crate strips. In order that they do this it will be necessary that the strips surrounding the egg are just one-half inch wider than the width on the sectional or division strips. With the sharp blade of a knife slit the marginal strip halfway down toward the board every so often for cross strips; follow by fitting in these cross strips

at right angles to each other clear across the front surface of the boards, allowing the ends of each sectional strip to project beyond the border strip not more than a half-inch; this projection becomes necessary in order to lock them firmly and simply to the border strip.

Finish by filling in the spaces with eggs the same as they are packed in the crate, the only caution necessary is that the filling in should commence at the bottom, and so build up. After this is done a charming finish can be placed upon the whole design at the sacrifice of only a few eggs by coloring the shells of a few eggs so as to form in large letters the word Easter.—F. B. Mallory in Grocery World.

Legislature To Relieve Freight Car Situation.

Flint, March 19—Assurance gives by Gov. Warner in his speech at the Roosevelt Republican club banquet that some steps would soon be taken by the present legislature to relieve the stringency in the freight car situation in Michigan, has encouraged local vehicle manufacturers.

They are keeping on doing the best they can in the way of moving the output of their factories in the hope that the promised succor through legislative enactment will materialize within the next few weeks.

The situation in this respect has been the most embarrassing during the past winter that has been ever known in the industrial history of this city. So far as the railroads are concerned there appears to be no relief in sight. The warehouses of the local factories are filled to their capacity. One of the larger institutions of the city came to the close of last week with 4,000 jobs on hand awaiting shipment as soon as cars should be available.

Ground for the new factory building to be erected by the Buick Motor Co. as an addition to its already large plant was broken the past week. The building will be 756x72 feet in ground dimensions and two stories above basement. The contract calls for its completion in time for occupancy by the latter part of August.

A jury is a body of twelve men selected to decide which of the contestants has the best lawyer.

Sherwood Hall Co., Ltd.

Jobbers of

Carriage and Wagon Material

Blacksmiths' and Horseshoers' Tools and Supplies. Largest and most complete stock in Western Michigan. Our prices are reasonable.

24 North Ionia St.
Grand Rapids, Mich.

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.

Saginaw Noiseless Tips

are recommended by insurance inspectors.

Order from

C. D. Crittenden Co., Grand Rapids, Mich.

Will pay 15½c delivered Grand Rapids for fresh eggs this week:

You Don't Have to Worry

about your money—or the price you will get—when you ship your small lots of fancy fresh eggs to us.

Never mind how the market goes—if you can ship us fancy fresh stock—we can use them at pleasing prices—in our Candling Dept. We Want Your Business

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

Established 1865. We honor sight drafts after exchange of references.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

A New Commission House

We get you the highest prices. We give you a square deal.
We send the money right back.

We can sell your Poultry, Veal, Hogs, Butter, Eggs, Cheese,
in fact anything you have to sell.

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.

Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices
and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

Record of the Michigan Pasteur Institute.

During the past four years over two hundred cases of threatened hydrophobia have been treated at the University without the loss of a single patient. A Pasteur Institute, established in April, 1903, is maintained as a department of the hygienic laboratory in connection with the Department of Medicine and Surgery. Here people inoculated with hydrophobia from the bite of a dog are being most successfully treated. This is testified to by the fact that, in the four years of its existence, not one of the 246 patients who were treated at the Pasteur Institute has failed to respond to the treatment and in each case the patient left fully and completely recovered. This is a remarkable showing when it is recalled that only twenty years ago a person bitten by a mad dog was sure to die once the dread process of inoculation had started.

Residents of the State of Michigan are treated free of charge at this institute, the only expenses being those of board and room. Patients from other states are charged a fee of \$100 each for treatment. Through the institute all of the medical students are given the opportunity to become familiar with the procedures necessary in the treatment of rabies.

Up to April 1, 1905, 55 cases of hydrophobia were treated at the Pasteur Institute. From that date to April 1, 1906, 72 cases were added to the list. From April 1, 1906, up to the present time 119 additional possible cases of hydrophobia have been treated and cured. This sums up a total of 246 successfully treated cases of the once incurable terror. Of these fully two-thirds were from Michigan. The next largest number was from Minnesota, with Ohio a close second, while Indiana, West Virginia and Kentucky each contributed a few patients.

Form Corporation To Make Stoves.

Lapeer, March 19—Persistent rumors to the effect that the Lapeer Stove Works will be taken over by a \$100,000 corporation have been afloat here for the past few weeks.

Austin D. Bostick, junior member of the firm of A. Bostick & Son, proprietors of the Stove Works, when seen at the office of the company, said some time ago that a local business man had expressed a desire to buy an interest in the concern and stated to Mr. Bostick that he had sufficient local capital interested to assure the organization of a stock company.

The present company is not capitalized and Mr. Bostick said that at present they are badly handicapped in turning out a sufficient number of stoves to fill their orders. The present output is 1,500 per year. Mr. Bos-

tick said that although his father, who is the senior member of the firm, was on the road but one month last year, the plant could scarcely fill the orders he sent in, together with the large number of mail orders received.

"Lack of capital is our one handicap now," said Mr. Bostick, "for we are forced to close down in the summer months for some little time, whereas if we had sufficient capital we could keep running in the summer and have plenty of stoves in stock for fall delivery."

Mr. Bostick states that if the corporation is formed the present plant is large enough for present demands, but that the large capitalization would merely mean the doubling of the present output of stoves. Besides stoves, the company manufactures plows, land rollers and various other farm implements.

World's Largest River.

A sea rather than a river is the Amazon with 160 miles of width at its mouth. The Amazon drains a territory of 2,500,000 square miles, ten times the area of France. In connection with itself and its tributaries there are said to be 50,000 miles of navigable water, one-half of which is suitable for steam navigation by large vessels. The number, length, and volume of the Amazon's tributaries are in proportion to its magnitude. More than twenty superb rivers, 1,000 miles and upwards in length, pour their waters into it, and streams of less importance are numberless. At the junction of the Ucayali with the Amazon, a line of fifty fathoms does not reach the bottom, and in breadth it is more like a sea than a river. The longest tributary, the Madeira, has a length of 2,000 miles. The distance from the source of the Amazon in the Andes to the Atlantic ocean is 2,000 miles in a direct line, but by the course of the river it is nearly 4,000 miles.

According to the figures furnished by the patent office 1906 led all other years in the number of American inventions. The old fashioned idea used to be that an inventor was a long haired individual with a little of the freak in his makeup, who dreamed a good deal and being too lazy to work at manual labor spent his time figuring how to do things by machinery. It was supposed that men stumbled on inventions by accident, very much as they find money in the street. If that was ever so it is less true in this country every year. The best and most valuable inventions are being made nowadays by carefully trained and educated men. They get good salaries from the corporations, who pay them for devoting their time to studying and think-

ing on subjects and appliances in which their employer is interested. It is the application of scientific knowledge and experience to these problems which is most liable to accomplish their solution.

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 All grades of dairy wanted.

EGGS We will make you an offer every week if you will ask for it.

Our pure **Michigan Syrup and Sugar Cakes** will satisfy your most critical maple trade and are labeled to comply with all State and Federal laws. Our guarantee has been filed with the U. S. Government and accepted and Serial No. 5463 assigned to us.

Price List Pure Michigan Sugar Cakes

1 or 2 lb. cakes, 50 lbs. to the box, per lb. 9c
5 oz. cakes, to retail 5c, 40 lbs. to the box, per lb. 9½c

Pure Michigan Syrup

1 gallon cans, ½ dozen in case, per case. \$5.10
½ gallon cans, one dozen in case, per case. 5.40
¼ gallon cans, two dozen in case, per case. 5.70
5 gallon jacketed cans, per gallon.80

OUR OFFER Order two or more packages, either sugar or syrup. We will prepay freight charges.

Sample every package. If they suit you and are in every way satisfactory, remit the price within ten days.

If you are not entirely suited, return at our expense and you have not a cent to pay. We take all the risk. Can an offer be fairer?

Order now for immediate or future delivery. Can be ordered through your wholesale grocer.

Free sample by mail on request.

Stroup & Carmer, Grand Rapids, Mich.

Butter

I would like all the fresh, sweet dairy butter of medium quality you have to send.

American Farm Products Co.
Owosso, Mich.

We are the Largest
Handlers in Michi-
gan of

Hot House Lettuce

RADISH, PARSLEY AND RHUBARB

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

ESTABLISHED
1883

WYKES & CO.

THOS. E. WYKES
CLAUDE P. WYKES

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS, MICH.



Store Demonstrations Since Conditions Have Changed.

Whether or not it pays to give public demonstrations as a means of introducing a commodity to the public, depends entirely upon the question of securing an audience.

If the demonstration is given at an exhibition or food show it may be so managed as to get the most satisfactory results. Such shows are largely and enthusiastically attended, because they are looked upon as genuine entertainments, owing to the music and such like attractions to be found there. The demonstrator has an audience, and an eager one. He has a chance to get in his fine work and obtain results.

But it is quite a different matter with the demonstrator who sets up a booth in some grocer's establishment and tries to draw an audience from the straggling procession of shoppers who come into the store on other business. He draws his spectators from a limited territory; their interest is of a casual nature at best.

But his chief handicap lies in this: that the only audience to whom he could appeal effectively at the grocery store must be comprised of housewives; and housewives rarely go to the grocery store for their supplies nowadays; hence they are not available as auditors.

The demonstrating booth, set up for the education of corner grocery patrons, has lost—at least so far as our products are concerned—its value as a promoter of sales. It is bothersome and expensive. It is as useless in our selling campaigns as a flintlock musket in modern warfare. The trade of canned foods, such as pork and beans, soups and the like, has outgrown the methods of the demonstrator.

Time was, not so long ago, when a company ready to place on the market, say canned soups, would have considered but one way of going about its campaign. It would have organized a corps of demonstrators and sent them like military pioneers into a selected territory. Each of these demonstrators would have installed himself or herself in some favorably located grocery and dealt forth a hand-out meal to every man, woman and child that entered the store. This was the orthodox way. Trade promoters adhered to it religiously.

Now some salesmen, especially those fond of recalling "good old days," deplore a discontinuance of this "open house" institution. They complain that the house is shirking its share of the work and is not behind them as it should be; that on account of the bother and expense of the demonstrating booth the company is leaving its salesmen to hoe the hard selling row alone.

The demonstrating booth at the grocery store is, according to their view-point, an effective educational method and a fine missionary ma-

neuver. It gets the goods to the housewife in the only proper way; she can see them, taste them and learn what preparation they require. Moreover, it gains, they say, the good-will of the grocery keeper, because the demonstrating booth, with its attractive decorations and its offer of something for nothing, makes the grocery store a place of distinction in the neighborhood. It draws trade. So the grocery man, argue these salesmen, will show his appreciation of the company's good services by pushing the company's goods to the utmost.

No time need be wasted in disputing these arguments. They may or may not stand the test of analysis. It is merely sufficient to know that the demonstrating booth can not now get the results it once obtained. The reason lies in the plain fact that it can not get an audience. It can not get an audience because the housewife does not go to the grocery in these days of modern appliances and conveniences. She gives her daily order to the delivery boy, whose duty it is to call upon her every morning, or she telephones her grocer and makes known her needs.

What good would the finest demonstrating booth and most astute demonstrator do in a grocery store where not one housewife out of fifty in the neighborhood calls? Clearly it is an entirely different proposition than that of employing demonstrators at public exhibitions, where the attendance often numbers from 5,000 to 10,000 people, all of whom have come to the show with an exceptional and exclusive interest in the goods which are to be demonstrated there.

Out in Kansas there is a city that was built during the boom period. It has many fine residences and business blocks and a splendid, thoroughly equipped opera house. On the face of things it would seem to be a good place to book a theatrical company. But it really is not. The most popular Broadway production would play to an empty house, for the simple reason that every human being that once lived in this thriving city has gone; left when the boom burst. So the demonstrating booth in the corner grocery must play to an empty house. It has lost its audience—must go to the great expense of playing to empty benches. What use then can it be?

But out of deference to the salesman who believes in demonstration, let us consider his view-point in regard to the good-will of the grocer. This personage is the man with whom the salesman is most concerned. Consequently any missionary work that can help the salesman to gain the good-will of the grocer is worth attention. But does the presence of a demonstrating booth gain the good-will of the grocer? It is our belief that, in recent years, the sympathy of the grocer for an appended "free lunch" counter is by no means keen.

The booth is no longer a novelty, and does not create the interest in the neighborhood it once did. It consequently has little effect upon the growth of the grocer's trade. Moreover, the floor space the grocer

must give up to the demonstrating process unsettles the order of his stock. If the booth does get a good patronage the crowd about it interferes with serving regular trade, with getting out telephone calls and delivery orders. The number of people attracted by the demonstration has no great effect in increasing the number of sales registered, because the audience is composed principally of children and inquisitive passersby.

Salesmen who regret the passing of the demonstrating booth are lamenting an antiquated weapon. It is discarded by us merely because it is no longer serviceable. No matter how bothersome, how expensive a method it was, we should still use it enthusiastically if it could bring results.

But this doesn't mean that we are not by the side of our salesmen at every move, fighting shoulder to shoulder. We know that a progressive establishment must make the work of selling as easy as possible for its salesmen, and that to accom-

plish this it is necessary to stimulate the demand both of consumer and dealer. Demonstrating at grocery stores did stimulate a demand once upon a time. Something must take its place, and that something in our case is advertising in magazines and newspapers—the best assistance to the salesman.—W. M. Wilkes in Salesmanship.

"Truly royal board and kingly furnishment."

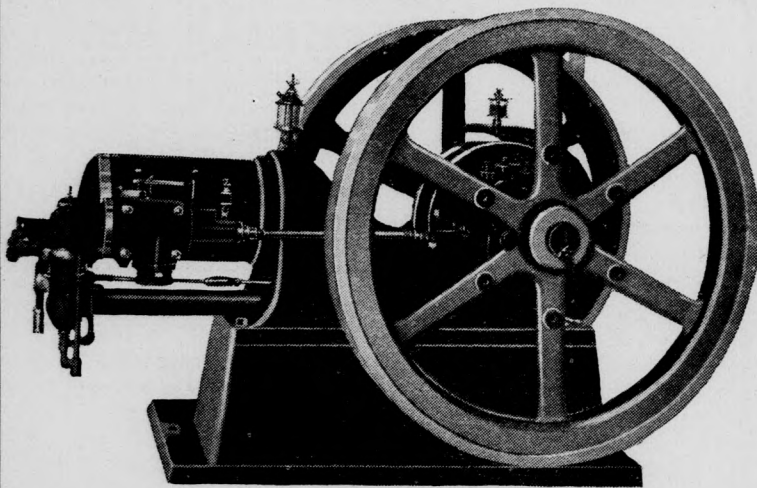
—SHAKESPEARE.

Hotel Livingston
Grand Rapids

The Factory Behind the Great Olds Gasoline Engine

Is the guarantee of its product, combining three great essentials

Simplicity==Strength==Reliability



What It Means to the Farmer and Fruit Grower

The perfect power for pumping, grinding and spraying. Our Portable Rig is especially adapted for the latter operation.

What It Means to the Man in the City

The Olds Gasoline Engine is recognized to be the most economical power for large or small business places. The successful manner in which Grand Rapids factories are operating our engines from 8 to 50 h. p. bears out this statement.

The Olds Gas Producer has proven an ideal power for lighting purposes, and to-day a 165 h. p. engine is operating successfully in one of Grand Rapids' largest stores.

We can furnish engines from 2 to 150 h. p.
Also a few bargains in second-hand engines.

ADAMS & HART

West Michigan Selling Agents

47-49 North Division St.

Grand Rapids

Quarterly Meeting of Directors M. K. of G.

Jackson, March 19—The Board of Directors, M. K. of G., held their meeting at the office of the Secretary in this city March 16. The meeting was called to order by President Mosher, of Port Huron. All members were present except M. C. Empey, of Bay City. The minutes of the last meeting were read and approved.

A communication from Geo. H. Foote, of Detroit, was read and referred to the Legislative Committee.

President Mosher's telegram of sympathy on the death of Ex-President C. L. Stevens to Mrs. Stevens, also the reply from Mrs. Stevens and daughter, were read and ordered placed on file.

President Mosher made a very able and complete report of his stewardship since the last Board meeting, making many excellent recommendations for the good of the order and increase of membership.

The Secretary reported the following receipts since the last meeting:

Death fund\$1,056
Annual dues 118
Promotion fund 71

The Treasurer reported the following balances in the several funds:

Death fund\$1,112 35
General fund 65 70
Employment fund 37 52
Promotion fund 111 50

Both reports were accepted and placed on file.

Vice-Presidents F. A. Aldrich, second district, and F. E. Minne, seventh district, handed in written reports showing a nice increase in membership, a good feeling throughout their districts and looking forward to a prosperous year for M. K. of G.

Vice-President Minne, of the seventh district, reported the organization of a Post at Lapeer with fourteen charter members, which will be known as Post L.

The above reports were accepted and adopted and placed on file.

Chairman Frost, of the Legislative Committee, made a very able report regarding the flat two cent rate bill and stated in his opinion the bill would pass and become a law. He also reported progress on two or three other bills of interest in our Legislature.

It was moved and supported that our promotion premiums be extended for six months from April 1. Carried.

It was moved and adopted at this meeting that we, the Board of Directors, form ourselves into a correspondence committee to the Michigan Tradesman and that we also thank Brother Stowe for the offer of the columns of the Tradesman and services already rendered.

An assessment of \$2 was ordered levied on the Association, to be called May 1 and to close May 31.

An order was authorized to be drawn on the Treasurer for \$30 for stamps for the Secretary.

Moved and supported that we designate the fourth Friday and Saturday, Aug. 23 and 24, 1907, as the date for our next annual convention, to be held in Saginaw. Adopted.

The following death claims were al-

lowed and warrants drawn to pay same: Anna M. Patton, claim of W. H. Patton, Chicago, Ill.; Esther E. Stone, claim of O. D. Stone, Billings, Montana; Eliza M. Sutliff, claim of C. H. Sutliff, Lansing; Annie L. Wells, claim of C. J. Wells, Detroit; Clara A. Perry, claim of A. E. Perry, Pontiac.

An order was authorized to be drawn on the Treasurer for \$50 for ten weekly payments of \$5 each from the relief fund for W. A. VanAlstine.

The following bills were allowed and orders drawn on the Treasurer to pay the same:

Sundries for Secretary\$ 5 66
Secretary's salary 62 25
Treasurer's salary 24 90
Expense of Board meeting .. 44 08

Moved and supported that an order be drawn on the Treasurer for \$4 from the relief fund to pay assessments Nos. 1 and 2 for W. A. VanAlstine. Carried.

Moved and supported that we adjourn to meet at the Secretary's office June 1. Carried.

It may be of interest to the commercial travelers, whether members of the M. K. of G. or not (if not members to know they are most cordially invited to become members), to know that the Association is looking forward to the year 1907 as being one of the most prosperous years in the history of our organization. While it is conceded by all insurance companies that the death rate has been high the past year, the same will apply to our organization. Our death rate has also been high.

I wish to state that all claims to date have been paid and that our organization does not owe one cent, all due to the promptness of our noble hearted brothers, who stand ever ready to respond to the needs of a brother who has been called from his last trip to the final resting place.

We have enjoyed a remarkably fine increase in membership the past year. We have added eighty-one active members to our list since January 1, and we are looking forward to a still greater increase in membership.

Frank L. Day, Sec'y.

Programme for the Gideon State Convention.

Detroit, March 19—The programme for the sixth annual convention of Michigan Gideons, to be held at the Central M. E. church, Detroit, April 27 and 28, is as follows:

Saturday Afternoon.

Convention called to order by State President H. F. Huntley.

Singing, conducted by C. F. Louthain.

Prayer by Chaplain, Harry Mayer.

Reading of minutes by Secretary.

Report of State Secretary and Treasurer.

Recommendations from the State Executive Committee.

Report of local camps.

President's annual address.

Unfinished business.

New business.

Election of State officers.

General discussion of Gideon work.

Closing hymn.

Saturday Evening.

Gideon camp fire, Frank A. Ver-

nor, Moderator.

Ten minute song service, led by C. F. Louthain.

Prayer by Chaplain, Harry Mayer.

Scripture by Watson R. Smith.

Address of welcome, Thomas G. Adams.

Response, John A. Sherick.

Our National President, Chas. M. Smith.

Short addresses by visiting brothers.

Sunday, 9 a. m.

Quiet hour, praise and testimony, led by S. G. Pierce.

Singing, led by Harry Mayer.

Sunday, 10:30 a. m.

First Baptist church, Chas. M. Smith, Eugene J. Fogell, Frank A. Vernor, D. W. Johns, F. H. Frost,

S. T. Kinsey, W. F. Parmelee, L. B. Langworthy, C. E. Walker, H. F. Huntley.

Central M. E. church, Charles M. Smith, Harry Mayer, C. F. Louthain,

L. R. Russell, G. A. Fricke, L. Vandelinder, Ray Blakeman, W. R. Smith, S. G. Pierce.

First Presbyterian church, George D. Lyford, Kirk S. Dean, W. D. VanSchaack, Herbert W. Beals, J. A. Sherick, L. H. Richardson, Jacob J. Kinsey, Aaron B. Gates.

3:30 p. m.

First Baptist church, men's mass meeting, Charles M. Smith, leader.

Fifteen minute song service, led by C. E. Louthain.

Fifteen minute talk by member of Lansing W. C. T. U.

7:30 p. m.

Central M. E. church, union rally.

Song service, led by C. F. Louthain.

Moderator.

Prayer by W. P. French, pastor.

Scripture reading by L. R. Russell.

The Gideons will stand at the reading. "And they stodd every man in his place."

Short addresses by Gideons.

Praise and testimony service, led by L. Vandelinder.

Gideon Circle, "God be with us till we meet again."

Benediction.

A. B. Gates, Sec'y.

Gripsack Brigade.

M. E. Truit, who has represented the Hirth-Krause Co. several years in Central Michigan territory, has engaged to cover Southern Michigan and Northern Indiana for the Hamilton-Brown Shoe Co., of St. Louis, Mo. He will continue to reside at Battle Creek.

Chas. E. Fleming has been engaged to cover Central Michigan territory by the Hirth-Krause Co. Mr. Fleming was formerly engaged in the retail shoe business at Vermontville, his father having been one of the pioneer shoe dealers of Central Michigan. For the past year Mr. Fleming has been in charge of the shoe stock of a department store in Battle Creek. Few men on the road possess a more intricate knowledge of the shoe business than he does. He will make his headquarters at Battle Creek.

Some little regret is expressed over the delay in repealing the Baillie law, but, as the delay is due wholly to the efforts of the two railway lobbyists maintained in Lansing this winter by the G. R. & I. and the Pere Mar-

quette, and as there is no sentiment back of these men—only a well-filled pocketbook—it goes without saying that when the Legislature once takes up the repeal of the measure it will make short work of the feature. This law has been denounced as infamous by everyone who has had the matter brought to his attention, unless he is dominated by corporate interests, and it will probably be a long time before the railroads will be able to secure the enactment of another law by surreptitious methods such as were employed last session when the Baillie law was born.

The Tradesman feels that it owes an apology to the traveling fraternity of Michigan for suggesting the employment of a lawyer to represent them at the hearing on the two cent bill at Lansing. As a matter of fact, the traveling men did not appear to need a lawyer half as bad as the railroads did. They have been matched against the railroad representatives on two occasions and have come out first best both times. Even the railroad men admit that they stand no show when they are pitted against the best speakers in the traveling fraternity. The hearing last Thursday was attended by about forty representatives of the fraternity, gathered from different parts of the State. They met with Governor Warner and Railway Commissioner Glasgow the evening before and decided upon what line of argument each man should take. They carried out their parts so well that all the honors were theirs and the railroad men frankly admitted that they had lost ground by getting in the game. A final hearing on the bill will be held next Monday at 2:30 p. m. in order that the Pere Marquette and the Michigan Central may be heard. However, the Tradesman has no idea that the Michigan Central people will put in an appearance, because it has been conceded all along that they were in favor of the law. Such, at least, is the inference to be drawn from the statement of Mr. Daly to the editor of the Michigan Tradesman in his office in New York City last December. The present plan is to complete the final hearing Monday afternoon and report the bill of the Committee Monday evening, so that it can be passed by the Senate Tuesday. It will then go to the House, which will probably enact it within a week and, from present indications, it will take Governor Warner about twelve minutes to sign it. It is understood that seventy-three of the members of the House have volunteered to vote for the bill, although it requires only fifty-one votes to adopt it. About the only unfortunate feature connected with the campaign is the presence of two railway lobbyists—one employed by the Pere Marquette and the other by the G. R. & I.—who have been doing all they could to defeat the measure. Instead of prejudicing the members against it, however, they have succeeded in strengthening the sentiment in favor of the law. It begins to look as though the presence of a railway lobbyist during a legislative session does a railroad more harm than it does good.



Michigan Board of Pharmacy.
 President—Henry H. Helm, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Mulr, Grand Rapids; Arthur H. Webber, Cadillac.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.

First Vice-President—G. W. Stevens, Detroit.

Second Vice-President—Frank L. Shilley, Reading.

Third Vice-President—Owen Raymo, Wayne.

Secretary—E. E. Calkins, Ann Arbor.

Treasurer—H. G. Spring, Unionville.

Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Spring Advertising Appropriate for Druggists.

March and April are housecleaning months, and it is high time you were making some effort to get your share of the business which goes with the season. If you haven't already done so, fix up a special housecleaning window with ammonia water, sponges, soaps, scrub brushes, a household disinfecting solution, borax, furniture polish, paints, bathroom enamel, etc., and paste on the inside surface at the top a strip of paper six inches wide and as long as the window, with the words, "Housecleaning Needs" printed on with a brush in good, big letters. See, now, that the different articles of your display, which have, of course, been arranged in groups, all have a price on them. You might make a special price on one or two leading articles, such as ammonia, which could bear a sign reading, "Full Pint for 8c," or "These Heavy Scrub Brushes Now 9c," or "This Lot of Serviceable Sponges, Choice, 14c," and so on, or if you prefer, just place a small price card with the figures at which you sell each article regularly.

This done, make a similar display on the case nearest to your wrapping counter and have these properly marked with price tags, and over the whole suspend a half-sheet cardboard sign which reads, "Housecleaning Helps," and the next thing is to prepare your copy for newspaper or circular space. If you don't use your newspaper then get out a neat circular.

Of course, the matter of price is your own affair, and I simply put down a price to fill in, or perhaps to show what I would do, for I am convinced that where you are catering to the housewives as in this instance, it is always a good plan to make the price the feature of your advertisement, and to make it a little below the regular or special season articles, or, rather, advertisements. I don't want to convey the impression here that I believe in slashing prices at any time unless it becomes a necessity in order to protect yourself against competition, but I do maintain that this is a free country on some scores, and one of them is that in advertising a man must use his greatest attraction—price—in order to awaken interest in certain seasonable lines. Do you

suppose, for instance, that the department stores could draw the great attention of the public that they do if they simply advertised a list of articles at so much each? Of course not; it is the new order of things to use one or more articles as a leader to draw the people to your place of business or to direct their attention to other articles in the same line.

One of the season's needs will soon be insect powder, insect gum, bugines and what not, and if you don't make a good liquid preparation of this, then I would suggest that you prepare a bichloride solution in benzine or wood alcohol, or, for that matter, use any of the various formulas for this purpose with which the books are filled and give the preparation a good name, such as "Skinnum's Bugine," or "Bedbug Banisher," or "Insectine," and put up in an eight-ounce, flat ammonia bottle with a squirt top, and you will make a far greater profit than by putting up 10 cents' worth of this and that for your trade. Fix up fifty or one hundred bottles and make a window display of this alone, or you may add insect powder and gum, rat poison and a general window, if you prefer, and make a second display on the counter or case and put a neat sign over it to read: "Insectine Destroys Bedbugs—Young and Old; 24c," and then run an advertisement in your paper or send out some circulars.

Another good window display at this season can be made of flower or garden seeds, if you sell them. Get from your home, or wherever best obtainable, some few plants in full bloom and arrange at either end of your window on raised boxes or pyramids and scatter your packages of seeds in the center of the window, or if you have only a case, place this in the center and arrange the plants around it; over the whole suspend a half-sheet cardboard sign and have printed in heavy letters these words: "Flower and Garden Seeds That Come Up—5c and 10c per Package." I believe you will find this pays for any little expense which may be caused by the rent or purchase of plants and for suitable crepe paper, which should be used for covering the window floor; and to add to the attractiveness of the display you might make, say, forty strips of crepe paper one inch wide; attach them to some point in the center of the window, about two feet high, and then carry them to either side in symmetrical rows. Colors should be of any two which blend well, such as violet and white.

Moth Preventive as a Money Maker.

In recent years camphor—which is, and has been, the public's favorite safeguard against moths in laying aside furs and other winter garments for the warm season—has been steadily advancing in price, and is now somewhat beyond the reach of the general public. I have also found during my experience as pharmacist that a serious objection to the so-called "camphor balls," "naphtha flakes," etc., is the disagreeable odor of naphthalin emitted by these preparations.

To remedy these defects I have de-

vised the following simple formula which may interest some of my fellow druggists:

Oil cedar 2 ozs.

Naphtha flakes 15 lbs.

Mix thoroughly.

This I have named "Cedarine," and as the formula shows it is simply a mixture of oil of cedar and naphtha flakes, the former being in itself an effective preventive for moths, and furthermore it destroys, to a marked degree, the objectionable naphthalin odor. It costs less than three cents per pound and is easily sold for fifteen cents per pound or two pounds for twenty-five cents, the price at which I am selling it.

At this time of the year, when the demand for the preparations is especially large, Cedarine finds a ready and profitable sale. To bring it to the attention of my customers I have placed a large wooden box containing about fifteen pounds of the preparation in a conspicuous part of the store. To this I have attached a neatly printed sign bearing the price. Along the sides of the box I have arranged in pyramidal form a quantity of one and two-pound packages put up in attractive cartons. I find that this preparation for moths is not only an excellent seller but also a good advertiser. M. A. Laddon.

The Drug Market.

Opium—Is very firm. Another advance is looked for on account of higher prices in the primary markets.

Morphine—Is unchanged.

Quinine—Is dull at the late decline.

Citric Acid—Has again advanced and is tending higher on account of higher prices for crude material.

Cocoa Butter—Is very firm.

Cod Liver Oil, Norwegian—Has advanced about \$7 per barrel. Higher price is looked for this year on account of the small crop.

Balsam Copaiba—Has again advanced and is tending higher.

Juniper Berries—Are very firm and tending higher.

Oil Lemon—Has again advanced and is tending higher.

Oil Cassia—Has advanced on account of scarcity.

Oil Sweet Almonds—Has advanced.

Gum Camphor—Is very firm at advance of 4c and is tending higher.

Cloves—Are very scarce and have advanced.

He Had References By the Score.

Recently a stranger walked into the railway mail service headquarters in Chicago and asked for a job weighing mails, the work of which will commence some time within the next two months.

Judging from the number and variety of letters that he was able to show the stranger had worked in about every country of the civilized world. He had letters from officials in high positions in great seaports on both sides of the Atlantic and the Pacific oceans.

The feature that seemed to stand out in the queer exhibit made by the applicant was that evidently he had given satisfaction in scores of different jobs, the writers testified to both his moral character and his abilities as a worker in many lines.

Despite all these facts, notwithstanding the apparent force of his testimonials and with all of the boasted prosperity that attends the industrial concerns, this man fairly plastered with letters of praise was out of a job, and in this application Uncle Sam did not accept his services.

Here was a rolling stone that had rolled in all kinds of moss, could have remained where there was good picking, but had spent nearly a whole lifetime looking around for different kinds, and still is following the same intent. He evidently had passed the fiftieth year of his life. J. L. Graff.

At least the man who says witty things gets a lot of self-approval.

Some men marry widows so they won't have to buy new furniture.

Easter Post Cards

Eighteen appropriate designs, flowers, chicks, rabbits, etc., assorted 100 in box. Beautifully embossed.

Price, \$1.25 per 100

FRED BRUNDAGE
 Wholesale Drugs and Stationery
 MUSKEGON, MICHIGAN

THE FIRST THOUGHT

of the young man starting our courses is why he wasn't wise sooner. Our graduates secure and hold excellent positions.

Commercial School
 75, 83 Lyon St.
 Grand Rapids, Mich.

10,000,000 Post Cards

Will be sold in Michigan this year.

Will you sell your share?

We have the most complete line in the country and are making prompt shipments.

A fine assortment for five dollars, including display stand.

WILL P. CANAAN

105 Ottawa St.

Grand Rapids, Mich.

~~Advanced—~~
Advanced—Citric Acid, Oil Peppermint, Camphor.

Scillae Co	50
Tolutan	50
Prunus virg	50
Tinctures	
Anconitum Nap'sR	50
Anconitum Nap'sF	60
Aloes	50
Arnica	50
Aloes & Myrrh	50
Asafoetida	50
Atrope Belladonna	50
Aurant Cortex	50
Benzoin	50
Benzoin Co	50
Barosma	50
Cantharides	75
Capsicum	50
Cardamon	75
Cardamon Cr	75
Castor	1 00
Catechu	50
Cinchona	50
Cinchona Co	50
Columba	50
Columbae	50
Cassia Acutifol	50
Cassia Acutifol Co	50
Digitalis	50
Ergot	50
Ferri Chloridum	35
Gentian	50
Gentian Co	50
Guilac	50
Guilac ammon	50
Hyocysamus	50
Iodine	75
Iodine, colorless	50
Kino	50
Lobelia	50
Myrrh	50
Nux Vomica	50
Opil	75
Opil, camphorated	50
Opil, deodorized	1 50
Quassia	50
Rhatany	50
Rhei	50
Sanguinaria	50
Serpentaria	50
Stromonium	50
Tolutan	50
Valerian	50
Veratrum Veride	50
Zingiber	20
Miscellaneous	
Aether, Spts Nit 3f	30¢ 35
Aether, Spts Nit 4f	34¢ 38
Alumen, grd po 7	3¢ 4
Anatto	40¢ 50
Antimoni, po	4¢ 5
Antimoni et po T	40¢ 50
Antipyrin	25¢ 25
Antifebrin	20¢ 20
Argent Nitras oz	58¢ 58
Arsenicum	10¢ 12
Balm Gilead buds	60¢ 65
Bismuth & N...	1 85¢ 91
Calcium Chlor 1s	9¢ 9
Calcium Chlor, 1/2s	10¢ 10
Calcium Chlor 1/4s	12¢ 12
Cantharides, Rus	21¢ 75
Capsici Fruc's af	20¢ 20
Capsici Fruc's po	22¢ 22
Capl Fruc's B po	15¢ 15
Carphyllus	24¢ 26
Carmin, No. 40.	2¢ 25
Cera Alba	50¢ 55
Cera Flava	40¢ 42
Crocus	1 30¢ 40
Cassia Fructus	35¢ 35
Centraria	10¢ 10
Cateacum	35¢ 35
Chloroform	34¢ 54
Chloro'm Scrbbs	90¢ 90
Chloral Hyd Crsbl	35¢ 61
Chondrus	20¢ 25
Cinchonidine P-W	38¢ 48
Cinchonid'e Germ	38¢ 48
Cocaine	3 05¢ 30
Corks list D P Ct.	75¢ 75
Creosotum	4¢ 45
Creta	75¢ 2
Creta, prep	2¢ 2
Creta, precip	9¢ 11
Creta, Rubra	8¢ 8
Crocus	1 00¢ 11
Cudbear	24¢ 24
Cupri Sulph	8 1/2¢ 12
Dextrine	7¢ 10
Emery, all Nos.	6¢ 8
Emery, po	6¢ 6
Ergota	65¢ 65
Ether Sulph	70¢ 88
Flake White	12¢ 15
Galla	23¢ 23
Gambler	80¢ 90
Gelatin, Cooper	60¢ 60
Gelatin, French	35¢ 60
Glassware, fit box	75¢ 75
Less than box	70¢ 70
Glue, brown	11¢ 13
Glue white	15¢ 25
Glycerine	13 1/2¢ 20
Grua Paradiis.	90¢ 90
Humulus	35¢ 60
Hydrarg Ch. Mt	60¢ 60
Hydrarg Ch Co	85¢ 85
Hydrarg Ox Ru'm	91¢ 91
Hydrarg Ammo'l	91¢ 10
Hydrarg Ungue'm	50¢ 60
Hydrargyrum	75¢ 75
Ichthyobolla, Am.	90¢ 91
Indigo	75¢ 91
Iodine, Resubl	3 25¢ 30
Iodoform	3 90¢ 40
Lupulin	40¢ 40
Lycopodium	70¢ 75

Liquor Arsen et		Rubia Tinctorum	12@	14	Vanilla	.....9	00@	
Hydrarg Iod	@ 25	Saccharum La.s.	22@	25	Zinci Sulph	.....	7@	8
Liq Potass Arsenit	10@ 12	Salacin	4	50@ 4				
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@	50		Oils		
Magnesia, Sulph bbl	@ 15	Sapo, W	13@	16	Whale, winter	..	7@	gal
Mannia, S F	45@ 60	Sapo, M	10@	12	Lard, extra	....	70@	80
Menthol	2 90@ 30 00	Sapo, G	10@	15	Lard, No. 1	....	60@	65
Morphia, S P & W 2	45@ 70	Seidlitz Mixture	20@	22	Linsed, pure raw	42@	45	
Morphia, S N Y 2	45@ 70	Sinapis	@ 18	18	Linsed, boiled	....	43@	46
Morphia, Mal.	2 45@ 70	Sinapis, opt	@ 30	30	Neat's-foot, w str	65@	70	
Morphia, Canton.	@ 40	Snuff, Maccaboy,			Spts. Turpentine	....Market		
Myristica, No. 1	25@ 30	DeVoës	@ 51	51		Paints		
Nux Vomica po 15	@ 10	Snuff, S'h DeVo's	@ 51	51	Red Venetian	....1 1/2	2 @ 3	
Os Sepia	25@ 28	Soda, Boras	9@ 11	11	Ochre, yel Mars	1 1/2	2 @ 3	
Pepsin Saac, H &		Soda, Boras, po	9@ 11	11	Ocre, yel Ber	....1 1/2	2 @ 3	
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28	28	Putty, comm'r	2 1/2	2 1/2 @ 3	
Picis Liq N N 1/2		Soda, Carb	1 1/4@ 3	5	Putty, strictly	pr 2 1/2	2 1/2 @ 3	
gal doz	@ 2 00	Soda, Bi-Carb	3@ 4	5	Vermillion, Prime			
Picis Liq qts	@ 1 00	Soda, Ash	3 1/2@ 2	2	American	....13	80	15
Picis Liq pints	@ 60	Soda, Sulphas	@ 2	2	Vermillion, Eng.	75@	80	
Pil Hydrarg po 80	@ 15	Spts, Cologne	@ 2 60	55	Green, Paris	24	@ 30	
Piper Nigra po 22	@ 15	Spts, Ether Co.	50@ 55	55	Green, Peninsular	18@	16	
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00	00	Lead, red	.....7 1/4	7 1/4	
Pix Burgum	@ 8	Spts, Vinl Rect bbl	@ 10	10	Lead, white	.....7 1/4	7 1/4	
Plumbi Acet	12@ 15	Spts, V'l Rect 1/2 b	@ 10	10	Whiting, white S'n	.....	9@	95
Pulvis Ip'c et Opil	1 30@ 1 50	Spts, V'l R't 10 gal	@ 10	10	Whiting, Gliden	.....	9@	95
Pyrethrum, bxs H		Spts, V'l R't 5 gal	@ 10	10	White, Paris Amr	.....	9@	95
& P D Co. doz	@ 75	Strychnia, Crystl	1 05@ 1 2f	4	Whit'g Paris Eng	.....	9@	95
Pyrethrum, pv	20@ 25	Sulphur Subl	2 1/2@ 4	4	Universal Prep'd	1 10@ 1 2f	2f	
Quassiae	@ 10	Sulphur, Roll	2 1/2@ 3 1/2	3 1/2				
Quina, S P & W	21@ 31	Tamarinds	8@ 10	10		Varnishes		
Quina, S Ger	21@ 31	Terebinth Venice	28@ 30	30	No. 1 Turp Coachl	10@ 1 20	20	
Quina, N. Y.	21@ 31	Theobromae	65@ 70	70	Extra Turp	1 60@ 1 80	80	

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col

1

2

Ammonia

Axle Grease

Baked Beans

Bath Brick

Bluing

Brooms

Brushes

Butter Color

Candles

Canned Goods

Carbon Oils

Catsup

Cereals

Cheese

Chewing Gum

Chicory

Chocolate

Clothes Lines

Cocoa

Cocoanut

Cocoa Shells

Coffee

Confections

Crackers

Cream Tartar

Dried Fruits

Farinaceous Goods

Fish and Oysters

Flashing Tackle

Flavoring extracts

Fresh Meats

Gelatine

Grain Bags

Grains and Flour

Herbs

Hides and Pelts

Jelly

Lioorice

Matches

Meat Extracts

Mince Meat

Molasses

Mustard

Nuts

Olives

Pipes

Pickles

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Potash

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Rice

Salad Dressing

Saleratus

Salt Soda

Salt

Salt Fish

Seeds

Shoe Blacking

Snuff

Soap

Soda

Soups

Spices

Starch

Syrups

Tea

Tobacco

Twine

Vinegar

W

Wick

Woodenware

Wrapping Paper

Y

Yeast Cake

Oysters

Plums

Peas

Marrowfat

Early June

Early June Sifted

Peaches

Yellow

Pineapple

Grated

Sliced

Pumpkin

Fair

Good

Fancy

Gallon

Raspberries

Standard

Russian Caviar

1/4 lb. cans

1/2 lb. cans

1 lb. cans

Col'a River, tails

Col'a River, flats

Red Alaska

Pink Alaska

Sardines

Domestic 1/4s

Domestic, 1/2s

Domestic, Must'd

California, 1/4s

California, 1/2s

French, 1/4s

French, 1/2s

Shrimps

Standard

Fair

Good

Fancy

Standard

Fancy

Tomatoes

Fair

Good

Fancy

Gallons

CARBON OILS

Barrels

Perfection

Water White

D. S. Gasoline

Gas Machine

Devor'd Nap'a

Cylinder

Engine

Black, winter

CEREALS

Breakfast Foods

Bordeaux Flakes, 36 lb.

Cream of Wheat, 36 lb.

Egg-O-See, 36 pkgs.

Evello Flakes, 36 lb.

Excello, large pkgs.

Force, 36 2 lb.

Grape Nuts, 2 doz.

Malta Ceres, 24 lb.

Malta Vita, 36 lb.

Malt-Flake, 36 lb.

Pillsbury's Vitos, 3 dz.

Ralston, 36 2lb.

Sunlight Flakes, 36 lb.

Sunlight Flakes, 20 lbs

Vigor, 36 pkgs.

Voigt Cream Flakes

Zest, 20 2lb.

Zest, 36 small pkgs.

Crescent Flakes

One case

Five cases

One case free with ten cases.

One-half case free with 5 1/2 cases.

One-fourth case free with 2 1/2 cases.

Freight allowed.

Rolled C's

Rolled Avenna, bbl.

Steel Cut, 100 lb. sacks

Monarch, bbl.

Monarch, 90 lb. sacks

Quaker, 18-2

Quaker, 20-5

Cracked Wheat

Bulk

24 2 lb. packages

CATSUP

Columbia, 25 pts.

Columbia, 25 1/2 pts.

Snider's quarts

Snider's pints

Snider's 1/2 pints

CHEESE

Acme

Carson City

Erie

Hobart

Imperial

Brick

Laiden

Limburger

Pineapple

Sap Sago

Swiss, domestic

Swiss, imported

CHEWING GUM

American Flag Spruce

Beaman's Pepsin

Madam

Best Pepsin

Best Pepsin, 6 boxes

Black Jack

Largest Gum Made

Sen Sen

Sen Sen

Sen Sen Breath Perf.

Sugar Loaf

Yucatan

CHICORY

Bulk

Red

Eagle

Franc's

Schenner's

CHOCOLATE

Walter Baker & Co.'s

German Sweet

Premium

Vanilla

Caracas

Eagle

Walter M. Lowney Co.

Premium, 1/4s

Premium, 1/2s

COCOA

Baker's

Cleveland

Colonial, 1/4s

Colonial, 1/2s

Epps

Huyler

Lowney, 1/4s

Lowney, 1/2s

Lowney, 1s

Van Houten, 1/4s

Van Houten, 1/2s

Van Houten, 1s

Webb

Wilbur, 1/4s

Wilbur, 1/2s

COCOANUT

Dunham's 1/4s & 1/2s

Dunham's 1/4s

Dunham's 1/2s

Bulk

COCOA SHELLS

20lb. bags

Less quantity

Pound packages

COFFEE

Rio

Common

Fair

Choice

Fancy

Santos

Common

Fair

Choice

Fancy

Peaberry

Maracaibo

Mexican

Guatemala

Java

African

Fancy African

O. G.

P. G.

Mocha

Arabian

New York Basis

Arbuckle

Dilworth

Jersey

Lion

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Holland, 1/2 gro boxes

Felix, 1/2 gross.

Hummel's foil, 1/2 gro.

Hummel's tin, 1/2 gro.

National Biscuit Company

Brand

Butter

Seymour, Round

N. B. C. Square

Soda

Select Soda

Saratoga Flakes

Zephyrette

N. B. C. Oyster

N. B. C. Round Salted

Faust, Shell

Sweet Goods.

Boxes and cans

Animals

Atlantic, Assorted

Bagley Gems

Cartwheels

Current Fruit

Cracknels

Dixie Cookie

Frosted Cream

Fluted Cocoanut

Fruit Tarts

Ginger Gems

Graham Crackers

Ginger Snaps, N. B. C.

Ginger Midgets

Hippodrome

Honey Cake, N. B. C.

Honey Fingers, As. Ice

Honey Jumbles

Household Cookies

Household Cookies Iced

Iced Honey Crumpets

Imperial

Iced Honey Flake

Iced Honey Jumbles

Island Picnic

Jersey Lunch

Kream Klips

Lady Fingers

Lem Yem

Lemon Gems

Lemon Biscuit, Square

Lemon Wafer

Lemon Cookie

Mary Ann

Marshmallow Walnuts

Mariner

Molasses Cakes

Mohican

Mixed Picnic

Mich. Frosted Honey

Newton

Nu Sugar

Nic Nacs

Oatmeal Crackers

Orange Gems

Penny Cakes, Assorted

Pretzels, Hand Md.

Pretzellettes, Hand Md.

Pretzellettes, Mac. Md.

Raisin Cookies

Revere, Assorted

Richwood

Rube

Scotch Cookies

Snow Creams

Sugar Krisp

Spiced Gingers

Spiced Gingers Iced

Spiced Sugar Tops

Sultana Fruit

Sugar Cakes

Sugar Squares, large or small

Superba

Sponge Lady Fingers

Sugar Crimp

Vanilla Wafers

Waverly

Zanzibar

In-er Seal Goods

Per doz.

Almond Bon Bon

Albert Biscuit

Animals

Bremner's But Wafers

Butter Thin Biscuit

Cheese Sandwich

Cocoanut Dainties

Cocoanut Macaroons

Cracker Meal

Faust Oyster

Fig Newton

Five O'clock Tea

Frotana

Ginger Snaps, N. B. C.

Graham Crackers

Lemon Snap

Oatmeal Crackers

Oysterettes

Old Time Sugar Cook.

Pretzellettes, Hd Md.

Royal Toast

Saltine

Saratoga Flakes

Social Tea

Soda, N. B. C.

Soda, Select

Sponge Lady Fingers

Sultana Fruit Biscuit

Uneeda Biscuit

Uneeda Jinjer Wayfer

Uneeda Milk Biscuit

Vanilla Wafers

Water Thin

Zu Zu Ginger Snaps

Zwieback

CREAM TARTAR

Barrels or drums

Boxes

Square cans

Fancy caddies

DRIED FRUITS

Apples

Sundried

Evaporated

Apricots

California Prunes

100-125 25lb. boxes.

99-100 25lb. boxes.

80-90 25lb. boxes.

70-80 25lb. boxes.

60-70 25lb. boxes.

50-60 25lb. boxes.

40-50 25lb. boxes.

30-40 25lb. boxes.

1/4c less in 50lb cases

Corsecan

Currants

Imported bulk

Peel

Lemon American

Orange American

Dried Lima

Med. Hd. Pk'd.

Brown Holland

Farina

24 1lb. packages

Bulk, per 100 lbs.

Hominy

Flake, 50lb. sack

Pearl, 200lb. sack

Pearl, 100lb. sack

Maccaroni and Vermicelli

Domestic, 10lb. box

Imported, 25lb. box

Pearl Barley

Common

Chester

Empire

Peas

Green, Wisconsin, bu.

Green, Scotch, bu.

Split, lb.

Sago

East India

German, sacks

German, broken pkg.

Tapoca

Flake, 110 lb. sacks

Pearl, 130 lb. sacks

Pearl, 24 lb. pkgs.

FLAVORING EXTRACTS

Foots & Jenks

Coleman's Van. Lem.

2 oz. Panel

3 oz. Taper

No. 4 Rich. Blake

Jennings D. C. Brand.

Terpeneless Ext. Lemon

No. 2 Panel

No. 4 Panel

No. 6 Panel

Taper Panel

2 oz. Full Meas.

2 oz. Full Meas.

4 oz. Full Meas.

Jennings D C Brand

Extract Vanilla

No. 2 Panel

No. 4 Panel

No. 6 Panel

Taper Panel

1 oz. Full Meas.

2 oz. Full Meas.

4 oz. Full Meas.

No. 2 Assorted Flavors

GRAIN BAGS

Amoskeag, 100 in bale

Amoskeag, less than bl

GRAINS AND FLOUR

Wheat

No. 1 White

No. 2 Red

Winter Wheat Flour

Local Brands

Patents

Second Patents

Straight

Second Straight

Clear

Graham

Buckwheat

Rye

Subject to usual cash discount.

Flour in barrels, 25c per barrel additional.

Worden Grocer Co.'s Brand

Quaker, paper

Quaker, cloth

Wykes & Co.

Eclipse

Golden Hard Wheat Flour

Judson Grocer Co.

Fanchon, 1/8 cloth

Spring Wheat Flour

Roy Baker's Brand

Golden Horn, family.

Golden Horn, baker's.

Calumet

Wisconsin Rye

Judson Grocer Co.'s Brand

Ceresota, 1/8s

Ceresota, 1/4s

Ceresota, 1/2s

Lemon & Wheeler's Brand

Wingold, 1/8s

Wingold, 1/4s

Wingold, 1/2s

Pillsbury's Brand

Best, 1/8s cloth

Best, 1/4s cloth

Best, 1/2s cloth

Best, 1/4s paper

Best, 1/2s paper

Best, wood

Worden Grocer Co.'s Brand

Laurel, 1/8s cloth

Laurel, 1/4s cloth

Laurel, 1/2s & 1/4s paper

Laurel 1/2s

Wykes & Co.

Sleepy Eye, 1/8s cloth.

Sleepy Eye, 1/4s cloth.

Sleepy Eye, 1/2s cloth.

Sleepy Eye, 1/4s paper.

Sleepy Eye, 1/2s paper.

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'ng 23 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linseed Meal 30 00 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 21 00 Brewers Grains 23 00 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 45 Less than carlots 46 Corn Carlots 49 Less than carlots 51 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@4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 3 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle ... 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case ... 2 75 MUSTARD Horse Radish, 1 dz. ... 1 75 Horse Radish, 2 dz. ... 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 65 Bulk, 5 gal. kegs 1 65 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 23 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 75 No. 98 Gold satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 19 50 Clear Back 19 50 Short Cut 19 50 Short Cut Clear 18 50 Bean 16 00 Brisket, clear 20 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 1/2 Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average. 14 1/2 Hams, 14 lb. average. 14 1/2 Hams, 16 lb. average. 14 1/2 Hams, 18 lb. average. 14 1/2 Kinned Hams 15 Ham, dried beef sets. 15 California Hams 10 Picnic Boiled Hams 15 1/2 Boiled Ham 22 Berlin Ham, pressed. 8 1/2 Mince Ham 9 Lard Compound 9 Pure Intercies 10 1/2 80 lb. tubs.....advance 1/2 60 lb. tubs.....advance 1/2 50 lb. tins.....advance 1/2 20 lb. pails.....advance 1/2 10 lb. pails.....advance 1/2 5 lb. pails.....advance 1/2 8 lb. pails.....advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterline Solid dairy 10 @ 16 Country Rolls 10 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 30 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4 45 Potted ham, 1/2 85 Deviled ham, 1/4 45 Deviled ham, 1/2 85 Potted tongue, 1/4 45 Potted tongue, 1/2 85 RICE Fancy 7 Japan 5 1/2 Broken 3 3/4 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 25 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 1/2 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 7 Small whole 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock 4 1/2 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, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 1 65 Mess, 8lbs. 1 36 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 9 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 1 00 Cardamom, Malabar 1 00 Celery 4 1/2 Hemp, Russian 4 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 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 50 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. Wisley 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 Seapine 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 Rin-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, Amboyana 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 5 @ 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 25 Half Barrels 25 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice .38 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 13 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 44 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 35 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, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kila Dried 21 Duke's Mixture 40 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 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 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 35 Self Binder, 16oz. 8oz. 20-22 Silver Foam 32 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide b d 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 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 3 79	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 25 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 25 Paper, Eureka 25 Fibre 20 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 00 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 Per lb. Jumbo Whitefish 16 No. 1 Whitefish 14 Trout 15 Halibut 13 1/2 Ciscos or Herring 10 Bluefish 12 Live Lobster 45 Boiled Lobster 45 Cod 14 Haddock 12 1/2 Pickerel 12 1/2 Pike 11 Perch, dressed 12 1/2 Smoked, White 12 1/2 Red Snapper 16 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 Lambs 1 00 @ 1 75 Shearings 50 @ 1 00 Tallow No. 1 5 1/2 No. 2 4 1/2 Wool Unwashed, med. 23 @ 25 Unwashed, fine 20	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 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 Rubbon 10 Broken 7 1/2 Cut Loaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 11 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 60 Chocolate Drops 65 H. M. Choc. Drops 90 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 Asstmt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 00 Ten Strike, Summer as- s'tment 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 30 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulick 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona .17 Almonds, Avica Almonds, California sft. shell Brazil 15 @ 17 Pickers 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 @ 41 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

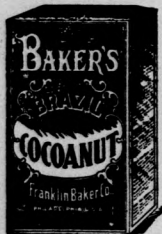
CIGARS



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
Puritinos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef
Carcass5 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds6 1/2 @ 7 1/2
Chucks5 @ 6 1/2
Plates4 @ 4 1/2
Livers3 @ 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
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 60

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.



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1/4 to 2 in.7
1/4 to 2 in.9
1/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

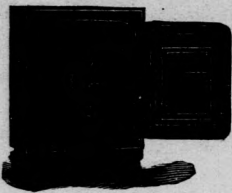
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



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

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it. Send for Catalogue J.

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Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

G. R. & I. LOW RATE

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To many points in the South, Southwest,
Southeast, West and Northwest.

TICKETS on sale March 5 and 19,
April 2 and 16.

ONE-WAY SPECIAL SECOND- CLASS TICKETS TO PACIFIC COAST

And many Intermediate Points in the NORTH-
WEST are on sale daily during March and April.
TICKETS To the WEST, SOUTH-
WEST, SOUTH and
SOUTHEAST will be sold on March 5 and
19 and April 2, 9, 16, 23 and 30. Ask your Local
Agent for full particulars. Address

E. C. HORTON, C. L. LOCKWOOD,
Trav. Passenger Agent Gen'l Passenger Agent
Grand Rapids, Mich. Grand Rapids, Mich.

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Chloroform,
Knife or Pain

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

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THE
Keeley
Cure

LIQUOR
MORPHINE
27 Years Success

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Made by

Tradesman Company

Grand Rapids, Mich.

Credit Sales Handled as Fast as Cash Sales

With the McCASKEY ACCOUNT REGISTER you can
handle CREDIT SALES as fast as CASH SALES.

It absolutely does away with ALL copying and posting.

It gives you complete INFORMATION regarding every
detail of your business.

You have a complete RECORD of the standing of each
customer's account.

NO forgetting to charge goods. It COMPELS your
CLERKS to be careful and accurate.

Adapted for use in ALL kinds of business.

Made in a large variety of styles and sizes running from
the small register of 100 accounts up to large ones of 3,000
accounts and over.

A postal will bring you complete information.

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

J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan

Agencies in all Principal Cities

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Rare business opportunity. To rent. A hardware store where trade has been established for years. Located in one of Michigan's banner towns. Address F. B. Whitehead, Mt. Pleasant, Mich. 691

Must sell at once, up-to-date stock general merchandise; account of other business. Stock reduced about \$45,000. Will lump it off at \$2,100 or will sell at inventory. Last year's business \$30,000. Best farmers and factory town in this State. Remember, best location and leading store of the town. Address No. 690, care Tradesman. 690

Bazaar For Sale—As I am about to retire from business, will sell my stock, fixtures, showcases and also rent building. Stock reduced to about \$600 or \$700. This is an old-established bazaar business which has been in same hands for 16 years. I have good trade. For particulars enquire on premises, 311 Franklin Avenue, E., No. Lansing, Mich. Mrs. E. A. Atkins. 689

For Sale—Two money-making hotels, drug, hardware, tailor and livery businesses. All in good live Michigan villages and cities. Everyone a bargain. Benham & Wilson, Real Estate & Investment Brokers, Hastings, Mich. 686

For Sale—A clean up-to-date stock of shoes, clothing, men's furnishings, hats, caps, etc. Have just taken inventory. Stock and fixtures invoice \$3,500. Will sell everything complete for \$2,500 or would be willing to form partnership with reliable party. \$1,500 for half interest. Address Gavin W. Telfer, Big Rapids, Mich. 685

Young man having good commercial education and business experience would like a position as manager or will buy half interest in general store. First-class reference. Box 484, Cedar Rapids, Iowa. 684

Big Bargain—\$140 cash buys Henniman coffee roaster, good as new. Cost \$400. Capacity 50 lbs. Splendid for window display advertising. R. M. Chapman, Grocer, 732 Nicollet Ave., Minneapolis, Minn. 677

For Sale—\$2,000 bazaar stock. Good city of 5,000. Bargain for cash if taken at once. Address Lock Box 280, Boyne City, Mich. 676

For Sale—Building suitable for manufacturing purpose. Address No. 681, care Michigan Tradesman. 681

For Sale—Clean stock drugs, wallpaper, paints and oils, invoicing about \$2,000. No competition within 6 miles. Good farming country. Full prices. Established 20 years. Rent low, good reason for selling. Terms to suit. Address "Drugs," care Tradesman. 679

For Sale—One of the best located general stores in the Arkansas Valley east of Pueblo, Colo. Investigate. Address S. H. Longmoor, Nepesta, Colo. 678

Let us sell your business, no matter where located or what line. Benham & Wilson, Real Estate & Investment Brokers, Hastings, Mich. 687

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

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

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

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

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

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



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No matter where located if you want to buy, sell or exchange any kind of business or real estate anywhere at any price write me today. Established 1881.

FRANK P. CLEVELAND, Real Estate Expert
1261 Adams Express Building, CHICAGO, ILL.

For Sale—One set 12 ft., and one set 6½ ft. heavily tinned meat racks with mountings. One lard press, one sausage stuffer, one No. 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

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

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—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—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. All 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

Wanted—To buy stock of clothing, shoes or general stock. Address R. E. Thompson, 427 University Ave., St. Paul, Minn. 583

Gall Stones—Your bilious colic is the result; your physician can not cure you; only one remedy known on earth; harmless but positively cures. Brazilian Remedy Co., Box 2926, Boston, Mass. 573

For 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

Converting stocks into cash, our hobby. Our system will close your business satisfactorily or no pay. All references. G. E. Breckenridge Auction Co., Edinburg, Ill. 608

For Sale—\$1,500 general merchandise, must sell; reason poor health. Bargain if taken at once. Good town, rich country. Write. Address Lock Box 146, La Rose, Ill. 640

For Rent—Two store rooms, 25x100 feet, ground floor, suitable for dry goods or grocery business. A fine opening for a strong firm. Located in the best farming country in Ind. Ter. of 3,000 population. Wood reserve opening two miles west, same to be developed. The heaviest railroad tonnage of any town south of Chickasha to Fort Worth, Texas. For further particulars address E. J. Wyatt, Box 268, Marlow, I. T. 639

Wanted—To buy stock of general merchandise, \$3,000 to \$4,000. Located in small town in Southern Michigan. Address "N," care Tradesman. 630

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—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

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

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. 528, care Michigan Tradesman. 528

For Sale—Pork packing house, capacity 150 hogs per day. Reason for selling, wish to retire. J. H. Copas, Sr., Owosso, Mich. 485

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman. 591

For Sale—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

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

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—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

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

SITUATIONS WANTED

Wanted—Position as stenographer and typewriter by young woman who is not afraid of work. Have had one year's office experience since completing course at business college. Correspondence solicited. Ethel F. Simpson, Reed City, Mich. 683

Wanted—A good steady position as saleslady in dry goods or general store. Five years' experience. Best of references. Address "Saleslady," care Tradesman. 682

A registered pharmacist, experienced, wants position. Address A. R., care Tradesman. 688

HELP WANTED.

Agents wanted to represent us, selling latest improved gasoline lighting device in unoccupied territory. Allen-Sparks Gas Light Co., 412-414 Mich. Ave., East Lansing, Mich. 680

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.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
3 Quires, 240 pages..... 2 50
4 Quires, 320 pages..... 3 00
5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880 invoices. \$2 00

Tradesman Company
Grand Rapids, Mich.

Recent Business Changes in the Buckeye State.

Columbus—Herman Kissell succeeds Samuel Rosen, grocer.

Columbus—Amrine & Winteringer, grocers, are succeeded by M. P. Hoodlet.

Ganges—W. H. Reynolds will continue the general merchandise business formerly conducted by Reynolds & Reynolds.

Medina—C. E. Bowman is the successor of J. D. Dannley, grocer.

Miamisburg—Treon & Cade, hardware men and stove dealers, will change their name to the Cade Hardware Co.

Nottingham—W. J. Kennedy will continue the general merchandise business formerly conducted by W. J. Kennedy & Bro.

Put-in-Bay—John Hollway & Co. will continue the general merchandise business formerly conducted by John Hollway.

Steubenville—E. W. Smith will continue the business formerly conducted by Griffith & Smith, grocers.

VanWert—The business formerly conducted by the Conn-Balyeat Grocery Co. will be continued by M. A. Conn.

Cleveland—Jos. Soukup will continue the clothing business formerly conducted by Soukup & Hlavin.

Milan—The flour mill business formerly conducted by H. C. Sayles & Son will be continued by G. S. Sayles.

Waterville—C. E. Shafmaster succeeds C. J. Stickney & Co., lumber dealers.

Ashland—T. R. Shinn is succeeded in general trade by Shinn, Stockwell & Co.

Bridgewater—Wm. Strayer is the successor of C. G. Chase, dealer in general merchandise.

Bryan—The clothing business formerly conducted by Russell & Thomas is now being conducted by the Russell & Thomas Co.

Genoa—Fine & Zimmerman succeeds W. Palman in general trade.

Milton—The hardware firm of Longbrake & Thornton is succeeded by Longbrake & Rosenberger.

Norwalk—The Marsh Co. is the successor of Marsh & Bloxham, dry goods merchants.

Columbus—Schuller Bros. succeed Jos. Schuller, jewelers.

Franklin—H. W. Albaugh will continue the drug business formerly conducted by Worley & Albaugh.

North Baltimore—A petition in bankruptcy has been filed by the creditors of B. Kramp & Co., grocers.

Ashtabula—The grocery business formerly conducted by the Geo. L. Van Nastrand Co. will be continued under the style of G. L. Van Nastrand & Co.

Eaton—Wm. Ackerman, dealer in fish, is succeeded by Ackerman Bros.

Marengo—Morehouse & Shoemaker succeed J. W. Morehouse in general trade.

Canton—Mary M. Oliver & Son, dealers in wallpaper, have removed to Akron.

Cleveland—The National Bias Binding & Folding Co. has merged its business into a stock company under

the style of the National Bias Fabric Co.

Tiffin—Harry Baskin will discontinue his general merchandise business.

Tiffin—Harding & Harding will succeed Snyder & Harding, implement dealers.

Waynesfield—O. C. Plummer, dealer in general merchandise, is succeeded by the People's Cash Store Co.

Youngstown—D. L. Manchester will continue the business formerly conducted by Cook & Manchester, meat dealers.

Recent Trade Changes in the Hoosier State.

East Chicago—The creditors of the East Chicago Hardware Co. have filed a petition in bankruptcy.

Elnora—S. Carroll succeeds D. K. Chambers in the grocery business.

Frankton—Sright & Son are the successors of W. B. Noland, dealer in general merchandise.

Waveland—A. J. Wolfe & Co. are removing their stock of general merchandise to Mecca.

Orland—J. G. Parker, of the firm of J. G. Parker & Co., general merchants, is dead.

Indianapolis—J. Papenbrock will continue the dry goods business formerly conducted by Houchin & Papenbrock.

Indianapolis—Hall, Fansler & Co., clothiers, are succeeded by Fansler & Robinson.

Rexville—C. V. L. Orem is the successor of C. L. Hyatt, dealer in general merchandise.

Wabash—W. B. Lowenberg, Son & Co. will continue the queensware business formerly conducted by Mrs. W. B. Lowenberg.

Marion—Thos. F. Fite is succeeded in general trade by Lafferty & Stoderbeck.

Milan—E. S. Adkins succeeds Wm. Kamman in the grocery business.

VanBuren—J. E. Riley, dealer in general merchandise, is succeeded by J. F. Eshelman.

The Repeal of the Baillie Law.

Lansing, March 19—A bill to repeal Tom Baillie's law, passed two years ago, limiting the liability of corporations in personal injury damage suits—a law that cost Tom his re-election for a second term—is before the Senate Judiciary Committee. The Committee was to have begun a public hearing on it at 9 o'clock this morning, but the hearing was postponed one week at the request of Fred W. Stevens, attorney for the Pere Marquette Railroad. The lobbyist of the P. M. system, Simpson, and the grafter of the G. R. & I., Master, have both been very much in evidence here during the past week—both working tooth and nail for the retention of the Baillie law. So far as known these men have not actually corrupted any member of the Legislature, but their presence here is a menace to good government and reports are rife of unlawful propositions they have made to State officials and others.

A young man doesn't think seriously about marriage until after it happens.

Will Manufacture Patent Stovepipe.

Niles, March 19—For the past fortnight President C. R. Smith, of the Business Men's Association, has been negotiating with a newly-organized company, which is to begin the manufacture of patent stovepipe, furnace and conductor pipe. The name of the company is withheld from publication for good and sufficient reasons, but the writer is in a position to state that the officers and directors thereof are men well known in the business world and are thoroughly reliable. The name of the town from which they are coming to Niles is also withheld for the present.

The gentlemen came here unsolicited, and stated that, after considering offers from other towns, they decided among themselves that this city would be the best place for them to locate their plant in, hence they decided to come. They do not come as beggars, but on the contrary have the cash with which to erect buildings and install machinery. However, the Business Men's Association will give them an acre of ground on Wayne avenue, just south of the Garden City Fan Company's plant, which ground they will purchase from G. M. LaPierre.

The company will erect a brick building, 60x60 feet in dimensions, and an ironclad structure to be 40x60 feet. They state that within sixty days after the buildings are completed they will have forty men at work.

Ten thousand dollars of the capital stock has been paid in, and they have this money on hand with which to go ahead. The stovepipe they are to manufacture is locked together at the joints by means of an ingeniously contrived band, and there is no telescoping, as is necessary with the present day stovepipe, hence several inches of pipe is saved on every length used.

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

Buffalo, Mar. 20—Creamery, fresh, 26@29c; dairy, fresh, 20@26c; poor to common, 18@20c; roll, 22@24c.

Eggs—Fancy white, 19c; choice, 17½@18c.

Live Poultry—Springs, 14@14½c; fowls, 14@15c; ducks, 15@16c; old cox, 10c; geese, 10@11c; turkeys, 12@15c.

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

Beans—Pea, hand-picked, \$1.40; marrow, \$2.20@2.25; mediums, \$1.50; red kidney, \$2.25@2.35; white kidney, \$2.25.

Potatoes—White, 40@45c; mixed and red, 38@40c. Rea & Witzig.

Will Campaign Against Impure Food.

Saginaw, March 19—The Retail Grocers' Association held a very enjoyable smoker at G. A. R. hall, Court street, Thursday evening. There were about forty present, a large number of whom were from the East Side. Concerted action was determined on to prevent the sale of adulterated foodstuffs by mail order houses, and a committee was appointed to carry out plans. The first attack will probably be on impure foods. The Asso-

ciation will have the co-operation of the pure food authorities. At a recent meeting in Grand Rapids Geo. M. Dame, one of the State inspectors, stated that he had never picked up any foodstuffs from the three principal mail order houses that satisfied the requirements of the law. He proffered his services to grocers for the analysis of any samples that might be sent him. The Saginaw Association will, among other things, take steps to inform the public as to the character of the foods sold by these houses and will lend its aid to prosecutions whenever it can obtain proof for violations of the law. It was stated that one of the largest mail order houses was considering cutting out its grocery department because of the interference with its business by the enforcement of the pure food regulations.

Wants To Buy Flat Iron Factory.

Ypsilanti, March 17—An offer of \$2,500 has been made by the Ann Arbor Hay Press Co. to the city council for the old flat iron factory. The property includes about two acres of land. The building is occupied now by the United States Steel Whiffletree Co. A committee was appointed to wait upon the representatives of this company to see whether arrangements can be made for its locating somewhere else.

Creamery To Be Enlarged.

Deckerville, March 19—At a meeting of the Union creamery Saturday it was voted to enlarge the creamery here. Thirty feet will be added and additional machinery placed. John Moroe, Noah Davidson and Isaac Graham were selected as a building committee. The Board was authorized to borrow money for this purpose.

C. A. Pitcher, formerly engaged in the drug business at Alanson, has opened a new drug store at Battle Creek. The Hazeltine & Perkins Drug Co. furnished the stock.

We will never know much about the nature of goodness until we know that goodness is natural.

BUSINESS CHANCES.

Wanted—Registered pharmacist, state age, experience, references and salary. Address "Y," care Tradesman. 692

For Sale—One-half interest in good hardware business, 35 miles west of Chicago; good town, 4,000 population. One other hardware store in town. Write for particulars. Preston Hird, St. Charles, Ill. 695

Lumber For Sale—Four cars 1¼ in. clear maple squares, 18 to 24 in. long; eight cars 2¾ in., 17 to 27 in. long. J. S. Goldie, Cadillac, Mich. 694

Wanted—Experienced young man for general store with fair knowledge of dry goods and window trimming. Salary \$10 week. Address Dewey, care Tradesman. 693

COUPON BOOKS

SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY.
GRAND RAPIDS, MICH.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

The New Automatic Computing Even Balance Scale No. 120

Manufactured by The Computing Scale Co., of Dayton, Ohio, and just placed on the market by the MONEYWEIGHT Scale Co., of Chicago, Illinois.

Capacity practically unlimited for ordinary grocery requirements.

Computes automatically every penny at from 10c to \$1.00 per lb.

The lowest even balance grocery scale ever made. Pans only 5 inches above counter.

The only right handed even balance scale on the market.

The only even balance scale which correctly registers every movement.

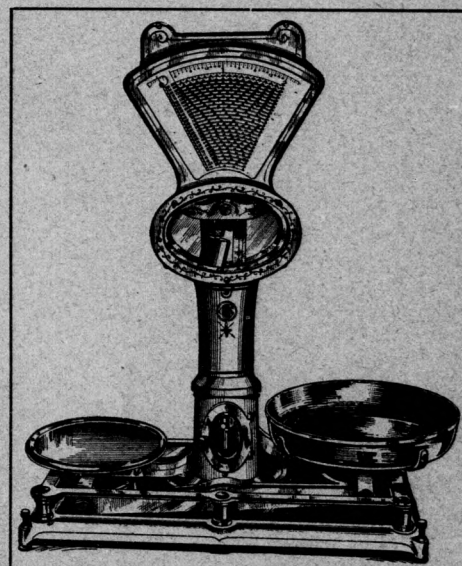
New hair-line weight and value indicator.

Saves time, saves goods, saves errors.

Cut out this advertisement and send it to us with your name and address.

Let us send you detailed information. Every grocer ought to know this new Scale will save him in his business. This request for information does not obligate you to purchase.

We are glad to show you, whether you purchase or not.



BE UP-TO-DATE—investigate—MONEYWEIGHT



Moneyweight Scale Co.

Distributors of HONEST Scales

GUARANTEED Commercially Correct

58 State St. = = CHICAGO

Seasonable Goods===Goods That If Not Ordered You Should ORDER TO-DAY

Write for Catalogue
A Postal Card Will Bring It



We Are State Agent for

"Insurance" Gasoline Stoves

We have handled these stoves for several years and never had a single complaint.

Absolutely Accident Proof

Ask for catalogue and prices and secure agency for your town and vicinity.

"Colonial" White or Decorated Dinner Ware

(H. Laughlin
China Brand)

We are the agents.
This ware will enable
you to

**Build Up
Increase
Enlarge and
Improve**

your crockery business. You can only do it by selling the best. It is the cheapest after all because it **makes you friends.** Ask for price list.



Michigan Railroad Milk Cans

The best can made for farm and wagon use. Wrought steel throughout, very heavily double tinned. Full description on page 8 of catalogue No. 190.

(Retail Prices)

5 gallons. Each. \$2.50 8 gallons. Each. \$2.75
10 gallons. Each. \$3.00

Galvanized Oil Cans

(With Spout)

1 gallon. Retail price... 20c
2 gallons. Retail price... 30c
3 gallons. Retail price... 45c
5 gallons. Retail price... 55c

(With Faucet)

3 gallons. Retail price... 55c
5 gallons. Retail price... 65c

Dairy Pans

Heavy tin, charcoal finish. (1 dozen in pkg.)
6 quarts. Retail price... 10c

Ask for catalogue No. 190 showing complete line and lowest prices.

Don't Fail to See Our Beautiful Line of

Hammocks

The finest and most representative line which it has ever been our fortune to show. Every style and grade are represented and the color combinations are unusually happy and attractive. We offer some very strong inducements in this line that you cannot fail to appreciate.

Retail prices range from 40c up to \$6.00 each.

"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.

Retail Prices \$1.00, \$1.35, \$1.85

Garden Rakes

(Retail Prices)

"P" Refined Malleable Iron... 20c
14 teeth...
"B" Refined Malleable Iron with braced
shank, 14 teeth... 25c
"B B" Refined Malleable Iron, braced
shank, 14 curved teeth... 30c
Other garden rakes quoted on page 32, catalogue No. 190.

Garden Hoes

(Retail Prices)

No. 7-7 inch steel blade, malleable iron
shank... 20c
No. 10-Made from one piece high carbon
steel, very durable... 25c
"G M S"-The best solid steel 50c garden
hoe on the market... 50c

Base Ball Goods

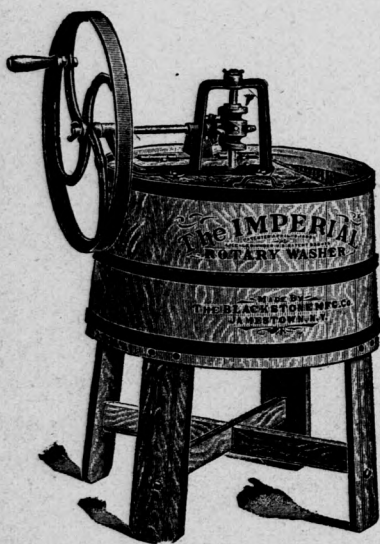
We carry a splendid line of

Base Balls

Gloves, Mitts, Masks

Base Ball Bats

at competitive prices. Ask for catalogue.



"The Imperial" Rotary Washer

Retail Price

\$7.00

Runs like a sewing machine with high speed and little effort. Roller bearings. Dasher post is made of galvanized iron, dasher of hardwood. The two working together will not wear off the galvanizing and this prevents rusting. The tub is finely finished and all castings are aluminum bronzed. Legs are bolted on and can be removed if necessary.

The "Leonard Cleanable" Refrigerator

is the acme of perfection in refrigerator construction for home and store use.

Eight Separate Walls

Air Tight Doors

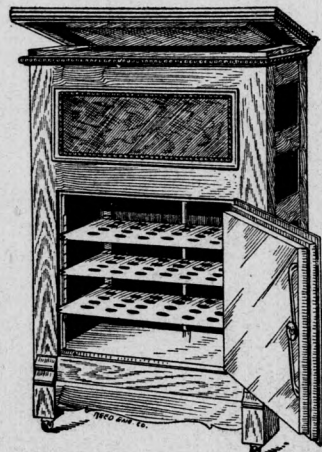
"Polar Felt" Insulation

Adjustable Shelves

Galvanized Iron Ice Rack

There is nothing on the market to compare with this famous make.

**Descriptive Catalogue and prices
Mailed on Request**



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