

## OFFICE RULES

1. Gentlemen, upon entering, will leave the door open or apologize.
2. Those having no business should remain as long as possible. Take a chair and lean against the wall. It will preserve the wall and may prevent its falling upon us.
3. Gentlemen are requested to smoke, especially during office hours. Tobacco and cigars of the finest brands will be supplied.
4. Spit on the floor, as the spittoons are only for ornaments.
5. Talk loudly or whistle, especially when we are engaged. If this has not the desired effect, sing.
6. If we are in a business conversation with any one, gentlemen are requested not to wait until we are through, but to "butt in," as we are particularly fond of speaking to half a dozen at once.
7. Profane language is expected at all times, especially if ladies are present.
8. Put your feet on the table or lean against the desk. It will be a great assistance to those who are writing.
9. Persons having no business to transact will call often or excuse themselves.
10. Should the loan of money be desired, do not fail to ask for it, as we do not require it for business purposes, but merely for the sake of lending.
11. If you see anything in the office you would like to have as a souvenir, help yourself. Take it without asking. Don't be bashful.

BEHIND every trade and occupation there are the most intimate human connections; beneath every trade and occupation there are deep human relationships: and it is only as we discern these fundamental relations and connections that we get at a true conception of the magnitude of the practical activities of society and of their significance in civilization.

The man who treats his trade as a mere opportunity of making money, without taking into account the service of that trade to men or its relation to the totality of social activities, is as truly anti-social in his spirit and methods as an anarchist.

He who is to win the noblest successes in the world of affairs must continually educate himself for larger grasp of principles and broader grasp of conditions.

Hamilton Wright Mabie.



A MAN or woman, in public or in private life, who ever works only for the sake of the reward that comes for the work will in the long run do poor work always. I do not care where the work is, the man or woman who lives, breathes and sleeps that work; with whom it is ever present in his or her soul; whose ambition it is to do it well and feel rewarded by the thought of having done it well—that man, that woman, puts the whole country under an obligation.

John Ruskin.



Wise evolution is the sure safeguard against a revolution.

Theodore Roosevelt.



Without courage there cannot be truth and without truth there can be no virtue.

Walter Scott.



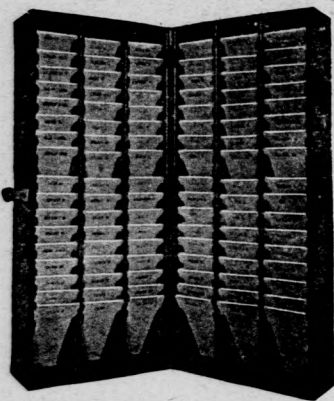
Work is the inevitable condition of human life, the true source of human welfare.

Tolstoi.

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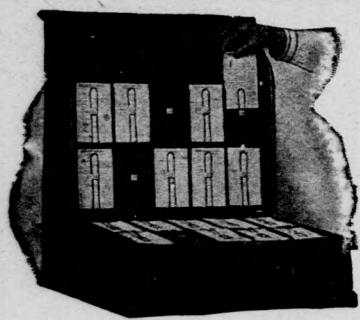
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GRAND RAPIDS, WEDNESDAY, NOVEMBER 13, 1907

Number 1260

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### SPECIAL FEATURES.

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### VALE, CIVIC CLUB.

No more offensive charge can be made against the average American citizen than to assert that he has no pride in his home town and lacks loyalty to his city, his State or his Nation. Unless he is an uncommonly serene man, who has his temper under complete control, the average man so accused will resent the insult and possibly with physical force.

In contrast with this fact is the most unhappy truth once voiced by Disraeli, the late Earl of Beaconsfield: "It is much easier to be critical than to be correct."

From these two genuine factors it is very possible to draw conclusions as to the self-created civic clubs which have been so numerous and so unsuccessful all over the country during the past two decades, and our most immediate and shining example is the Civic Club of Grand Rapids, just about and very properly on its last legs.

There have been throughout the entire history of Grand Rapids, as in all cities, a number of citizens who, in addition to possessing the uniform and general interest and pride in our city, have had ideas and desires looking to the betterment of things in general in Grand Rapids and have had a certain amount of time and money and most sincere influence that they were willing to devote to the realization of those desires. No one can question the honesty of purpose of such citizens.

On the other hand, along comes a well-known idealist, somewhat voluminous as a compiler and writer of theories on all forms of municipal government. Able to tear any principle he could not enjoy to tatters and to bolster up any visionary proposition that might occur to him, he sizes up the situation in Grand Rapids and begins a campaign for the organization and support of a Civic Club. And, as too often happens, he settled upon the wrong man as his

chief ally. And so the pair, playing upon the confidence and flattering the ambition of men who really had no "axe to grind," finally succeed in organizing the Club, which is used solely as a weapon to punish the enemies and reward the friends of the duo, and, incidentally, to further the professional ambition and increase the income of the chief factor in the movement. When the members began to show signs of weariness the duo conceived the idea of resorting to printer's ink and subscriptions were secured sufficient to guarantee the publication of a weekly paper for a given period.

There is absolutely no excuse for the existence of the journal as it has been conducted except as a vehicle for tickling the minds of the really honest reformers upon whom the support of the sheet depends and as a sewer through which may be discharged the bigotry and narrow individual views of the manager of the Club.

Not once in all its career as a soloist in Grand Rapids or in the duet, finally necessary, with the Municipal League of Detroit has the Civic News, as the mouthpiece of the two organizations in Detroit and in this city, been anything but a Near-Critic; and neither the Civic Club of Grand Rapids nor the Municipal League of Detroit has achieved a solitary governmental reform aimed at. Meanwhile, the amiable, sincere and fairly generous members of the Club have gone on paying their dues and their subscriptions to the official paper, wondering what tangible victories have been won and trying to make out when their ambitions will be realized.

The Civic League's policy has been based upon tearing down and defamation. It has been almost invariably critical without being correct. Not once has it made a real effort to build up anything of good to the community or, if it has, its work has been so superficial and so painfully idealistic that no citizen has been able to recognize the weakling.

Now, when pretense will no longer serve to hold the membership solidly together and when it is absolutely necessary to the existence of the organization to make some sort of a bluff, the Civic Club proposes to take up the very matters and in precisely the same way that have been so successfully handled during the past three years by the Board of Trade Committee on Municipal Affairs. In other words, this bluff contemplates—as is usual with scheming manipulators of purblind dupes—achieving success in an effort to inject their organization as a body into work already splendidly organized—and progressing with certainty and rational

expedition—by a truly public-welfare body; claiming credit which does not belong to them and sharing in triumphs to which they did not contribute.

### DON'T DO IT, ROGER.

Were it not for the high character and well-known loyalty of Mr. Roger I. Wykes, delegate from Kent county to the Constitutional Convention, his proposition to eliminate, in the proposed new State Constitution, the provision which empowers the Legislature to authorize the city of Grand Rapids to issue bonds to meet the cost of improving Grand River would excite grave suspicion.

It gives forth quite keenly the bouquet of steam railway influence, and not only that, but there is no adequate reason for authorizing the proposed omission. It is true, as Mr. Wykes says, the clause has been in the State Constitution for fourteen years and has never once been utilized. What of that? It is beyond Mr. Wykes' ken what emergency may arise during the next year or the next decade which might demand the very resource that has remained so long unused. On the other hand, it is accurately within the knowledge of the railway interests as to why and how the cutting out of this authority may be of value to those interests.

Mr. Wykes candidly acknowledges his opinion that Grand River is a mud hole, but with equal fairness he has called for an expression of opinion by the Board of Trade, and that body has already declared itself unanimously opposed to Mr. Wykes' proposition.

Our Mayor has created a Commission—a municipal body made up of splendid men—to consider and report upon a comprehensive municipal plan, with a view to beautifying the city. Supposing that Commission should, through its expert engineer-designer, report a plan which should include the improvement of the navigation of Grand River from the Wealthy avenue bridge to and above the new Ann street bridge—an improvement very likely to occur as a factor in carrying out any plan for the beautifying of our city. Then the present authority would be useful.

More than that, the resolution already under the leadership of President Roosevelt, in behalf of the improvement and utilization of one of the greatest assets of our Government—the inland waterways—naturally includes Grand River, and the constitutional clause under discussion must be preserved, however much the railway interests may desire to see it carefully and permanently laid away where it will be forever harmless, so far as they are concerned.

## NATURE'S RESTORER.

## Do Not Induce Sleep by Artificial Means.

Written for the Tradesman.

It is one of the most beneficent provisions of a wise Creator that after the work and wear and worry of each day we may lie down to rest and spend a considerable period of time in sound, unconscious sleep. We lose the weariness caused by the tasks accomplished and gain fresh courage and energy for the struggle before us.

This is the normal arrangement. Science has discovered no substitute for sleep. The man or the woman who thinks to cheat Nature of her just demands by shortening, either for work or pleasure, the hours required for sleep is simply preparing for mental or physical bankruptcy. No one is really ready for a good day's work unless he has been previously refreshed by a good night's sleep. The man who would be always at his best, whether he be the employer directing the energies of other men or an ambitious employee trying to rise from the ranks, must sleep well. Serious errors in judgment, outbursts of temper costly in results and mistakes causing innumerable losses can be traced directly to lack of sleep.

The old idea that there is some merit in working far into the night or in arising exceedingly early in the morning has been exploded. The student who burns the midnight oil may be surpassed in the race of life by less aspiring companions who were snug in their beds while he was toiling at his books.

The amount of sleep required varies with temperament and condition. What is ample for one may be too scant an allowance for another. Probably most grown people should spend eight hours in bed, and as much as possible of this time in sleep. Children, very aged persons and those recovering from illness require more sleep than the normal individual of middle life. There are some people of rather sluggish organization who are better off not to take quite all the sleep they want; but in this age of great mental and nervous strain and consequent breakdowns many more suffer from not getting enough sleep than are injured by indulging in too much. The only rule that can be laid down is that one should take sleep enough to be fully restored from the exhaustion of the previous day. When one gets up in the morning with a feeling of weariness, when one is tired out all the time, it is pretty safe to conclude that more sleep or else sounder, better sleep is needed. If Nature's warnings are disregarded she will some day demand an abrupt settling of accounts.

Of course, emergencies arise when the night's rest must be interrupted. Business necessity, sickness or other urgent reason may make it necessary to give up one or more nights' sleep altogether. A person in good health ought to be able to do this without serious inconvenience.

The man who raises a family

must not expect to enjoy the dignities of paternity at too low a price. When occasion demands the manly man is ready to scale such dizzy heights of domestic heroism as walking the floor of nights with an ailing baby.

In households where Madame has help in the kitchen, so that she can sleep in the daytime, it may be the better arrangement for all concerned that she care for the fretful infant and let paterfamilias have his rest. In some rare cases if Madame gave the baby some of the attention she is now bestowing upon bridge and society there would be no need of anyone losing sleep.

These views will, doubtless, be considered rank heresies by certain upholders of feminine rights and privileges, although they are not advanced with any intention of diminishing in the least the assistance that every husband should cheerfully render when the burdens of the wife and mother become too heavy for her.

Let it be established as a rule of life to take time enough for sleep, a rule to be broken only occasionally and for sufficient reason. Shortening the time needed for sleep, even no more than half an hour a night, is a dangerous practice.

A little extra sleep, a little more than is actually required, is often the best thing for building up a person who has become run down and debilitated. Oftentimes if one will give up and go to bed a slight indisposition can be "slept off" that otherwise might develop into a serious sickness.

There are people who can get but little sleep, no matter how much time they may spend in bed. Persons engaged in manual labor, especially if they work out of doors, rarely suffer from sleeplessness, but brain workers, persons of sedentary habits and those who are under great nervous strain are its natural victims. Business men often have difficulty in getting sleep.

The man who has lain awake the greater part of the night, tossing restlessly about, worrying over his affairs, keeping up the thinking process without any "let up" at all, such a man, even if he is considered a model of good habits and principles, goes back to his desk in very bad condition to take up his day's work. Often he is but little better off than the dissipated fellow who has spent the night in "painting the town red."

The proportion of those suffering from inability to sleep, compared with the whole number of people, is undoubtedly larger at present than at any other time in the history of the race. This is owing to the stress and strain of modern life and the consequent prevalence of nervous and brain diseases.

There are some persons who can sleep in a way, that is, they rarely lie awake, but their sleep is not sound and good. They dream all night. Any task that is difficult, any question that is perplexing, has to be gone over countless times during sleep. In consequence they waken weary.

Others can sleep when there is absolute silence, but are roused by the slightest sound.

These conditions, while, of course, not just the same as insomnia proper, are akin to it.

When one habitually fails to sleep it should be regarded as a serious matter. The first thing is to discover the cause, then the remedy, which is often some needed change in the habits or mode of life. Only a few general suggestions can be given here:

"Rest while you rest" is as good a maxim as the old "work while you work." Learn to put the cares of the day completely aside before retiring. It is a bad plan to get into the way of doing one's thinking at night. The mind often displays great activity and inventiveness on a sleepless night, but the judgment is never good. Things never look the same then as they do on calmly surveying them in the daytime. A difficulty will look more serious, a mortgage bigger, even a slight obstacle will seem insurmountable. On the other hand, a fair prospect will appear rosier, a promising venture surer of success. The brain is not quite in a normal condition, and so the results of its work are not to be trusted.

Speculation, gambling, going in debt or granting credit to others unwisely are all bad for sleep. If there were no other reasons for following safe and conservative methods of business the fact that a reckless venture may mean nights of racking suspense and torture should be enough to keep one from it.

For quieting and strengthening overwrought nerves there is nothing like outdoors and sunshine. A long walk daily or a drive in the open air will, in many cases, do more good than medicine.

Do not make the mistake of using drugs for sleeplessness. In stubborn cases it may be necessary to consult a physician. Choose one shrewd in discovering causes and a conscientious man who will not employ opiates or other dangerous narcotics. The less harmful sedatives have a great use in giving sleep to the extremely nervous patient without inducing a habit, as would morphine or chloral; but it is best to take no quieting medicines at all unless they are absolutely necessary. Do not get to depending upon the sulfonal powder for the night's rest. Some law of life is being violated or sleep would come without artificial aid.

Quillo.

Eastern and Central Canada farmers have harvested very light crops this season on account of the late spring and unusually dry summer. The president of the Provincial Farmers' Association estimates the loss on agricultural products at \$80,000,000, compared acre by acre with last year. In the Northwest, however, while there is a short yield to the acre of a third or a fourth in certain districts, the total area under grain this year is so much larger than last year as to more than compensate for every possible loss in yield to the acre, and depreciation in qualities.

The net income to the farmer on a bushel is expected to be larger. Increased prices also are looked for in the eastern provinces. Taking the country at large, therefore, the net result is likely to be a slight increase in the aggregate amount received by the agricultural interests, with a volume of business for the railway and transportation interests about equal to or not much less than that of 1906.

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Grand Rapids, Michigan

## AFRAID OF THE BANK.

## One of the Ways to Kill a Small Town.

Written for the Tradesman.

Walton, capitalist and real estate dealer, sat in his private office in the big building of Burnside. Walton owned the building, and the one across the street, and the one on the other corner, and also many residences on streets which were lined with maple and elm trees.

He was interested in almost every business in the town except the bank. Walton was too conservative for a banker. The idea of loaning money on a piece of paper was abhorrent to him. He wanted his money held down by mortgage on real estate, with interest paid semi-annually, on the tick of the clock.

Yet Walton, with all his conservatism, kept an account at the village bank. He did so because it was easier to give a check than to count out the cash. Besides, he was a little afraid of thieves, and fires, and confidence men. If you give a check, you know, and decide, after the beneficiary has removed his mesmeric person from your office, you may have payment stopped at the bank.

On this morning Walton was in a frightened mood. The morning newspaper told of doings in Wall street which did not look good to him. Stocks were going down, and rates of interest were going up. Three or four banks were having trouble with their depositors, and clearing house officials were thinking of issuing certificates in lieu of the good, hard cash.

He had a balance of \$3,000 in the village bank, and he was afraid that he would lose it, or a part of it, or that it might be tied up in some way. Besides, he had three or four big deals on for that week, and was anticipating large cash payments, which he needed. He was wondering what he should do with the money in the bank and the money which was to be paid in until he had to pay it out.

While he studied over the matter Vincent, the village grocer, came in and paid \$500 on a piece of property he had been buying, giving a check on the bank.

"Why didn't you bring the currency?" asked Walton.

"You can get the currency on that check," replied Vincent. "The bank is good enough for me."

"I don't know whether I can or not," replied Walton, crossly, knowing all the time that he was not telling the truth. "These are mighty hard times for bankers. Have you read the morning papers?"

"That's all hot air," replied Vincent. "The banks are all right."

"Well," said Walton, "I'll accept the check and get it cashed. I've got a lot of money in bank now."

Vincent went off with a feeling that all was not well with the village bank. He had quite a balance there, and he couldn't afford to lose a cent, for his bills were coming due. This real estate payment would cramp him anyway, and he must be on the safe side.

He raced down to the bank, half expecting to see a line of angry depositors in front of the building, but nothing of the kind was observable. The cashier smiled as he counted out the \$1,000 called for by the check Vincent laid down.

"Making an investment?" he asked, as Vincent told over the money.

"I've got some bills to pay," was the reply. "How are things in Wall street this morning? Rocky, I presume?"

"Oh, the flurry is still on," replied the cashier, "but the big banks are backing the little ones where the runs are, and it will come out right in the end."

Vincent went back to his store, half ashamed of himself. The bank had carried his paper when he would have failed only for the accommodation, and he felt like a man who was cutting a friend in the back.

He put the money in his safe and went about his business with a hang-dog air. In a few minutes Darrow, the commission man, came in to pay a bill. He gave a check on the bank, and in a second all of Vincent's nervous fears were in the saddle again. Darrow saw by his face that something was wrong.

"If you prefer the currency," he said, "I can go to the bank and get it."

"Oh, I guess the bank is all right," replied Vincent, "only I have an idea that there is going to be trouble for the banks before this thing is over. The New York institutions are paying out to the limit."

Darrow went away with a bee in his bonnet, as the saying is. He had a little cash in the village bank which he couldn't afford to lose, and he had some money in his safe which he had intended depositing that morning. Instead of making the deposit, he went to the bank and checked out his money.

On his way to his place of business Darrow met Walton and stopped to talk with him. Walton had a check for \$2,000 in his hand.

"I've just been down and got my money," said Darrow, glancing at the check. "The old safe is good enough for me until this run on the New York banks is over."

"Oh, the banks are all right," said Walton. "This is only a flurry."

"But you are drawing your money out," said Darrow.

"I need it in my business," was the short reply. Walton, too, was ashamed of himself, but his fears were stronger than his consideration for the bank.

On the next corner Darrow came upon Vincent, heading for the bank.

"I drew my money," he said to Vincent. "I'm not going to take any chances."

While the two men talked together about the bank, and the possibility of a run on its resources, Phillips, the manager of the one manufacturing plant of the village, came along and heard what they were saying.

"Walton almost refused to take a \$500 check on the local bank, not half an hour ago," he heard Vincent saying.

This started the manager to thinking. If his funds should be tied up so he couldn't meet the payroll, his factory would have to shut down. So he went to his office and drew a check for the payroll and took it to the bank.

"Have you changed your payday?" asked the cashier, counting out the money.

"I'm going to make it up early this week," was the reply.

The bank had carried the factory during its infancy, and Phillips hadn't the face to tell the cashier the truth. When the manager carried the bag of currency into the office the foreman saw it. He went back to the shops and said to a few of his friends:

"I guess the old man is getting leary of the bank. He's just been over after the payroll money, three days ahead of time."

The rumor went through the factory like wildfire, and at noon there was a small run on the bank. After the factory employees had received their savings, other residents of the town came, and all were paid. Walton looked out of his window and congratulated himself on getting out from under in time, and Vincent and Darrow, and Phillips, the cause of all the trouble, gave themselves credit for great shrewdness.

About one o'clock that afternoon one of the men who were making a \$10,000 real estate deal with Walton dropped in at the latter's office. Walton was glad to see him. He needed the money this syndicate was to pay over, and he did not need the land they were going to buy. Besides, he had a payment on suburban property coming due in a day or two. His hair nearly stood on end when the visitor told him that the deal was off.

"We didn't realize how tight money was until we saw a run on the bank here," he said. "We'll just keep our cash until things quiet down."

The syndicate man went away and Walton sat back in his chair and said things. He alone was to blame for the loss of the money he needed, for it was he who had started the run on the bank, not purposely, but by indiscreet talk.

Half an hour later two men from the factory came up the stairs to the real estate man's office, which was blue with smoke and unprintable monologue!

"We are not going to take these houses," said one of the men. "We have the money—we've just drawn it from the bank—but there's a run on, and if it keeps up the factory may shut down. So we're going to hold on to our cash."

By this time Walton was ready to go through the roof of his office. He had expected \$1,000 from these two men. What was he going to do about that suburban payment, he wondered. He had plenty of property, but little ready cash.

During the next three days about half his tenants defaulted in their rent, and some who were buying on the installment plan threw up their contracts. In all, the big man of the little town was about \$15,000 shy for the week, and the big payment was about due. It was Saturday night, and on the way home he met Vincent and Darrow.

"This has been a whale of a week—not," said Vincent. "People have been drawing their cash out of the bank, but they are keeping it. My trade has fallen off half in three days, and things look bad for next week."

"I guess it is the same with every merchant in town," said Darrow. "They have all cut me out entirely. Must be selling stale goods."

"They are not selling anything," grumbled Vincent. "I wonder who started this run on the bank? Ought to have his head busted."

"I'm sure I don't know," said Walton, and then they all went home.

The bank got through all right, and loaned Walton the money he needed, but there are now a few business men in the little village who have quit throwing stones at the bank. They have observed the effects of it, costly for them.

"A good way to kill a town," said Walton, the next week, as he tumbled all his spare cash over the bank counter, "is to start a run on a bank. I guess I know where this one started, but I'm a few hours older than I was then. It has cost me a lot of money and a good sale, and that will answer for the present."

And Vincent, and Darrow, and Phillips and all the dealers who locked up their cash realized that they, too, had had their lesson, for it took a long time to get the cash into circulation again.

Alfred B. Tozer.

## WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



### Movements of Merchants.

Bliss—Edward O'Neal has opened a general store.

Paw Paw—Charles Hoskins has purchased the New England Bakery.

South Haven—Robert Cushman has sold his harness business to S. M. Walker, of Paw Paw.

Eaton Rapids—A. L. Bradford has rented the G. A. R. store and will engage in the general merchandise business.

Kalamazoo—E. B. Russell has opened a meat market in connection with his grocery store at 142 South Burdick street.

Pontiac—Thomas P. Farrell will continue the grocery business of the firm of Lynch & Farrell, Thomas Lynch withdrawing.

Durand—The grocery firm of C. W. & S. S. Fraser has dissolved partnership. Sidney S. Fraser will continue the business.

Manistique—D. C. & K. L. C. Common, of Whitendale, have purchased the confectionery, fruit and cigar business of Mrs. C. G. Mutart.

St. Joseph—Louis Eckert has sold his meat business to Emanuel Herring. Mr. Eckert will retire from business on account of ill health.

Lansing—The Cameron & Arbaugh Co. has purchased the wall paper stock of A. M. Emery, who will continue in the stationery business.

Traverse City—Perry W. Nichols has sold his bakery and confectionery stock to Brown & Van Dam, who will continue the business at the same location.

Sturgis—G. A. Gephart has sold his retail meat business to Frank Roberts, of Hudson. Mr. Gephart will remain here and look after his cattle buying and shipping business.

Gladwin—E. A. Coan has purchased the interest of W. B. Tubbs of the firm of Fraser & Tubbs, hardware and implement dealers. The business will be continued under the firm name of Fraser & Coan.

Manistee—J. E. Rumbell, Jr., grocer at the corner of First and Greenbush streets, has made an assignment to Wm. Nungesser. It is difficult to ascertain at the present the amount of his liabilities and assets.

Grass Lake—The Grass Lake Elevator Co., which will conduct a general elevator business, has been incorporated, with an authorized capital stock of \$5,100, all of which has been subscribed and paid in in cash.

Detroit—The Thomas M. Streeter Co., which will conduct a general merchandise business, has been incorporated, with an authorized capital stock of \$40,000, all of which has been subscribed and paid in in cash.

Lakeview—S. L. Bishop has purchased the interest of Mr. Youngman in the general stock of Youngman & Bishop. The new firm will be known as E. C. Bishop & Co. The retiring partner has located at Sacramento, Cali.

Saginaw—The drug firm of Otto W. Roeser & Co. has been merged into a stock company under the style of the Roeser Drug Co. The shareholders are W. L. Case, C. L. Roeser, Anna C. Seyffardt, O. W. Roeser and Wm. C. Seyffardt.

Jackson—The Union Wall Paper & Paint Co., which will engage in the wholesale and retail wall paper, paint and oil business, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Alma—A corporation has been formed under the style of the Sumner Mercantile Co., which will carry on a general mercantile business. The company has an authorized capital stock of \$10,000, of which amount \$7,500 has been subscribed, \$500 being paid in in cash and \$4,500 in property.

Battle Creek—Geo. B. Dunlap and James A. Jones have merged their business, formerly conducted under the name of the New York Tea & Coffee House, into a stock company under the style of the New York Tea & Coffee Co. The new company has an authorized capital stock of \$4,100, all of which has been subscribed and paid in in cash.

Richmond—A corporation has been formed under the style of Smith, Simmons & Co. to conduct a general merchandise business, with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed and paid in in cash. The stock is held equally by Ralph R. Smith, of Richmond, Jesse D. Simmons, of Armada, and Chas. J. Cadworth, of Detroit.

### Manufacturing Matters.

Detroit—The Michigan Malleable Iron Co. has increased its capital stock from \$600,000 to \$800,000.

Detroit—The Sanitary Specialty Co. has changed its name to the National Machine & Stamping Co.

Ensign—Stone Anderson has completed work on his lath mill here and will soon have it ready to run.

Grand Marais—The C. E. Stone sawmill has closed down on account of unsatisfactory labor conditions. It may resume later.

Arcadia—The Arcadia Furniture Co. has purchased 1,700 acres of hardwood timber on the Betsey River and along the railroad by the same name, to be converted into lumber for its factory.

Alpena—Last season the Detroit & Mackinac Railway began building a branch west from this city with the ultimate intention, it is said, of extending it up into Montmorency county and tapping a tract of hardwood and hemlock timber. It is now going to push the work.

Marquette—James Pendill has erected a cement block factory almost wholly from old doors from a sawmill plant which he bought and dismantled. The dry kiln was found to have a large number of 7x14 foot doors lined with felt, which make a practically air tight building, nearly cold proof.

Manistique—Jobbers who have been getting out bark during the

summer have made good money, prices being higher than ever before. During the latter part of the summer the better quality of bark sold for \$8 and \$8.50 a cord, giving the operators a profit of more than \$2 on each cord shipped.

St. Ignace—Charles Brabb and three Grimes brothers from Peck, have formed the Brabb-Grimes Co. and will log the timber on 2,500 acres of land in Mackinac county this winter. They will cut everything—hemlock, hardwood, spruce, cedar, etc., banking on the Lake Michigan shore. Their camps are already in operation.

Menominee—The J. W. Wells sawmill will be operated all winter. The mill has been running night and day during the summer and has been turning out large quantities of lath sawed from jack pine brought in with the regular logs. The Spies sawmill may be shut down this winter, but the Spies shingle mill will probably run all winter.

Manistique—Thomas Connors asserts that not as many jobbers and loggers will be in the North Michigan woods this fall and winter as usual. The jobbers are discouraged over the scarcity of men and the unwillingness of those hired to do a decent day's work. Some complain that they can not get men for less than \$35 or \$40 a month and board and that they are not worth the money.

Bowmanville—The Bowman Lumber Co., of Saginaw, operating in this vicinity, has three camps in operation and has several jobbers cutting timber. This company is operating on lands formerly owned by C. Merrill & Co., from which the best of the white pine and Norway were taken, but there is a large quantity of mixed timber available for lumber, lath and shingles. The sawmill is undergoing repairs and will resume sawing by the first of the year. The power of the lath and shingle plant is being increased, the latter turning out about 50,000 pieces a day.

Cheboygan—The work of dredging Cheboygan River is progressing well and if severe weather holds off the work may be completed this fall, but that seems hardly probable, as at best it could not be finished before December 10, and undoubtedly will have to be abandoned before that date. It is expected that Congress will make an additional appropriation at the coming session, so that in the spring the channel may be widened and deepened more than the funds at hand will permit. As the plans now are the channel will be 60 feet wide and 8 feet deep. Much as that will help this place the lumbermen and other shippers hope to see the improvement much more valuable by the wait.

Germfask—Hugh Shay is preparing to go into the submarine logging business on a big scale with the Manistique River as his field of operations. Many millions of feet of logs lie on the bottom of the Manistique and its tributaries. White pine forms the great bulk of these logs, much more valuable now than in the days

they were started down the rivers for the mills they never reached. Mr. Shay has an effective set of machinery for hoisting the logs and he figures on making a nice sum out of his operations. What arrangements he has made with the lumbering companies which cut the timber is not known, but a number of the old companies have passed out of existence and their rights will not arise.

### Manufacturing Notes from Wisconsin.

Divide—The Turtle Lake Lumber Co. is locating a new town on its hardwood timber tract which will be known as Winchester. It is named after Walter C. Winchester, the President and General Manager of the corporation.

Cedarville—August Alborg has started a camp near this place and will log considerable timber for the N. Ludington Company this winter as well as some standing timber of his own.

Marinette—The Sawyer-Goodman Co. now occupies the largest lumber yards in this vicinity. The company now has the yards that were formerly occupied by three individual companies and has also added a lot of new room to this property.

Schofield—The Brooks & Ross Lumber Co.'s sawmill at this place has closed down and will not resume sawing operations until after Thanksgiving. The shutdown is to give the millwrights an opportunity to change some of the machinery in the mill and to give the mill a general overhauling, as a particularly busy season is looked forward to next year.

Shawano—The Shawano Lumber Co.'s sawmill has been shut down for the season after a good run. The cut for the season amounted to about 2,800,000 feet of lumber, 3,000,000 shingles and 1,500,000 lath. The planing mill with twelve to fifteen men employed will continue in operation until about the first of the year.

### The Cause of the Fire.

Nashville, Nov. 12—I note that in the last issue of the Michigan Tradesman you call attention to the fact that the fire in the E. McKinnis grocery store was started by escaping gas from the hollow wire system of gasoline lighting recently installed in the store. As there are several such systems in use it occurs to me as only fair that you should give the name of the manufacturer of this system, so that other users may be guarded against installing so dangerous an appliance. The system was manufactured and installed by the Allen-Sparks Gas Light Co., of Lansing, and I understand this is not the first fire which has occurred in stores where this system has been installed.

Wm. Christy has purchased the meat market at the corner of Broadway and Fourth streets. The purchaser will retain his market at Sparta, which will be conducted by his son, L. H. Christy.

You are not likely to get to heaven by inching it that way on Sunday and hot footing it the other all the week.

## FIFTEEN YEARS APART.

## Widdicomb Furniture Co. Resumes Payment of Dividends.

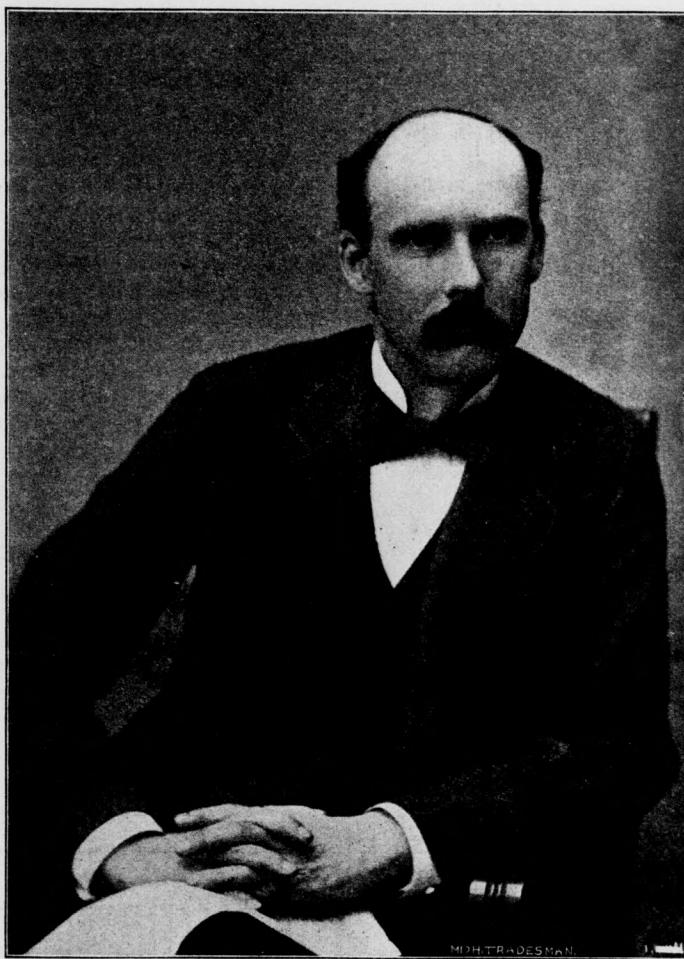
Twenty-four years ago Mr. William Widdicomb relinquished his position as President and Manager of the Widdicomb Furniture Co. to engage in the banking business and afterwards in the wholesale grocery business, in both of which he achieved distinguished success. For several years prior to this time the Widdicomb Furniture Co. had disbursed the largest dividends ever paid by any Grand Rapids manufacturing institution.

Fifteen years ago the Widdicomb Furniture Co. found itself in financial difficulties and the directors deemed it necessary to bond the plant for \$262,000. For the next five years the company had several managers, all of whom failed to make good. At the earnest and continued solicitation of the creditors and stockholders Mr. Widdicomb reluctantly assumed the management of the business, at which time the indebtedness was \$364,000 and the physical condition of the property was deplorable. Mr. Widdicomb was under no obligation to assume this burden and his only reason for so doing was to re-establish the reputation of the family name and rescue the institution from impending disaster. The first few years subsequent to 1897 were years of stress and trouble. Some of the creditors became impatient and some of the banks forgot or ignored the agreement they had entered into with Mr. Widdicomb to induce him to assume the management of the business. He was so sanguine, however, that he could ultimately liquidate the indebtedness and re-establish the business on a proud and profitable basis that he threw his own private fortune into the project, even going so far as to mortgage his brick block on the corner of Monroe and Market streets for \$80,000. The bonds were paid as they matured and in some cases they were taken up in advance of maturity. Mr. Widdicomb conducted the business along such conservative lines as to gradually win the co-operation and commendation of every one interested in the business. He produced goods of such uniform excellence that he regained the customers who had been lost to the company, and as a result of ten years' patient and painstaking effort, coupled with remarkable business foresight and unusual energy, he is able to-day to pay his stockholders a 5 per cent. dividend, the first one which they have received for fifteen years. This dividend marks the tenth anniversary of Mr. Widdicomb's second connection with the business. It would have been paid sooner but for the wretched physical condition of the plant, which has been fully and completely rejuvenated, both in lumber yard, buildings and machinery, and also the flood losses of 1904 and 1905, which aggregated \$86,000, necessitating the destruction of a great deal of furniture by fire, because Mr. Widdicomb would not permit anything to go out of the factory that had been subject-

ed to damage by the flood. Besides the practical extinction of the indebtedness and the payment of the dividend, the company has acquired a substantial surplus, which gives ground for the belief that dividends on the capital stock of the Widdicomb Furniture Co. will be a regularly recurring incident from now on.

Much as Grand Rapids owes to Mr. Widdicomb in many ways for his services to the manufacturing, banking and jobbing interests of the city, the Tradesman believes that the greatest obligation it is under to him is the strong stand he took to prevent the formation of a trust of the furniture manufacturing plants of the city. About six years ago Chas. R. Flint, of New York, who had promoted several large combinations set his

figures that no one was able to dislodge him from his position. As the result of Mr. Widdicomb's stand, which was firmly maintained from beginning to end, Mr. Flint left the city in disgust after a final interview with Mr. Widdicomb, without even saying good-bye to the men who had encouraged him in the work of perfecting the organization. The following June Mr. Flint went into bankruptcy, clearing showing how illy prepared he was to carry out the glowing plans he pictured to his Grand Rapids associates. It is now very generally conceded that Mr. Widdicomb sounded the death knell of this chimerical scheme, which for a time carried some of our best citizens and most conservative business men completely off their feet. The



Mr. Wm. Widdicomb, Who Rescued the Widdicomb Furniture Co. From Disaster.

heart on effecting a union of all the furniture factories of Grand Rapids and he succeeded in obtaining options on all the plants here, with the exception of the Widdicomb factory. Tremendous pressure was brought to bear on Mr. Widdicomb to induce him to acquiesce in this arrangement, but his proverbial long headedness led him to believe that such an arrangement would not only prove disastrous to the furniture trade of Grand Rapids as a whole, but that it would result in great loss to the stockholders and creditors of the Widdicomb Furniture Co. He was tendered the presidency and management of the combine and was even asked to set his price, but to all entreaties he turned a deaf ear, fortifying himself so fully with facts and

pressure brought to bear on Mr. Widdicomb in this matter was such that no other man in Grand Rapids could have withstood.

## The Produce Market.

Apples—The market is active on the basis of \$3@3.50 per bbl. for acceptable winter varieties.

Beets—50c per bu.

Butter—The creamery market has rallied from the effects of the recent money squeeze and advanced 3c per lb., being now quotable at 28c for tubs and 29c for prints. The situation has improved to that extent that the trade now look for a firmer market at higher prices in the near future. Further advances may not be over 2@3c per lb., but the market is in a very healthy condition, and the

future price depends largely on financial conditions. Dairy has advanced, in sympathy with creamery, to 24c for No. 1. Packing stock is stationary at 17c.

Cabbage—50c per doz.

Carrots—40c per bu.

Celery—25c per bunch.

Cocoanuts—\$5 per bag of 90.

Cranberries -- Wisconsin Bell and Cherry command \$10 per bbl. Howe brand fetches \$11 per bbl.

Crabapples—\$1@1.25 per bu. for Hyslips.

Cucumbers—75c per doz. for hot house.

Eggs—Fresh are very firm at an advance of 1c over last week. The arrivals of fresh eggs are very light and there is a ready sale at outside prices for everything which will grade fresh. Storage eggs are unchanged on the basis which ruled one week ago. Stocks in storage are gradually decreasing, although there is still plenty to go around. There is a disposition to keep prices where they are so that stock may be readily moved. The outlook is for unchanged prices both for fresh and storage eggs for the next few days. Dealers pay 24c for case count, holding candled at 26c. Storage stock, 21c.

Grapes — Malagas command \$4, \$4.50 and \$5 per keg, according to weight.

Grape Fruit—Jamaica commands \$5 for 80s and 90s and \$6 for 54s and 64s.

Honey—16@17c per lb. for white clover and 12@14c for dark.

Lemons—Californias command \$6 per box. Verdillas fetch \$5 per box. Messinas command \$4.50 per box.

Onions—Red and yellow Globe (home grown) command 75c per bu. Spanish are in moderate demand at \$1.50 per crate.

Oranges—Valencias command \$7 per box and Jamaicas fetch \$4 per box; Floridas, \$4.25.

Nuts—Nuts have begun to show some activity but there is a disposition to restrict purchases to immediate requirements. It is the opinion of many that there will be some declines from opening prices on California walnuts before long.

Parsley—30c per doz. bunches.

Parsnips—75c per bu.

Pears—Kieffers fetch \$1 per bu.

Pickling Onions—\$2 per bu. for white and \$1.50 per bu. for yellow.

Potatoes—Local dealers pay 45@50c per bu., according to quality.

Quinces—\$2 per bu.

Squash—1c per lb. for Hubbard.

Turnips—40c per bu.

Sweet Potatoes—\$2.50 per bbl. for Virginias and \$3.50 per bbl. for Jerseys.

## Hard on Chamberlain.

Joseph Chamberlain was the guest of honor at a dinner in an important city. The Mayor presided, and when coffee was being served the Mayor leaned over and touched Mr. Chamberlain, saying, "Shall we let the people enjoy themselves a little longer, or had we better have your speech now?"

Vanity is the vampire that sucks our life blood.

## WINDOW TRIMMING

### The Word "Christmas" On Everybody's Breath.

I predicted last week that soon local stores would be taking on a Holiday atmosphere which would be felt in their windows, and even one week shows a marked difference. More expensive goods are usurping the place of those usually displayed and people are beginning to say "Christmas" with more frequent repetitions.

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The loveliest Dresden ribbons are being exhibited, suitable for children's or misses' sashes or to be employed in the making of numberless articles of fancy work. Worked up into hand bags and opera glass bags they are exquisite, and they are equally pretty for the making of pads for hiding the wire of dress and coat hangers. One such I saw that was ornamented with tiny rosettes of light blue baby ribbon, about as large across as a silver dollar. Originally bare and unattractive, these hangers are now veritable works of art and cost somewhat more than a penny and a half. They make very acceptable presents and withal have the merit of usefulness to commend them. Many a young woman ekes out a very comfortable little amount of chink by manufacturing them for friends or acquaintances; sometimes she places them on sale in a downtown store, which sells them for her on commission. Even when plainly made a person would be surprised at the amount of ribbon they eat up; and the expense may be added to when bunches of tiny balls filled with cotton and sachet powder are suspended at varying lengths from the hanger to give that desirable evanescent perfume to the clothing. Violet or white rose powder is generally employed if the donor is not familiar with the scent preferred by the intended recipient. These two are usually favorites with people of refinement and it isn't safe to select others without knowing.

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The general stores are encroaching on the jewelers and crockery dealers in bringing out beautiful glass cologne bottles with a design in silver on the outside, and smooth brass vases in unique shapes. These goods are much admired by artistic people or those with artistic tendencies. Take to the drug store one of the former and have it filled with choice perfume and what could be a nicer gift for Milady's or a young girl's dresser or toilet table?

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Then there are the dainty little air-pushers. I say "little," for they are always diminutive affairs. Some are painted, delicate flowers or pastoral scenes being the generally accepted subject with the decorators. These are always in pastel tints—never flamboyant colors. If the gauze is

thus embellished lace is employed as a finish around the outside segment or a pico edge of baby ribbon. If the fan be given over to spangles the former is seldom used. One may spend any amount on a fan. It is astonishing how cheap some very nice ones may be purchased, and then again it is astonishing how the price runs way up in G. Anything more magnificent than a black ostrich fan of first-class quality feathers, with sticks of genuine tortoise shell is difficult of imagination; or white feathers with iridescent mother-of-pearl as a support. Uh—uh!

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At Christmastide pursestrings are always looser drawn than at any other period in the entire year, and gloves come in for consideration when talking of money. Oh, what beauties! Some of the latest for evening have a narrow beaded pattern at the top, done in colors in gentle contrast to the kid. These are pretty but are only a fad. A plain glove is in better taste, to my way of thinking. When everything purchasable went so high gloves soared with all other merchandise. You either had to lay down a good round sum or put up with shoddy quality for less. You took your choice. Those who could afford it preferred the former, but it was rather tough on poor folk. Now that inflated prices are said to have received a puncture, the latter mentioned people may come into their own. If there is one article of clothing of which it doesn't pay to get an unreliable quality it is gloves and shoes. Constant pullings on and off weaken the stitches, and a thin spot is sure to give out while the rest shows no sign of wear.

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A present of an elegant leather pocketbook well may make a woman's heart "go singing all the day." Here is another place where it is poor economy to invest your money in cheap stuff. Nothing gets harder wear than a continually-carried pocketbook and after its purchase shabby production is sure to show before many moons have waned. Where a good purse is presented to a member of one's family, if the buyer can afford it it is pleasant to the receiver to detect a gold piece tucked away in a crevice; however, this hiding place isn't a very safe one for such a gift, as it is liable to escape discovery. Better plan is to enclose the gold piece in a sealed and directed envelope to repose under the snapped clasp; then on pressing the spring there is no unnoticed rolling-out of an unknown coin. It saves possible—nay, probable—regret on both sides.

One word:

Never commit the unpardonably thoughtless blunder of depositing money as an additional donation if the purse be not of extra-good material and construction. The opinion is liable to obtrude itself in the mind of the acquirer that the two are incongruous.

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Something to gladden the waist—a

manly arm? No, a belt is what I am thinking of, whatever you are. Now they get out, in every thinkable form of loveliness, a belt to match every sort of gown for general use. The pink encirclers in soft kid are especially charming. These mostly come with a buckle in gilt, satin-finished, set with pink or turquoise-blue stones. These are pretty with a pink wool dress, or a dimity if the hat is pink. Discrimination must be employed in combinations.

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On the domestic woman—the hearty hausfrau—one never misses it in bestowing fine linen. Centerpieces and doilies—either of Mexican drawn work (the real thing, not the imitation) or Cluny-trimmed—are annually acceptable. The house-keeping woman is always gratified with something to beautify her kingdom, and "fine linen" is cherished as much in the Nineteenth Century A. D. as it was B. C. Through the interminable centuries since the first crude weaving, it has ever been beloved of women for wear and for their homes.

You will always find, in front of a linen window, women standing spellbound. The Sex prefer linen to stocks any time of the day or year—unless their name is Hetty Green. In that case it's a bird of another color.

Pillow shams and dresser scarfs in embroidered muslin are coming in again—just like in our Mother's time—and many are the old-fashioned pieces seen in the "white goods" sections of the stores.

Speaking of "white goods," when you rack your brains in trying to decide "what to give So-and-So for a Christmas present"—or any other gift-giving time, for the matter of that—if So-and-So be a near relation you can never trip up in selecting a bedspread. Bedspreads, if washed many times, won't last forever, and a day, and a bedcovering "laid away for an emergency" is looked upon with reverence by the lady who is

its fortunate possessor. A fringed Marseilles counterpane of beautiful figure and heavy quality is, in very truth, something to be proud of. A heavy spread used to be backbreaking for cook to wash, but the laundry has solved that problem to perfection. Bedspreads that have gone through its complications are a delight to contemplate.

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From bedspreads to bed-slippers and bed-shoes isn't a far step. Say, if you want to make an old person "rise up and call you blessed" give them this Christmas a pair of these fleece-lined foot-warmers that the dry goods stores are all carrying. Nothing would give them more consolation. The slippers are only 25 per. The shoes come a little higher—on the ankle and in price. This is a gift combining economy in expending for the giver and solid comfort in wearing for the one where Santy leaves 'em.

Boudoir or dancing slippers can always be presented to the Frivolous Young Thing by the dear old Saint—providing he is a sanguinary relation of the F. Y. T., never otherwise. Pretty shoes, also, may come in for a share of attention when at a loss what to get for the girl who has plenty. She is capable of going through a pair quick as a wink and new ones never come when not wanted.

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A big leather chair, if son or daughter can compass the cost, will receive Father's sincere gratitude when his tired bones drop into its capacious depths. In picking it out get one that allows the head to rest naturally and the back to come where it belongs, otherwise it's a sin to foist it on uncomplaining Father. The chair must "fit" if it is to serve a beneficent purpose.

A contented cook is a sure enough curiosity.

## BISHOP FURNITURE CO.

of Grand Rapids, Mich.

Ship anywhere "On Approval," allowing furniture in your home five days, and may be returned at our expense and money refunded if not perfectly satisfactory and all you expected. We prepay freight to all points in Michigan and Indiana.

Write today for FREE catalog



\$16.25 (Not \$24)

Buys this handsome, massive Metal Bed, No. 998T, in Vernis Martin (Gold) finish which looks as well as a solid Brass Bed. The graceful continuous pillars are 2 inches in diameter and all other rods in proportion. It is richly ornamented by large handsome decorated castings. Height of head 58 1/2 inches. Made in 3 feet, or 3 feet 6 inch, or 4 feet, or 4 feet 6 inch widths, the latter being the standard full width bed.

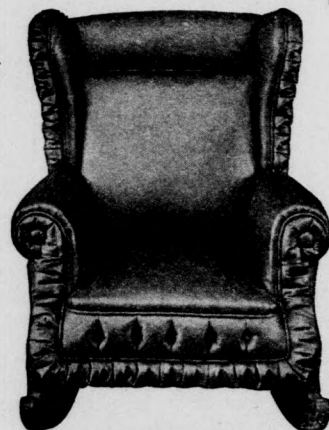
May be finished in any color of enamel desired for \$14.50.

Our FREE Catalog shows over 1,000 pieces of high-grade fashionable furniture, from the cheapest that is good to the best made. It posts you on styles and prices. Write for it today.

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\$22.50 (Not \$40)

Buys this large, luxurious Colonial Leather Rocker, No. 1275T (worth \$40), covered with best genuine leather. Has Quartered Oak or Mahogany finish rockers, full Turkish spring seat and back. An ornament and gem of luxury and comfort in any home. It would make An Ideal Christmas Gift for Father, Husband or Brother.

# LUCK IN BUSINESS.

## Why John Carveth's Good Fairy Deserted Him.

Written for the Tradesman.

There are good fairies in business houses. I know this to be a fact. Many a successful captain of industry has one secreted in his private office. I have seen fairies at work building up fortunes for favored ones. I have seen them turn up their noses and walk out of a plant, bag and baggage, leaving the concern to its fate.

These fairies bear commonplace names, such as Thrift, and Economy, and Watch-It, and Long Hours, and System, and Be-on-the-Spot, but they have all the magic of Aladdin's wonderful lamp in the sweep of their wings. They will stay by you so long as you pay attention to their decrees, but you try slighting their words of wisdom and, pouf! away they go, leaving affairs in an awful mess.

In order to convince the doubting ones that I am telling the truth, I am going to relate the strange experience of John Carveth, who operates a grocery of size down on the corner. Never mind which corner. There are many groceries on many corners. If the reader has one of them, let him heed the advice of John Carveth!

Everything was going wrong with John. When his bills came due he had to secure extensions or borrow money at bank. When, finally, he found himself unable to procrastinate, he was obliged to scrape the bottom of his cash drawer until the boards were as thin as a sheet of paper, or as some of his excuses for non-payment.

One evening after closing time John sat alone in his little office, thinking things over. It was Saturday night, and some of his clerks had gone home without their pay, and John had no money to pay Monday's bills with. You may be sure that John was mightily discouraged.

While he sat tipped back in his chair, his legs across the corner of his desk—the only corner which wasn't littered with over-due bills and matters of business which should have been attended to long ago—the door opened softly, and a little lady no bigger than a bee came buzzing in. She was a pretty little lady, all clad in silks, with a slender figure, brilliant black eyes and beautiful long brown hair, which swept down to her waist.

John looked her over critically, wondering what in the provision line he had in stock which she could possibly want. The lights were out in the store, anyway, and he didn't care to go musing around in the darkness for so small an order as she was likely to give, so he just remained in his chair and stared at her. Instead of taking offense at this ungentlemanly conduct, the little lady perched herself at the top of the desk and regarded John with sympathetic eyes. Presently she spoke, in the smallest, sweetest voice John had ever heard, and her red lips looked like rose petals as they formed the words:

"You are not doing well, John."

John had never met this lady before, and he wondered at her calling him by his Christian instead of his tribal name. He had not bruted abroad the critical condition of his affairs, and he wondered how she should know anything about the empty cash box and the clerks going home without their pay. Besides, he couldn't see what business it was of hers, anyway.

"Now, I didn't come here to find fault," continued the little lady. "I came here to help you. I'm a fairy, and my name is On-the-Spot. Funny name, isn't it?"

John said that he thought it was a funny name, and joked with her, saying that she looked to him more like her name was On-the-Desk. At which the little lady laughed heartily, as is the custom of little ladies who come to earth to give business men and women pointers in the conduct of their affairs.

"Yes," continued the fairy, "I came here to help you. You're a pretty good sort of a fellow, and I rather like you, so I'm going to put you in the way of making a fortune. Do as I tell you, and you'll soon have a ten-story building on this corner and be able to buy your wife a new hat every year or two. By the way, it is a shame the way Mrs. Carveth dresses when she goes out calling. The neighbors notice it. And it is a shame for you to send your clerks home on Saturday night without their pay. They don't like it, and they won't work industriously, and for your profit, when you treat them in that way."

John Carveth wiggled around in his chair, but the promise of future benefits took the sting away from the censure, so he nodded his head and opened his eyes wider than ever as the fairy took from under her robe a tiny flower pot in which grew a plant so small that he could scarce distinguish its form. The fairy placed this flower pot and plant on the top of the desk by her side.

"Your fortune is in this plant," she said. "You observe that there is a small bud at the top of the stem. Take your legs off the desk and get busy with those bills. Pack them into a bundle and make a note of the total of each. There, you have done that quite neatly. Now, go through your books and find out if every bill is correct and according to agreement."

John, a trifle dazed, set to work on his books and the bills, while the little fairy rested her chin on a hand no larger than a bee's foot and watched him.

"Why," said John, presently, "nearly every one of these bills shows an overcharge. I shall have to look into this matter myself. You see, Miss On-the-Spot, I've been trusting this matter to my chief clerk, and I'm afraid he doesn't quite understand all the details."

The little fairy laughed heartily again, and pointed to the plant at the top of the desk. Instead of a tiny bud there was now a large and brilliant flower on the stem, a flower-al-

most too large for the pot, and almost too brilliant for that dull office. It was indeed a most wonderful transformation.

"I'm going to leave this plant with you, John," said the fairy, "but only on one condition: You must, every morning at 6:30, water it with your own hand. At 9, and 11, and 2, and 4, and 6 you must water it again. If you trust this duty to your chief clerk, or to any one else, the plant will wither and die, and then it will be all up with you."

"If you do this, the plant will tell you when you are making a foolish bargain, when you are doing wrong in any way. When things are as they should be, John, when you are doing your very best, the blossom at the top of the stem will show large and brilliant. When you neglect your duties it will wither away to a bud. For two weeks during the summer you are to put the plant in the safe and go away, taking your wife and children with you. At all other times you are to, with your own hand, at the hours named, water the flower six times a day. Do this and you will become rich and happy."

Before John could thank the fairy in fitting terms there was a tinkle of silver bells and a coach no larger than a hazelnut shell, drawn by horses no larger than ants, came gliding through the air and carried the good fairy away, leaving the pot and the plant at the top of the desk.

"I'll try it, anyway," thought John. "It can't make things much worse," and at 6:30 the next morning he was at his desk watering the fairy's plant.

There never was such a trade as John had that morning, and every time he put water on the plant the trade grew as the plant grew, and his customers came in and shook hands with him, just as if he had returned from a journey round the world! John had never before realized that he was such a stranger in his own place of business.

John was obliged to remain in the store most of the time in order to care for the plant, the bud of which withered if he was a second late, or if he began neglecting the smallest detail of his business. And being there so much disclosed to him many things:

He discovered that the clerks worked harder and were more courteous to customers, that he was carrying stock which no one wanted, and was shy goods which were daily asked for, that the chief clerk was getting a rake-off on purchases from the wholesale house, and lots of other things which had done much to keep him in the dumps.

And so John grew rich and fat because of his industry under the guiding star of Miss On-the-Spot, and his wife and children adored him for the vacation, and, in short, he had money to burn. But one day John grew independent. He didn't see why he should give so much time to that old plant! He had money enough anyway, and Miss On-the-Spot could not do anything to him if she tried, and so he neglected the plant, and it withered, and one day the clerk toss-

ed it out of the window as a dead thing. Then the banks protested his paper, and the sheriff closed him out, and his wife and children had no bread.

Then John woke up!

There was no plant at the top of his desk, but Miss On-the-Spot was poking ideas into his brain, although she was nowhere in sight. John went to work on his books.

"I guess the little lady knew her business," he thought, "when she ordered me to stay right here in this store! I'll just play I was watering the plant at the hours named, and see what comes of it."

Much came of it. The big building on the corner, and all the rest. And John had a drawing made of a little woman in silk, no bigger than a bee, and hung it over his desk and wrote at the bottom:

"Miss On-the-Spot! My Good Fairy!"

And he who doubts the existence of good fairies is not wise! Ask John!

Alfred B. Tozer.

## Magic in the New Chemistry.

Alchemy has come back. Prof. Wilhelm Ostwald, of the University of Leipsic, calls Sir William Ramsay's discovery that elements are capable of transmutation the greatest scientific achievement since the discovery of the practicability of applying the electric dynamo to mechanics. Sir William Ramsay has demonstrated that he can produce lithium from copper by the action of a solution of sulphate of copper on the emanations of copper. After the copper has been extracted by means of sulphuretted hydrogen from the solution which had been in contact with the emanations of radium, a residue of lithium remained. He has proved that should the emanations of radium, alone or mixed with hydrogen, be left in a vessel, after a time helium will be produced. In the event of the emanations coming into contact with water instead of helium, neon with slight traces of helium is the result. Then by dissolving in the solution a heavy metal, xenon or krypton is produced. Other substances also are present, but no exact definition of their character has been obtained owing to the infinitesimal quantities in which they occur. So dium and calcium have been observed among them, but the latter possibly have come from the experiments having been made in glass vessels.

## Troubles of an Amateur.

"I thought you had gone to raising bees," said the man from the city. "I don't see any sign of them around here."

"I had half a dozen colonies of the finest bees I could get," answered the suburbanite, "and a whole library on bee raising; but they swarmed one day, and while I was looking through my books to find out what was the proper thing to do when bees swarmed the blamed things flew away and I've never seen 'em since."

If you are looking for an Account Register remember the McCaskey is fully protected by Patents. A hint to the Wise is sufficient.



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E. A. STOWE, Editor.

Wednesday, November 13, 1907

**MORE MONEY.**

There is not enough money for business is the general verdict.

If there had been none of the gigantic speculation or gambling in stocks which began in May of the present year and continued until the remarkable revelations of the flagrant violations of the law and unwarranted proceedings by railroad and other great corporations forced the bottom to drop out of Wall street operations, causing a shrinkage of stock values rated at three thousand million dollars, depleting the cash in the banks and destroying the confidence of depositors and of prudent business men, there would have been none of the panic conditions that now affect the finances of every part of the country.

There was money enough to do the ordinary business, but not enough to maintain the titanic stock operations that were carried on in Wall street, and incited to speculation the people in every part of the country. It is claimed that there was in the limits of the United States when the storm broke nearly three billions of dollars in money, more than was ever known before in the business of this country.

The demand is for more money for every purpose, even to carry on the speculations so much denounced, and the popular outcry is for the Government to make all that is required, it being supposed by many people that the Treasury Department has nothing more to do than to print unlimited greenbacks or other paper notes, if so authorized by Congress, and this Congress can do by a simple vote.

If our country were surrounded by an impassable wall and had no business relations with any other country, it would make little difference what sort of money we had, but since we trade with all the nations of the earth, buying from some and selling to others, and traveling extensively in all of them, it is plain that we must have money that will pass current with all peoples, or if not current with them, it shall have a value that is recognized in all countries. If our twenty-dollar gold coins are not readily accepted as money everywhere, the value of the material

of which they are composed is recognized everywhere, and so they are exchangeable at their gold value for the money of every other country. For this reason all schemes for creating money out of nothing must be discarded when we begin to legislate on the money supply.

Even our greenbacks are good in the countries with which we have most intercourse, but that is because they are based on the credit of the country, which is backed up by gold and other material of real general use and value. Coming back to the present situation, at the beginning of the present fiscal year the total money in circulation amounted to \$2,914,342,256. Of this sum \$342,713,092 was in United States notes or greenbacks and \$590,090,835 in national bank notes. All the other money in circulation was either gold or silver or certificates and Treasury notes which represent them. Currency based on coin can not be touched.

The present difficulty is a money stringency entirely and is not due to any condition of insolvency. There is a crying need of more currency just at this particular time. Six months from now there may be too much currency. The problem is to regulate the relation between supply and demand of money exactly as in case of any other commodity. It would be easy enough to increase the supply of money. Congress could do that by a stroke of the pen. A danger would be it would provide either too much money or no means of reducing the amount after the unusual demand had disappeared.

Ever since the entire monetary system of the country was taken in hand by the General Government it has been the custom to use the people's money to help out speculation and to prevent the panics that resulted from the vast gambling in gold, as it was in the sixties and seventies, and in stocks, as has been the custom since. Every time there was a little flurry in Wall street the Secretary of the Treasury was appealed to for a deposit of as much of the surplus as he could spare. Every time he proposed to draw the money out there were an outcry from the banks and a declaration that if the Government deposits were withdrawn it would precipitate a panic.

The result has been that cash in National bank depositories to the credit of the Treasurer, which was \$55,000,000 in round numbers July 1, 1905, has jumped to \$207,786,733 on the first day of this month. It is probable that if banks had been compelled to pay interest on this money a good deal of it would have found its way back into the Treasury at times when it was not needed, and then would have gone back into the banks whenever there was a stringency. The bare fact is that the Treasury has been paying out its surplus and adding it to the circulating medium day after day and month after month. It has all been going out and nothing has been coming in. That is not flexibility, of course, but mere expansion.

It is probable that Congress could add two or three hundred million to

the greenback issue without disturbing the credit of the country or impairing the value of the notes now out. There are two serious objections to this: In the first place, it would be undiluted inflation, which is not what the country wants at the present time. In the second place, the issue of such money by the United States could get into the hands of the people and banks where it is needed in only two ways—it could be paid out for current expenses or be used to purchase bonds. In the latter case the result would be an instantaneous reduction in the amount of National bank circulation, which is based on bonds.

The old-time state banks before the Civil War were the only institutions that issued notes, and their issues were all redeemable in gold, but today gold is only wanted for foreign account and nobody wants it in domestic business. Everybody wants paper, and to prevent the circulation of gold at home the banks even refuse to take it except at a discount. The result is that we must have a paper currency that is as good as gold, and "we want it when we want it," and as much of it as is needed for every purpose of business and speculation, and thus speculation will constantly increase and there will never be enough money to prevent a panic. How to contract the currency when necessary as well as to expand it is what Congress must provide for in the near future.

**A BALD EVASION.**

Right in line with the spirit of President Roosevelt's recent utterances advocating the improvement of inland waterways and harbors is the tenor of the annual report by Gen. Mackenzie, Chief of the Engineer Corps of the United States Army.

For the first time in the history of annual reports from the Engineer Corps the General makes an elaborate exposition as to the effect upon freight rates caused by lake, harbor and river improvements, and the showing constitutes conclusive evidence that all rail freight rates are very much reduced by successful waterway competition.

As a whole, Gen. Mackenzie's report is a very impartial and correct series of statements, but when he states that there are but one and four-tenths of a mile, in the entire river channel distance from Grand Rapids to Grand Haven, having less than five feet depth at extreme low water stage, he simply evades stating that there is less than three feet depth at extreme low water stage at a dozen or more points between this city and Lamont—a distance of about eighteen miles.

Further, his report fails to state what is well known at the Engineer's office in this city, that it was in consequence of this less than three feet depth in many spots along our river that the Grand River Line was forced to abandon business two months ago or more, and just as its freight business had developed to a point where, had it not been for the interruption, the Line would have made some money on the season's business.

**EASY MONEY.**

As an ironical foil to the present prevalence of checks instead of currency three or four of our mercantile establishments have been stung by a genteel stranger with a smooth tongue, backed by unlimited self reliance. In each one of these places he made purchases of goods, to be "delivered later," for which he tendered checks which turned out to be bogus or forgeries. In each instance, also, he either carried or wore away upon his person a portion of the goods bought.

There are gray hairs upon this method of swindling, so that it is a moral certainty that the operator is one of wide experience—probably one who has served time for similar offenses and who is so keen at the business that he realizes that present conditions are especially well adapted for putting fake checks out.

All this aside, it is somewhat to be wondered at that any experienced merchant, no matter what his line, should accept a check from an utter stranger and, without investigation, permit that stranger to carry goods away from his store. The invariable practice of banking institutions is none too elaborate or too safe to be adopted by merchants. By way of instruction in this art let any merchant visit a bank where he is absolutely unknown and present a check with a request that it be cashed and then watch for results. There isn't anything especially funny, new or novel about them because they are conventional factors in all phases of the banking business and should be in all branches of business.

More and more every year there is talk about insisting upon a safe and sane celebration of the Fourth of July. The list of killed and wounded on account of torpedoes, giant firecrackers, big and little cannon and other noise making machinery is annually a long one. Last year more than 5,000 were more or less injured, according to one authority. There are enough such cases within everybody's knowledge and recollection to prove the foolishness of the customary procedure. The Society for the Suppression of Unnecessary Noises has added the Fourth of July to the list of reforms which it seeks and it is the most important of them all. The President of this organization, Mrs. Rice, has recently been in Washington and it is proposed to enter upon and keep up a vigorous campaign until this much needed reform is assured.

Airships are modeled after the birds of the air, but it will be some time before any inventor can produce a flying ship that will approach the work of Nature. An eminent ornithologist says that a crane can travel through the air a thousand miles a day without flapping its wings, but by merely keeping them stretched and adjusted to the prevailing breezes. A hawk can stay in the air for days and weeks, moving with its wings motionless. It is the same with the gulls and numerous other winged creatures.

**AN EXPECTED FAILURE.**

Disappointment darkens the sky at Yale. Methods of management, considered as antiquated, were discarded and it was decided to put every student on his honor at all times and places and thus early in life accustom the student manhood to meet the responsibilities sure to come later on.

Theoretically there was every promise of success. "Kindness is better than harshness; God is love" is the underlying principle, and it is only necessary to let the young see that it is trusted, and the desirable result—honesty, uprightness, honor—will be sure to follow. "Learn by doing—learn by doing" is the only practical way, the only sensible way, and the world's cup of human existence will not only be full of, but overflowing with, the noblest qualities that life needs and calls for.

Put to the test, the longed-for results are not forthcoming and the reason for the acknowledged failure has but recently been given. It seems that at the joint junior and senior examinations in June at a first trial of the honor system several students using dishonest methods were detected by their classmates, and that their names became known also to members of the faculty. Classmates refused to report them, and the faculty, under the conditions refused to act. Worse than that, several students using these methods obtained degrees, while other students who were honest at the examinations failed to pass; and as a result of these disclosures the academic class of seniors a few days ago rejected the honor system "as not practical in a large Yale class and as imposing upon the class supervisory duties which belong to the faculty." As the matter now stands the faculty will take up the subject under consideration, but with slight probability that an upper class honor system will be further tried.

It would be easy here to remark with an air of more or less superiority, "I told you so," but remark and manner are as senseless as they are untimely and uncalled for. The real reason for the failure is due to the fact that a boy is subjected to a man's test and the boy is unequal to it. More than that, the maturity that will subject the youth to the trial which white-headed maturity has been unable to meet successfully should assume the responsibility of the failure belonging to it—a condition, be it understood, which the maturity at home must share with that of the college.

To come now to the underlying fact, the community at large from land's end to land's end believes in its heart that it is justifiable dishonesty to cheat at an examination. We who have been there and suffered, as well as we who have not, know in the first place that chance enters largely into every examination. Of an average class at least 95 per cent. enter the examination confident of making a passing mark. They have been doing the daily work faithfully, or comparatively so, and, with the anti-examination cram which even the laziest undertake, there is every reason to believe that they will get through. It happens—emphasize

that—however, that the questions do not hit the subject-matter with which the student is most familiar and his paper does not receive the required per cent. He fails and is disgraced, when if the examination had followed another direction that same student would have gone home with head and visor up to meet the congratulations of his friends. The existence of this element of chance everybody acknowledges and understands and the cheating that is supposed to balance it—and in the eyes of the world does balance it—is frowned upon and—let us be honest—inwardly approved. It is the old story of cheating a railroad and the person has yet to be found who does not believe that that, if possible, is hardly wrong.

Through the gathering mists of years an instance rises to "point a moral and adorn a tale." This hand, a freshman's then, had met and mastered an examination on the "binomial theorem, and its owner was rejoicing over his success when a fellow student at the blackboard displayed the signal of distress. The best English scholar of the class was drowning in a flood of mathematical formulae of which he knew nothing and for which he cared supremely less. There was not a man in the class who would not gladly furnish the needed help, and it was furnished then and there. Letter by letter and sign by sign the formula, written in air, was caught by the drowning soul and placed upon the board; and it is submitted that the recording angel in writing down the deed "dropped a tear upon the record and blotted it out forever." That same English scholar, afterwards a clergyman and now with God, was never known to regret the means and the instrument which saved him at that examination; that and similar instances confirm what many thoroughly believe, that, all things taken into account, it is not the unpardonable sin to cheat at an examination any more than it is that same sin to plunder a melon patch.

It is to be hoped that the faculty at Yale, together with the faculties at other colleges, will not carry the honor idea so far as to make a failure of it. "Lead us not into temptation" should remain the personal appeal it was intended to be; but another like unto it, "Let us not lead others into temptation," is just as strong. The 6-year-old with a jack-knife and the 16-year-old with a full pocketbook are not necessarily harmed by the knife and the money; but the same prudence which will keep these much desired possessions from both until training has made the ownership safe is the same wise forethought which keeps the student from temptation before he is ready to meet it. "'Tis true, 'tis pity and pity 'tis, 'tis true;" but until the home life and the life outside the home condemn, as they do not now condemn, the examination-cheat, the honor system in school and college will continue to be a failure, because the test is applied prematurely and because in such instances public opinion refuses to judge too severely and uncompromisingly the failures which almost necessarily follow.

**PARTY ORGANIZATION.**

That a party organization is a necessity in politics no one undertakes to deny. Organization is essential to the success of any movement or any business. The word machine is the generally accepted term applied to a political organization in town, city, county or state. It so happens that machine is accepted as meaning something unpleasant, something that can not be altogether approved, and to say that a nominee is a machine man is to make what many regard as a serious allegation against his fitness. Much of the public distaste and dislike for machines in politics has been well earned and is richly deserved. Ordinarily speaking, a machine is odious. This ought not to be so, because every one will admit the necessity for organization if anything worth while is to be accomplished and, strictly speaking, the machine is only another name for the regular organization. In that view of it the appellation should not be regarded as an objectionable epithet.

The reason for the state of affairs as it exists is not difficult to discover. It is the corruptness of machines which make them unpopular with the people and likewise their arrogance. The organization which calls the conventions and makes its offices has representatives in all the smaller divisions and through them the business of the party is done. Then it is made to appear that the successful candidate when elected owes his election to the organization and that he must obey the behests of the organization in making his appointments and parceling out the appointments in the way which will best strengthen the machine and make it powerful for some succeeding contest. It is in this way and on this account that a great many bad appointments come to pass, because it often happens that a fellow who is exceedingly expert at the primaries and the polls is a most wretched incumbent of an appointive office, utterly unfit and disqualified. It is usually due to the influence of the machine that graft creeps in and little or large leaks occur in public expenditure. There are offices enough to go round and usually some one has to be paid for political services with more money than he is actually worth. As a matter of truth and right a man elected to a political of-

fice owes his allegiance to the people and to no one else. It is all well enough for him to name his subordinates from his own party if he can find the right man for each place therein, as he usually can, but to give a man an office and entrust him with the public business just because he has been a useful worker at the primaries and the polls is what makes machine politics abhorrent to good citizens.

Dr. Wiley, the energetic chief chemist of the United States Department of Agriculture, suspects that there may be poison in the popular soda fountain. To test the matter he has organized a poison squad among employees of his Bureau, for the purpose of testing the effects of so-called "soft drinks," usually dispensed at the drug store. Twelve young men, between the ages of 20 and 30 years, have volunteered to place themselves at the disposal of science, to enable Dr. Wiley to ascertain the effect upon the human system of beverages known or supposed to contain cocaine, caffeine, chloral hydrates or opium. The tests will begin this month and continue through to June, with an interval of twenty days between each sixty day period. In order to prevent any injury to the system of the volunteers the dieting will be discontinued as soon as it produces unfavorable symptoms. The "soft drinks" will be administered three times daily, and the result of the experiment will be embodied in an official report.

The Panama Canal is to be 110 feet wide, will cost about \$264,000,000, and will be completed in five and a half years. That is the statement that will be presented to Congress at the opening of the coming session. The cost is \$64,000,000 above the highest estimate when the job was commenced, and it may be swollen to \$300,000,000 before it is finished. It is believed, however, with the splendid progress made, there will be little difficulty in having the limit raised by Congress. This is not to be attempted at the coming session. The Canal Commission is asking for \$31,000,000 for the next fiscal year, which, it is thought, will be the average annual expenditure for the remaining five and a half years, the time set for completing the canal.

## WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

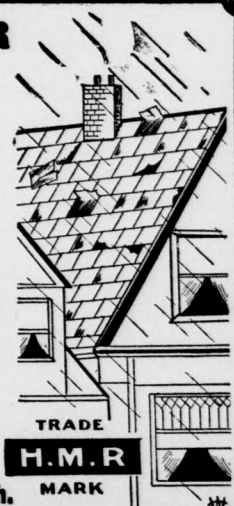
The roof is the first place the elements attack a building—sun, rain and wind bring rust, rot and decay to wood and metal roofs.

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

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

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

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



## ARTIFICIAL PRESERVATIVES.

## Heinz Uses Them, While Urging Their Prohibition.\*

The improvement in the quality of commercially packed foods made by the food preserving industry during the last few years has doubtless been greater than in the preceding twenty years. This progress has been due in no small measure to the work and advanced leadership of your organization.

Yet, with all your commendable effort, as an organization and as individuals, in securing the enactment of better laws and by the better enforcement of the laws, I believe that it will be freely admitted that so much good could not have been accomplished in so comparatively a short time without the support and co-operation of those manufacturers of the country who have endeavored to go along with you shoulder to shoulder, each supplementing the work of the other, studying with you your problems and testing your advanced ideas and theories in practical ways, thus furnishing another example of what can be accomplished by united effort.

The presence here of the representatives of the National Government is a gratifying evidence of a still broader harmonious working of the forces behind the great pure food movement, and with the nation, the individual state and manufacturer all working together for the accomplishment of a single purpose, namely, the absolute purity and wholesomeness of every food product intended for human consumption, we may reasonably hope that the day is not far distant when uniform laws and uniform standards of food purity may be set up and strictly enforced, and when the disquiet and distrust, both at home and abroad, which now affect more or less unfavorably the great commercial food-producing industry of this country, may give place to renewed and better confidence, and when the necessity of the agitation which has caused this disturbance of trade conditions may cease through the removal of the cause by which it was first brought about.

Let me warn you, however, that there will be no final settlement of this vexed question until you set your standards at the point of strict purity and keep them there—until in your laws and in your practice you demand and secure the elimination of all chemical preservatives and every harmful, as well as every dishonest element that now enters or has in the past entered into the composition of prepared foods. No half-way measures can succeed—there will be no peace so long as there is temporizing.

The preservation of food is a question which has confronted people since ancient times. In the old processes of preserving use was made of wood smoke, vinegar, spices, salt, sugar and drying. Sterilization and cold storage were introduced later

and applied where possible and convenient.

When in 1874 Kolbe discovered a method of manufacturing salicylic acid from phenol and carbon dioxide—thereby cheapening this product considerably—a new era in the food-preserving industry was born. Scientists made extensive experiments as to the antiseptic properties of this substance. It was proven beyond a doubt to be an excellent preservative, and Kolbe, after physiological experiments upon himself for an extended period, pronounced it harmless to the human system.

Chemists soon brought these facts before the manufacturers and urged them to make use of this new preservative. All of its advantages were pictured in such a conclusive manner that no one could blame the manufacturer for taking advantage of this apparently great scientific achievement. Many food industries were built upon it as a foundation, taking advantage of the simplified methods of preparation and preservation which made it possible. Each year beheld an increase in the consumption of preserved foods, and the use of this chemical preservative, which increased until it became universal, led what we might term the next generation of scientists to make a further study into its physiological action.

The majority of them found it to be detrimental to the digestive secretions, while a few of apparently equal reputation and qualification for this kind of work declared it to be non-injurious in the amounts consumed, and that no harm could result from the consumption of foods so preserved. At that time these men had no conception of the large use that would eventually be made of this preservative. As the evidence of the harmfulness of salicylic acid continued to accumulate, however, manufacturers commenced to believe that, regardless of some favorable opinion, there might be a possibility of injury resulting from the continued use of this preservative in foods.

Benzoic acid and benzoate of soda were then introduced, about ten years ago, to take the place of salicylic acid. The cheapening of the methods of their production from toluene brought them to the front and they in turn were declared by some scientific men to be perfect preservatives and non-injurious in the quantities necessary to be used. Gradually these new preservatives were attacked until they are now classed by authorities equally as injurious, if not more so than salicylic acid. To sum up what has been said for and against these preservatives and many others too numerous to mention, we can safely assume that all chemical preservatives are injurious if generally used in food products.

As long as there was not sufficient evidence of the injuriousness of preservatives upon the human system, the manufacturer naturally concluded that he was perfectly justified in using them, but solely for the prevention of putrefaction or fermentation of an article of food which was sound and healthful at the time of

its manufacture. The manufacturer was never justified in using a preservative for the purpose of enabling him to preserve partly spoiled vegetables or fruits, nor was he ever justified in using an artificial preservative for canned goods where sterilization was sufficient to preserve the contents of the package.

I believe it was the duty of every manufacturer, just as soon as serious doubts were raised as to the harmfulness of artificial preservatives, to investigate this matter carefully and to discover if there was a way to get along without them. The manufacture of many articles of food, especially condiments, in the way in which they are prepared for the market at the present, probably would never have been undertaken without the aid of these preservatives. Variety upon variety of new food articles were placed on the market long after doubt as to the wholesomeness of chemical preservatives was raised. I doubt if the average manufacturer seriously considered whether it was right or wrong to manufacture these new articles with artificial preservatives.

In many cases large industries have been built up, the existence of which, their owners now declare, is threatened if the use of preservatives is prohibited. It is hard to believe sometimes that there are manufacturers who take such a narrow view of this important matter and expect that the law should, first of all, consider them and their existence, never realizing that the law was not made for the protection of the manufacturer, but for the protection of the consumer. The great majority of food consumers are not informed at all on the subject of preservatives. They can not decide for themselves whether the small quantities which they may take daily, knowingly or unknowingly, in the foods they eat are harmful or not. In many instances the consumer does not even know what an artificial preservative is.

At a small gathering of ladies some time ago I asked the question if any of them knew what benzoate of soda was. Some of them replied that they thought it was some new soda used for cooking purposes; one or two said they thought it was something that was used in jellies, ketchups and other articles of food to prevent spoilage. They had read that on some of the labels. Others did not know anything about it.

When I informed them what had been written and said by scientific men for and against artificial preservatives, there was not a single woman in the gathering who was willing to take the chances of using any food put up with them, and I believe that if every consumer of food products was squarely informed as to what has been said for and against preservatives, none of them would purchase any article of food which was artificially preserved. Even if there was only a doubt about the injuriousness of preservatives, I believe the consumer should have the benefit of that doubt, and that artificial preservatives should be elimin-

ated without exception from all food for human consumption.

During an eight-months trip in 1906 through some of the European countries I had an opportunity to study the food laws in different countries, and especially those of Germany, France and England. I studied the food laws from the standpoint of the manufacturer, the standpoint of the consumer and the standpoint of the officials whose duty it is to enforce the law. I practically found no advocates of preservatives among reputable manufacturers. I found none at all among consumers, and I was forcibly convinced, by evidence admitted by officials who were entrusted with the enforcing of food laws, that preservatives should not be tolerated in foods.

This does not mean to imply that in those countries unscrupulous manufacturers do not try to use preservatives and adulterants. There are laws against murder and theft as well as other crimes and yet they are violated every day—and so are the food laws violated in every country.

The seriousness of the use of preservatives in food products was forcibly impressed upon me at the health department of one prominent European government. I was invited by the officials in charge of the food department, in a district with a population of several millions, to visit their headquarters and chemical laboratories, and after a lengthy talk about preservatives and adulteration one official invited me into his office, where I saw shelf upon shelf of articles of food which apparently had come under the ban of the food law.

This official requested me to name any kind of food that I knew to be commercially manufactured and which I thought was free of adulteration or preservatives. Jokingly I remarked that "perhaps they were now using artificial preservatives in potatoes." "That is just what they are doing," replied the official, and he took down from a shelf two jars of potato chips which were bleached and preserved with sulphurous acid. Next he took down rolled oats which were bleached with sulphurous acid to give them a whiter color. Then he pointed out to me rows and rows of all kinds of food products which were more or less adulterated and artificially preserved.

I was so impressed with this demonstration of the conditions existing abroad, and knowing that the conditions in our country were not any better, that I was convinced then and there that if artificial preservatives had entered so largely and universally into the manufacture of foods the restriction of their use was impossible and the conclusion which I had reached before was then confirmed, namely: that the only solution of this problem was their absolute prohibition.

A few years ago at the National Pure Food Congress in St. Louis, I said to you that artificial preservatives should be restricted. I say to you to-day that they should be entirely eliminated from any and all foods. They are not necessary. Sour and sweet pickles can be put up and

\*Address of Sebastian Mueller, second Vice-President and General Manager of the H. J. Heinz Company, before the National Pure Food Convention at Norfolk, Virginia.

kept without alum or preservatives. Tomato products, mince meat, fruit preserves, fruit butters, fruit jellies, sauces, relishes and all other products of fruit or vegetable origin can be kept without preservatives. It is true that in some few cases the manufacturer may have to depart from his present way of manufacturing and packing, and when he has done so he will find that he can carry on his business better and with less loss than heretofore.

In a few cases he may have to use smaller packages. In other cases he may have to seek a new package. For instance, in place of a stone crock he may have to use a glass bottle or a tin can, lacquered on the inside, which is a most excellent substitute for it, and in many respects possesses distinct advantages of its own. It can be easily sterilized and is not expensive.

I assert from personal knowledge that there are no food products made of fruits and vegetables which the manufacturer can not put on the market without artificial preservatives. Those manufacturers who today say that their business will be ruined if preservatives are eliminated will not say so a few years hence. A few years ago some of them held that if coloring matter was prohibited it would ruin them. All of those men get along without coloring matter to-day, and I believe that the majority of them would not go back to its use, even if it were permitted. The consumer would never have bought a highly colored food if he had known that the color was artificial.

The claim is sometimes made that the consumer wants color. Yes, he wants the best he can get, as long as it is natural. As soon as you tell the consumer that it is artificial, and perhaps injurious, he will never purchase the artificially colored food. If you tell the consumer that an article is artificially preserved and that the general use of such articles will likely injure his health, he will never purchase an artificially preserved article of food. If the Government tolerates the use of preservatives it will mean to the consumer that they are not injurious, as practically all food laws state that no deleterious substance shall be used in foods. The consumer now looks to you for protection.

A few years ago when the art of food preserving was less advanced than now, the stand taken was chiefly for the honest label. Even that has never been generally adopted, users of artificial preservatives and makers of compounds having for the most part so obscured statements to that effect on labels as to make them practically illegible or, through confusion with other matter, meaningless to the average consumer, while experience has taught us that the public, not generally well informed in such matters, is positively misled by the Government guaranty label, which generally overshadows every other label on a food package to-day, except that on which the name of the product itself appears.

I believe the time has now arrived

when no food product should be eligible to bear a guaranty label or permitted to pass muster under any law which is not pure in the strictest sense of the word. The chief objects of my remarks on this occasion are two:

First—To declare from actual experience in our own business the fact that artificial preservatives are unnecessary in condimental foods. I do not presume to speak for all food products, but only for those which I know about and those of our own manufacture, a number of which I have already mentioned. I assure you, gentlemen, that I make this statement in good faith without reservation and without fear of successful contradiction. It is doubtless true that, as to a part of the food industry, a few bulk goods may, in a measure, give way to package goods in the cause of purity, and in some cases perhaps packages may have to be reduced in size. Without entering into any extended argument on this point, we may say briefly that we do not regard this as an unmixed evil.

The elimination of loss to the dealer through spoilage and the freshness and better sanitary condition of the food itself when bought by the consumer in an original, factory filled package will largely offset any disadvantage arising from this change. If there are many foods which the manufacturer can not make pure and wholesome, let him not make them.

Passing for the moment from the question of a high standard of food purity, my second object in coming before you to-day is to urge the importance of a greater degree of uniformity in state legislation and in ruling by state authorities. As I understand it, one of the chief objects of this organization is to secure a consistent uniformity in all matters affecting this great question. Unity of purpose is evident here, but, gentlemen, unity of purpose is sometimes productive of mischievous results unless it is accompanied by united action. Unfortunately, individuals composing any organization, but who work independently, are rather prone to lose sight of the importance of united action.

The food-producing industry has enough trouble at present without adding to it unnecessary burdens, and I confidently believe no one is desirous of taking any individual action that will inflict a hardship without a definite corresponding advantage. Yet, among the most vexing problems that the large manufacturer who distributes widely must contend with is the difference in certain requirements of labeling, etc., that exists between various states and between the states and the National Government, and these requirements pertain to relatively unimportant matters.

For example, one of our good friends requires that in his State all prepared mustard shall bear a label on which the words "prepared mustard" appear first, without anything above them; thus omitting the name of the maker from its usual place. In another state the active strength

of vinegar must be shown upon the label in grains; while in still another, under a similar law, the acetic strength must be shown in percentage. In another state it is now contemplated and prepared mustard shall bear upon the label thereof a distinct statement of all of the ingredients and the percentage of mustard contained therein—notwithstanding that the food law of that state says very plainly that such a statement will not be required.

One state requires the label of each package to show the net weight or measure of its contents, and so forth. If a mild objection is raised to these requirements of special labeling, it is usually met by the suggestion that all products be labeled to comply with the requirements of the single state in question. I am afraid, gentlemen, that unless we get the desired uniformity of action, a compliance with this suggestion would result, in the not distant future, in the sending out of some well-pasted and queer looking packages, with which the trunk of the returning European tourist would be tame in comparison.

One more point which I wish to make in this connection is the real hardship which is placed upon the busy manufacturer by the requirements of extra labels of any kind on an article that is pure. If I could impress you all with the great importance of these trivial matters, I believe that you would realize that conditions can not be made to conform perfectly to the ideal of each indi-

vidual or of several individuals. I believe that it is the main accomplishment rather than the small details and technicalities that you are after. Is it too much, then, to expect that some action will be taken looking to the greatest possible degree of uniformity in this direction?

Finally, to return to my main subject, I can not contemplate with any degree of satisfaction the reactionary opposition which urges concessions upon certain articles in the matters of purity, on the ground that the absolute prohibition of preservatives will injure a great industry. I believe that such a position is entirely untenable, is not to be justified and can not be supported by facts.

I do not wish to exaggerate dangers in either direction, but through the late Chicago meat agitation that has been going on the minds of the people of the whole world are inflamed. A deplorable prejudice exists against all American food products, and we believe that instead of injuring the preserving industry by the prohibition of preservatives, this great industry will, on the contrary, be injured by their toleration, through a growing lack of confidence in all prepared foods.

To quote from Secretary Bonaparte: "The popular belief of the people is that the primary object of a pure food act is to give the people pure food products and that the intent of the law is not to discourage, but to absolutely prohibit, prevent and punish the use of deleterious and harmful substances in foods."



## DO YOU KNOW

that rapidly-becoming-popular twice-baked biscuit, the original

## Holland Rusk

the prize toast of the world?

To sell them means pleased customers. An attractive red package containing twelve Rusk sells at 10c, and allows you a good profit. Cases of 36, 40 and 60 packages. See price list. Ask your jobber.

Manufactured only by the

**HOLLAND RUSK CO.**

**Holland, Mich.**

There will be imitations offered you. Insist on the package having the Dutch windmill for trade-mark.



## 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.**



### Practical Suggestions on "Putting on the Rousements."

Knowledge of the complex creature called man is a big and fruitful field. Not alone for the theologian, the politician, and the man of letters, but also for the retail shoe merchant, Pope's advice is good:

"The proper study of mankind is man."

One never learns so much in this realm that further knowledge is no longer possible or desirable. There is always something remaining to learn. It is a profitable study, this study of men (including women); profitably because one's wares are sold to men and women—we haven't yet educated the anthropoid apes up to the buying point. Consequently, the more we know of mankind—their likes and dislikes, their follies and foibles, their inherent goodness and their sporadic badness—the better we are qualified to fit their feet and their fancies, and the more we pocket of the hard-earned spoils of the business.

But this study of the human animal is more than profitable. It is highly interesting as well. It is really surprising how many things absolutely and unconditionally funny one can see in a day's journey, provided he has a redeeming streak of humor in his anatomy, and keeps his eyes open. Not to be able to extract genuine amusement from things that happen in the store, in the course of the day's grind, is for any dealer an unfortunate thing. Such men are doomed to premature decrepitude, and the consumption of many bottles of liver regulators. The amusing occurrences of life—and they are just as apt to happen in the shoe store as any place else—ought to be a sufficient tonic for the average mortal.

By all means, know your clerks. Get their outlook. Make yourself acquainted with their point of view. See the world—and especially the matter of salesmanship—through their eyes. And then let them know the real "you." Give them a vision of the world and your business through your eyes. Be sure you can be intimate, personal, a real flesh-and-blood man to your clerks without being in a bad sense familiar and common. There is a familiarity that enhances respect and love and wholehearted service just as certainly as there is a familiarity that "breeds contempt." Sympathy, fellowship and intimacy are entirely compatible with dignity and self-respect.

Don't make the mistake of taking your authority too seriously. I have known men—and you have, too, doubtless—who had seven opaque atmospheres of dignity upon them. You couldn't touch them with a ten-foot pole. They fairly bristled with authority, and dense walls of unapproachableness surrounded them. Their salespeople, too, stood aloof. In the presence of the boss everybody

spoke in accents low. They walked on tip-toe.

Now, it is easy to be seen how a man of that sort shuts himself off forever and a day from one of the most important sources of information. His clerks may have valuable bits of personal experience and really negotiable ideas and suggestions, but this wall of aloofness on the part of the boss acts as a deadener to all promptings of approach. They say nothing because they feel that the boss isn't likely to be interested in anything they may have to say.

The salespeople love to be considered. Of course, they enjoy a little notice, a little friendliness and a semi-occasional sip of milk of human kindness. Nobody cares to be looked upon solely as a money-making machine—an impersonal mechanism, lubricated betimes with the oil of money compensation; we do hanker for a little consideration quite apart from the tacit recognition of our ability to do what is expected of us. It is the sheerest ignorance and shortsightedness on the part of an employe to ignore this deep cry of the human animal for brotherliness. And like ignorance with respect to other features of the shoe business, this particular limitation is expensive.

Know your salespeople. Make them feel that you are essentially human. Have a purely personal interest in them. Develop a kindly, sympathetic goodwill that invites confidences and warms the cockles of their hearts. Draw them out. Get them to tell all they know about your shoes, and the people who buy your shoes. Encourage them to follow up particular sales and learn how much satisfaction (or dissatisfaction) the shoes gave. Show them how to get down where the people live. Teach them the knack of picking up valuable information. And, above all, receive this information from them when they have gathered it up. Pump them dry. Offer suitable prizes for usable ideas—ideas of special sales, original advertising schemes, window trims, window cards, etc. Get them to shape up their ideas as best they can. It not infrequently happens that a very gem of an idea is dug up in the rough. No matter how crude its original form, if there is intrinsic value in it you can readily shape it up for service.

This very willingness on your part to accept and use whatever is usable will stimulate mental activity in your salespeople. It will do even more: It will make them think more highly of you. They will render you a more conscientious service. It will convert dead and spiritless clerks into live and productive aids. It will multiply the productive forces that make for the success of your store. Everybody nowadays is on the outlook for winning ideas; but it is a whole lot better for many reasons if the winning idea originates on the inside.

While I am on this topic of friendliness to the clerks, it may not be out of place to say that this same spirit ought to characterize your attitude to the entire community of



## This Trademark

On the sole of a shoe, from the public's point of view, means fit, finish and great durability at a moderate price. From a retailer's point of view, it means a good seller at a good profit that's a good wearer. If our make is not on sale in your town it will pay you to handle them. Write now and have our salesman call with the samples.

**Rindge, Kalmbach, Logie & Co., Ltd.**

**Grand Rapids, Mich.**

## The Best Yet

—Our—  
**Hartt Brand Line**  
**Fine Dress Shoes**

**For Men and Boys**

Made on new stylish lasts in Box  
Calf, Velour Calf, Gun Metal,  
Glazed Colt and Vici Kid.

**Wayne Shoe Mfg. Co.**

**Fort Wayne, Ind.**

Our salesman will be pleased to show you

which you are a part. Other things being equal, the more pleasantly you can relate yourself to the people of your town the more dollars you are going to coax out of the pockets of your townspeople. One of the most valuable assets you can acquire is a cheerful disposition. It will pull more people to your store than the good report of your shoes. A friendly spirit, a great, warm-hearted, congenial soul is like a rock in a weary land. Some men win more customers to their store on the cordiality of their grip than they do on the goodness of their advertisements.

But the critic will say: "Oh, that sounds pretty enough, and in a way, perhaps it is true; but what is a man to do if he happens not to be of a warm-hearted and impulsive temperament? Can the leopard change his spots? Can he buy in job lots the ear-marks and other insignia of the proverbial 'good fellow'?"

And to this critic, I say, a man of mettle can be what he wants to be. If he wishes to set before him cheerfulness as an ideal he can live in an atmosphere of cheerfulness. By a determined effort of the will he can put off his grouch. He can cultivate friendliness. Day by day he can learn to be more approachable, more sympathetic and winning in his ways.

In the world there are many kinds of people. There are certain superficial differences amongst them which serve to divide them into cliques, factions and clans. To serve the needs of these sundry varieties of folk, to afford them amusement and fill up their unoccupied hours, we have cults, institutions, organizations, fraternities and the like. In order to come in touch with these people under the most favorable conditions, it is well for the shoe dealer to identify himself with these various interests, and enter into the spirit of the things that are doing. By so doing he can get the point of contact, and thus impress it upon their minds that he is a factor in the community—and a congenial, whole-hearted factor, at that.

To this advice some one will perhaps say, "All of this will require more time, money and energy than I can afford to divert from the strictly necessary channels of business. It will take me away from home nights when I had rather be with my family. Isn't it better to advertise the business through the ordinary media and let it go at that?" In some instances it is possible that these objections might be valid. It is certainly not wise to become addicted to nocturnal oratory and late suppers. But one doesn't have to attend all the sessions to be "in good standing and full fellowship." But the more people he knows at sight, the more in evidence he is in the community, the more public spirited and cosmopolitan he is in outlook, the more free advertising he is going to secure. Although it takes time and energy and costs money besides, it pays to make one's presence felt.

The principle underlying all this is the principle of accommodating one's self. And the motive back of the

principle is to gain more customers, sell more shoes and make more money. To accommodate one's self is not to compromise a single principle. It does not require a man to lower his moral tone nor do anything undignified. But it does require him to get the other fellow's point of view and to cultivate some sort of working sympathy with people and interests outside of his shop.

To accommodate one's self requires an effort. It often goes against the grain. It is a whole lot easier for you to be just yourself and to attend merely to your own interests than it is to consider other people and other interests. There is a strong tendency in man towards limitation. We narrow the circle of our interests. Unconsciously we get into ruts, and become encrusted with selfishness and prejudice. We get to thinking that our little world is quite sufficient for us—and, after all, about the only world that amounts to anything. It is easy to nod just to one's friends and acquaintances; easy to go straight home after business hours; easy to don a comfortable pair of slippers and bury ourselves in the newspaper. But is this easy policy the best policy?

The broad outlook is better. The world is large. The world is full of interests of one kind and another. Among the hundreds of people that pass your shop daily there may be scores who might be numbered in the circle of your friends and acquaintances if you were doing your duty to get in touch with them. From strangers to yourself and your store they might be converted into staunch supporters, and profitable customers. It is your business to go after these people. Make yourself known to them. Invade the realms in which they live and move and have their being, and from them select your constituency. For you to sit at ease in your shop, enjoying the luxury of a partial outlook, may be pleasant, but it is not profitable. Accommodate yourself, cross the threshold of other lives by a determined will and a winsome way, and transform strangers into customers.—Cid McKay in Boot and Shoe Recorder.

#### Also from There.

The Northern Michigan farmer was about to sit down to breakfast when two frazzled, dilapidated, forlorn wayfarers knocked at his kitchen door.

"We're half-starved," they said. "Our balloon came down in a corn field about six miles from here, and we've tramped through the mud until we're tired out. Can't you give us something to eat?"

"Your balloon?" said the farmer. "Where are you from?"

"From St. Louis."

"St. Louis in Missouri?"

"Yes."

"Well," said the farmer, eyeing them with suspicion, "I'm from Missouri, too. You'll have to show me the balloon."

The man who has no mind of his own is anxious to give every one a piece of it.

#### An Index To Stock.

Written for the Tradesman.

Useful as the bulletin board may be to the grocer in the advertising of special sales, it is quite as essential as an index to general stock. Not one housekeeper in ten is conversant with all the brands of even the most familiar articles. It will save time to the seller and give her information which she does not always like to ask for lest she be deemed stupid if the various classes of goods are thus catalogued from time to time.

Thus on a certain day the prices of the different sorts of sugar may be quoted. Those who are accustomed to using granulated will, at least, be interested in comparing the prices of the lower grades, perhaps finding one of these will be equally good for certain purposes. Some will not be familiar with confectioner's sugar and its uses and will ask for information. If there is room the numerous syrups may be included in the list.

Again, there is a great variety in cereals which is worthy of compari-

son. The dealer should be able to state their special merits and differences and give only reliable information. Flours may be taken up on another day and the special advantages of each explained to those who desire. The simple name and price is sufficient for the bulletin board.

The list should be changed daily and the writing may be plain or elaborate, as convenient; but the dealer who succinctly lets his customers know just what he has and how he sells it creates an interest in unknown goods, while catering to trade in the familiar forms.

Bessie L. Putnam.

The people who are most anxious for elevation have least foundation.

It pays to handle  
**MAYER SHOES**

## "Mishoco" The new Specialty Shoe for Boys—Absolutely all Solid

Made in Patent Colt, Vici, Box Calf and Gun Metal

No Better Boys' Shoe Made

Retails \$2.50

Send for samples

Michigan Shoe Co.

Detroit, Mich.

## SLIPPERS

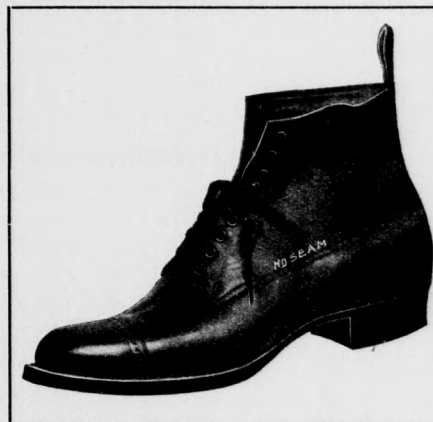
Now is the time to order your slippers.

We have a full line of Men's

### Everetts, Romeos and Operas

at prices that should appeal to you.

Remember we carry a complete line of Men's Heavy Shoes. They're made for hard wear, and that's just what your customers want for this time of the year.



Our line includes:

Men's Kangaroo Bals

Men's Kangaroo Blucher  
Seamless

Men's Oil Grain Bals

Men's Oil Grain Creed-  
more

Men's Oil Grain Creole

All on our floors ready for immediate shipment.

**Grand Rapids Shoe & Rubber Co.**

Grand Rapids, Mich.

State Agents Hood Rubber Co.

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Prints**—Are fully as inactive as the balance of the market. Some orders are received, but it is stated that large factors did not take a single order during the week of the financial flurry. Some buyers holding contracts at  $\frac{1}{2}c$  under the market have inadvisedly been attempting to cancel them during the past week, showing evidence in such action of being stampeded to some extent by other conditions. Printers still complain of not being able to get sufficient quantities of gray goods, presumably at the price they want to pay.

**Domestics**—The position of these goods remains unchanged for the most part, particularly in so far as finished goods are concerned. Of course they are more or less affected by the general disturbance which is all-pervading as far as business is concerned, and very little, if any, new business is being put upon the books. Cancellation is being effected here and there, but prices show no softening as far as finished goods are concerned. What the future has in store remains to be seen. The spot demand from cutters is so largely affected by local conditions that its easing off is not a matter of great surprise. Gingham and kindred fabrics hold their own exceedingly well and show no change over former precedents. The same is true of denims, etc. Tickings remain in the same satisfactory position as heretofore.

**Gray Goods**—Feel the pulse of trade quite as soon perhaps as does any department of the market, and for this reason a better silent expression of active conditions is to be had from their attitude than can be found elsewhere. Attempts at cancellation are almost universal upon one pretext or another, and at the same time, in contrast to this, there is a species of quiet buying in force in certain quarters that is reassuring. If it develops the proportions that former occasions have experienced, former buyers who are now anxious to sell may duplicate former difficulties when they are forced to cover. This is governed largely by conditions which are liable to develop in the meantime. Sheetings are governed by similar conditions, and are not specially active.

**Bleached Goods**—Are also very quiet. Buyers are pursuing the same tactics in this connection that they have adopted in others, with approximately the same results. Orders are not and have not been coming in as rapidly as was anticipated, and ultimately this will result in large accumulations. The immediate future, however, is well taken care of, the volume of business already transacted being sufficient to obviate the necessity of concern. Print cloths are experiencing comparatively quiet days. Large interests prominently

identified with this department are active in the support of prices, of which the most that can be said is that they are purely nominal. Some holders of contracts are getting a trifle nervous, and attempts are made to reassure them. The mills do not encourage the pushing of business, as in some instances they are sold up to next July. Doubtless, on all classes of goods such feeble excuses as a few hours' delay in the arrival of goods will be seized upon as a reason for cancellation. This has already been done, and may be expected to continue. The line between mill goods and seconds is drawn as distinctly as at any time in the past. There are indications of weakness in certain instances, but they are not general as yet. Narrow regulars are the strongest feature of the market, and these remain at  $\frac{5}{4}c$ , owing to the support that has been given them, and is being given them. The balance of the market is slightly off from the highest, practically maintaining last week's schedule. Second hands have been anxious to sell in a great many instances, and it has been difficult to persuade them to hold on.

**Hosiery**—No hard and fast line can be drawn between present conditions in this market and present conditions in the underwear market, because there is none. The situation in both the main branches of the knit goods trade is practically the same and the same rules now apply to the one as to the other. Some buyers have been around the market and in some few cases they have purchased goods, but in general the situation is dead enough as far as actual business is concerned. Financial considerations are doubtless felt to a greater or less extent, just as they are in all markets at the present time. In spite of this, however, the moral tone of the market is not at all bad in this respect when all is considered. This naturally leads one to think that possibly the financial situation is by no means the prime cause of the present backwardness of trade and the general opinion is that this guess, if it be a guess, is not far wrong.

**Underwear**—This market is at present in such a state of general quiescence that it contains practically no features of particular interest. To be sure, a few attempts have been made on the part of the sellers to put a little life into the business, but these efforts have met with discouragement rather than encouragement from the buyers. It is pretty generally known that a large factor in the underwear market, who handles an especially high-grade line of goods in both woolen and cotton, has recently returned from a decidedly unsatisfactory trip to Pittsburg, where practically no business was transacted. Beyond a doubt the unsettled and uncertain state of the financial markets has had not a little to do with this, but the opinion is that the knit goods market is not in much better shape anywhere else and the deduction is that the unwillingness of the buyers to purchase goods at the prices now asked has not a little to do with this state of affairs.



## Leggings

Our line is made up of popular priced numbers which prove to be ready sellers for the general store and dry goods trade. Look us over or write. Mail orders given careful attention. We have styles and prices as follows:

### Jersey with Button Sides

(Packed two dozen pairs in box)

Child's Assorted 5 x 10, in box.....	\$3 50
Misses' Assorted 11 x 2, in box.....	4 50
Women's Assorted 3 x 7, in box.....	6 00
Special Assortment, 8 pairs each, Women's, Misses' and Child's....	4 50

### Knit Leggings

(Packed one dozen pairs in box)

Misses' Black Assorted 22 x 24, in box.....	\$2 00
Child's White Assorted 14 x 18, in box.....	2 25
Women's Black Assorted 27 x 29, in box.....	2 25
Women's Black Assorted 27 x 29, in box.....	3 50
Women's Black Assorted 27 x 29, in box.....	4 00
Women's Black Assorted 31 x 33, in box.....	4 50

### Knit Drawer Gaitors

(Packed one-half dozen pairs in box)

Child's Black Assorted 2 x 4, in box.....	\$4 50
Child's White Assorted 2 x 4, in box.....	4 50
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### GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

## Sleepy Hollow Blankets

We have in stock for **immediate delivery** all numbers in the famous **Sleepy Hollow Blankets**.

Each pair is separately papered.

Borders are either pink or blue.

Woven and finished like  
Look like the finest  
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## Wool Blankets

Goods in stock as follows:

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Tholen white - - -	2.00 per pair

Terms, 2% 10 days, usual dating.

To facilitate the sale of these goods we will send with orders a beautiful Sleepy Hollow poster. This is of artistic design and represents a scene from Washington Irving's classic story:

### "The Legend of Sleepy Hollow"

We are sole selling agents for these goods and control the American copyrights to the poster and the tickets.

**EDSON, MOORE & CO., Detroit, Mich.**

## MAIL ORDER HOBBY.

## How It Is Regarded By Farmer Truefast.

Written for the Tradesman.

"I am afraid you are a bad man, Jake."

"I bad?" said Jake Truefast. "I don't think you have a right to call me that, Steve Benson. Why, only yesterday I dissuaded Dan Spooner from sending his money to Chicago for a new piece of furniture. He's taken my advice and going to buy of the local man, Hascomb."

There was a twinkle in his eye as the farmer sat down and began filling his cob pipe. Benson, who happened to be alone in the store, seemed ready for another wordy combat with his genial but misguided neighbor.

"No, Jake, you don't mean that!" ejaculated the merchant. "Why, what is the world coming to when a man like you, who has defended mail order concerns, recommends a local merchant? Have you gone daffy, Jake, or is it the fact that you have seen a new light and are really coming to your senses at the eleventh hour?"

"Neither horn fits me," grunted the farmer. "You have misstated the case, Steve, that's all."

"How misstated?"

"I have never defended the mail order fellows as against the local men."

"I am sure you have. That buggy—"

"Hold your horses a second, Steve. I want to talk to you a bit this morning, seeing as you have started it. You have a little time on your hands just now, I take it?"

"I am listening, Jake."

"The fact is, as for recommending my neighbors to trade away from home, that's something I never did. I did buy a rig of an Indiana firm, but that was because it was a case of have to. The local man was too strong on his prices. Let that go. I want to ask you what we are going to do with the mail order fellows. In my opinion, they have come to stay."

"That may be so," admitted Benson solemnly. "But it's a bad thing for the country, all the same."

"Not for the people at large, but for a few local merchants, Steve."

"Oh, well, Jake, I won't argue the point. It does no good to talk with you. You are a pretty good customer of mine, so we sha'n't quarrel anyhow."

"I never quarrel with anybody, Steve. If a neighbor wants trouble he'll have to make it himself. I am simply arguing the standpoint of a square deal between man and man."

"That's all right. I believe in that."

"So does every honest man. Now, admitting that the mail order houses have come to stay, the only thing local merchants can do is to buck them on their own ground. Fair competition is what we want and no favors asked. We farmers have to buck a good many things we don't like, but not a man of us would want the law to unjustly discriminate in

our favor. We have too many laws now, Steve."

"I believe you, Jake."

"There seems to be no ground for an argument then."

"It's when you come to those foreign big chaps who sell spurious goods at half price amongst our farmers—that's what grinds me," said Benson a little warmly. "We can't compete with the rascals unless we sell cheap goods and that I won't do."

"There's where you fall down, Mr. Benson."

"I don't see how you make that out. You never did favor cheap skates or cheap Johns before, Jake Truefast."

"Of course not, nor am I doing it now. Not cheap goods but good goods cheap, Steve, is what I argue for," said the farmer earnestly.

"Oh, well, you know that is an impossible condition."

"Not so. Keep a general assortment, Steve—cheap goods for cheap men, of course. Some people prefer tea dust to the best quality of oolong. That may be a vitiated taste, yet it must be catered to all the same. I know men and women who never buy baking powder unless a prize goes with the package. Now, it won't do to slur over the wants of such creatures. They are here the same as the mail order fellows and we must meet their demands. It won't do to slight them, for in such case your neighbor merchant will get them. However cheap you deem such people, their money will go as far as that of their wealthy neighbors. We have to meet conditions, Steve."

"In which case I ought to run a whisky doggerly in the back end of my store to catch the old soaks," declared Benson grimly.

"Not so. Whisky is something that one-half the population has outlawed; the other half simply tolerates; that is no comparison whatever."

"I think it is. Not one-half the folks want tea dust and prize baking powder, yet you would cater to them."

"We won't argue the liquor question, Steve," said Truefast laughing. "If every woman in the land and half the men looked upon cheap groceries as a deadly poison then you might cut them out, but they don't and never will. Whisky kills quicker than prize baking powder and poor tea."

"I might argue with you on that point," smiled Benson.

"It isn't worth your while. I think we were talking about the mail order houses and local merchants. As I said, you local chaps must buck the outsiders, same as Grand Rapids wholesalers have to meet the competition of Chicago and New York. That is the only solution of the problem."

"Unless we can educate the people as to their duty in the premises."

"As how, Steve?"

"By teaching them that it is for their interest to patronize home merchants. I admit it seems almost a hopeless task and yet—"

"And yet you think it can be done. You retailers are resorting to that discarded club of the labor unions and boycotting the wholesalers and manufacturers who sell to the big mail order concerns. To my mind, that is despicable business, Steve, and will act as a boomerang. I have no patience with men who think they have a divine right to the whole field and that anybody who comes in to compete is a public enemy. Unfair means never yet won a permanent battle. Now, there's this talk of a parcels post—"

"Yes," exclaimed Benson, his eyes flashing, "there's another club you farmers are preparing to down the home merchant, another brick to build up outside concerns. I tell you, Jake Truefast, you farmers are treading on dangerous ground. You will ruin yourselves before you get through."

The speaker got up and walked back to his desk and opened his day-book. Truefast smiled. He saw that his friend was in a nervous, angry state of mind and decided not to ruffle him any farther that day.

Dusting his pipe Farmer Truefast started to go out.

"Don't go off mad, Jake," said the merchant, looking up, trying to smile. "Really, I haven't time now—"

"That's all right, Steve. I'll see you again about this. I haven't begun to get at the ethics of the case. Good day," and the door closed behind genial Mr. Truefast. J. M. Merrill.

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P. STEKETEE & SONS

Wholesale Dry Goods  
Grand Rapids, Mich.



### Why Women Dislike Shopping in Hardware Stores.

Written for the Tradesman.

There are two kinds of stores that, for certain reasons that to herself seem entirely adequate, a woman ever feels a reluctance to enter: a shoe store and a hardware store. She feels different about "bearding the lion in his den" in these two places to what she does in any other sort of establishment.

As to the shoe store:

Perhaps a woman dislikes to shop here because her feet are built on the generous—or Chicago—plan and she hates to let go of this secret to a dealer. Or maybe she is in the habit of investing her cold cash in shoes that give her cold chills just to think of; possibly dreads being fitted to such, and yet will wear the torture-producing—the inquisitorial—things; perhaps does not relish the idea of "trying on" a number of pairs of shoes and, not finding anything to her liking, being obliged, in consequence, to leave the shop without purchasing. Whatever be the cause of reluctance, the fact remains that woman is not partial to shoe stores.

A hardware establishment is very different from the store of which I have been speaking, and yet, as a general proposition, a woman is just as averse to dealing here. I am not now referring to the hardware place that carries cutglass and silverware and numerous other side lines that a lady always enjoys seeing and purchasing, but I mean a hardware store that is a hardware store pure and simple.

The reason why she does not like to trade here is because she has a feeling that the proprietor or his clerks "look down upon" her for her ignorance—real or supposed—of the tools a man uses and for which she must ask.

Now this ignorance does not always exist about many of these implements. Hundreds of women have a natural liking and talent for "tinkering around," as it is called, and they prefer to have a kit of tools, of course not so extensive as a man would be the possessor of, but elaborate enough for their own needs; and they don't relish the idea of encountering illy-concealed scorn on the other side of the counter when they desire to add to their list of utensils.

There's a lady of my acquaintance who is extremely handy in the use of hammer, saw, chisel, plane, etc. When she was married she drew a man who, although his father was a contracting carpenter, knew no more about the proper use of common tools than a kitten does of the differential calculus. If she wanted so unimportant a job done as a shelf put up in the kitchen he couldn't get the iron brackets at equal distances to save his precious neck, and would put the shelf up so slanting that a spirit-

level would fall off of it—almost. And it was just like that with everything. The plastering would be gouged into or the woodwork ruined at every attempt of the master of the house to be useful.

Finally, after a tearful view of the repeated spoliation, the mistress of the home decided to take matters in her own dainty little hands and see if she couldn't better them—they couldn't well be worse. So, although delicately nurtured, with no acquirement of practical knowledge outside a woman's confessed sphere, she set about to accumulate ideas of manual training in her pretty head.

Whenever she was where there was carpentry work going on she watched the methods of doing things, and then she gradually provided herself with a set of tools that are far better as to quantity and quality than those owned by the average man-householder. And she can use 'em, too. If you heard her pounding you wouldn't hear the feminine "Ouch!" of pain that is the common accompaniment of such employment if undertaken by the Fairer Sex. No, indeed, the way this resourceful lady pounds you would declare, if not in visual proximity, that the hammer was being wielded by a MAN!

And now she is independent of him. And the master is as glad of it as is the wife. She can—if she wishes to be so foolish—make all the "packing-box furniture" she has a notion to; but I'm glad to be able to state that she has a modicum of common sense!

I suppose all hardware store owners and their clerks do not exhibit too superior knowledge when women come abuying in these places of business, but enough of them do to make the women feel that "they don't know nahthin'," as Sis Hopkins would say. J. Jodelle.

#### A New Idea.

"What are the suggestions for the day?"

The greatest philanthropist of the age turned anxiously to his private secretary.

"Remember," he said, half severely, "we must give away ten millions more before the week is over. I simply can't stand it to have money accumulate in this reckless manner. We must get rid of it."

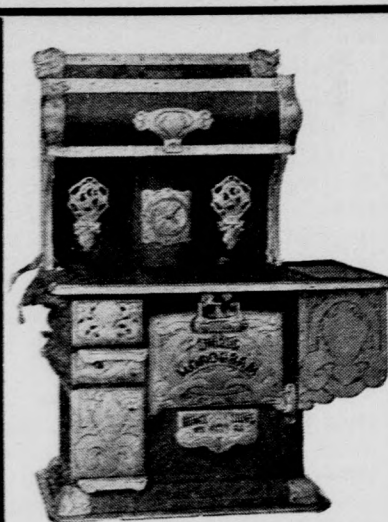
The secretary did not immediately reply.

"I'm afraid it's hopeless," said the great philanthropist. "The National Theater says they can't take another cent. Every missionary society is black with cash. The old sailors are all smoking dollar cigars. Universities are storing bonds in barrels in their cellars. Speak, man, your face is lighting up. Have you an idea?"

"I have, indeed," said the private secretary. "Have no fear, all will be well. Here's a man who has given me a clue."

And with a glad smile of relief the philanthropist read from some unknown correspondent as follows:

"Why not endow a good comfortable home for decrepit millionaires who have given their money away?"



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It is the most elaborately trimmed and heaviest steel range made. It weighs about 600 pounds. It has a great many convenient features that make it easy to sell. It is made of the highest grade of material and workmanship, and is for that trade which is looking for the very finest. It has:

Improved style hinged key plate.  
Thirteen gallon copper reservoir.  
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Curved oven top.  
One piece range body, that can never leak gas.  
Combination check draft and damper in closet pipe.  
Monogram combination cover.  
Order a sample shipped on approval. If you don't like it you can return to us and we will pay all freight.

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Grand Rapids, Mich.

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**BRILLIANT** or Bohnert Inverted Gasoline Gas Lamps

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42 State St.  
CHICAGO, ILL.

EXCLUSIVE MANUFACTURERS OF THESE GOODS

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By laying in a supply of gummed labels for your sales of

## Gasoline, Naphtha or Benzine

in conformity with Act No. 178, Public Acts of 1907, which went into effect Nov.

1. We are prepared to supply these labels on the following basis:

1,000—75 cents  
5,000—50 cents per 1,000  
10,000—40 cents per 1,000  
20,000—35 cents per 1,000

**Tradesman Company**  
Grand Rapids

# LADY DEMONSTRATOR.

## Tactics Employed by One from the Sunny Southland.

Written for the Tradesman.

The corset demonstrator had finished fitting a steady customer of the store with a pair of the goods she is exploiting and was talking with a girl friend or acquaintance outside the booth within whose sacred limits had just transpired that mysterious process yclept a "demonstration."

When I got home I looked up in the dictionary the exact accepted meaning of the term "to demonstrate." The word comes from the Latin "demonstrare," to demonstrate: (1.) To point out, to show, to exhibit, to make evident; (2.) to show or make evident by reasoning or proof; to prove by deduction; to establish so as to exclude the possibility of doubt or denial. I also found the statement that the noun "demonstration" means: "A decisive exhibition of force or a movement indicating an attack."

Now, this particular lady demonstrator uses not the shadow of the method hinted at in the definition of the noun. Her work partakes, rather, of the elements represented in the explanation under Number 2, of the verb: "To establish so as to exclude the possibility of doubt or denial."

"Many a time and oft" have I run across, to my great annoyance, demonstrators of the genus who really give an exhibition of procedure "indicating an attack." They would be so persistent, so aggressive, that it was the next thing to physical impossibility to get away from them.

But this lady corset demonstrator is not of this class. Her tactics are wholly within ladydom. She fitted me with corsets, on a former sojourn in the city, and so I know whereof I speak.

I happened to be sitting on a seat near the demonstration booth, waiting for my sister, who was shopping in another part of the store, and, being on the ground first, did not feel it incumbent to move when the corset lady demonstrator sat down and pursued conversation with her companion in close proximity to where I was waiting. But I could not help but be interested in the talk that ensued:

"Don't you ever get tired of demonstrating corsets?" asked the friend.

"Oh, of course, I get physically tired with my work, but I don't get mentally tired of it," answered the lady demonstrator. "I am not lazy now, although I was born and brought up in the Far South, where you Northern people who come down there say the folks are 'always resting from doing nothing.' Well, perhaps we do do quite a good deal of resting, but that is caused, mainly, by the climate. It is so sultry, so intensely hot, that we can not stir around as you people do up here in a bracing climate."

"Before my husband died I did more 'resting' than I've ever been able to do since."

"He was a physician, with a large practice, both city and country. We had a fine home in both, and both

were big roomy houses. The one in the country stood on a bluff overlooking a large inland lake. We entertained the year around. Our friends were numbered by scores. People were glad to know us, and we all lived a gay, care-free life."

"But that gay, care-free life wasn't to last always."

"We lived high—lived out our income as we went along. My husband kept his life insured for a heavy sum, and we always relied on that if anything were to happen to 'Papa,' as we all called him."

"One dreadful day he was taken from us—apoplexy."

"Then everything was changed. We found that 'Papa' had mortgaged the property for all it was worth—we had been living more expensively than any of us knew—and we got nothing out of the estate. The life insurance policies had expired and failed to be renewed. We were absolutely penniless."

"All the children had to go to work. Our fine friends were fine friends no longer, with the exception of a very few, who assisted us to obtain positions to keep body and soul together."

"The girls are married now—have nice husbands and good homes. I am with them whenever I can get a leave of absence from my business. My boys are not married—are now in school. They are working their way through college, and I feel immensely proud of them for the hard knocks they are undergoing to get an education."

"I could live with my daughters,

but I prefer not to be a burden to their husbands. Being a woman, I can talk" (here the lady showed two rows of dazzling teeth, creating more than a suspicion that she could laugh, too), "so I put my talent to use to make it get me bread and butter—and some 'jelly,' as well. The 'jelly' goes to my sons, to procure them little luxuries that otherwise they would have to go without."

"So here I have drifted, far from the Sunny Southland, demonstrating corsets all day long to strangers I may never see again."

"The people I work for are perfectly lovely to me—I couldn't find fault with them if I tried. And everywhere I go I am treated so nicely by the store people. As to the customers I fit, I am generally able to please them. I have a way of my own in dealing with them—I'll tell you about it:

"I and my corsets are advertised days ahead by the firms I visit, and they have big window displays of my goods so that when I reach the towns I am not unknown. Then I make myself acquainted with all the clerks I am able to; am chatty and agreeable with them—not familiar, but breezy. I find that this course puts them in sympathy with my work, and they are able, by suggestion and recommendation, to throw a whole lot of business my way."

"Ah, the customers! When I am through with them they walk off with my corsets and are entirely willing to make affidavit that black is white. Ha! Ha! Ha!"

The lady demonstrator once more

showed two rows of pearly teeth, in fact, she had such a gleaming, beaming way with her that no wonder she captivates people.

"You see," she continued, "it's this-away."

(By the way, I've not been giving the soft Southern drawl of this vivacious lady demonstrator, as it's rather hard on the typesetter; but you who have traveled southward can well imagine how she talked. I myself am very fond of the speech of Southern people—their droppings of final consonants and slurrings of syllables.)

"It's jes' this-away: Ah nevah antagonize folks. Ah let them think theyah havin' theyah own way, an' pretty soon ah'm havin' mah own way; an' th' funny thing 'bout it is that they don' know it. Ha! Ha! Ah fin' out theyah little manna's o' thinkin', an' then ah pet 'em! Ah jes' 'saufsoap' 'em, ez they say in some parts 'uv th' country. That isn' a vehwy pwetty wuhd, but that's jes' zackly w'at ah do. An' ah git erlong jes' beau'fully, so ah do. Ef they have fine figuah ah flattah them, an' ef they don' have fine figuah ah flattah them. Ah jes' make 'em think they have, an' fit a model on 'em that's jes' made fawh theah kin', an' 'thaah they ah, ez you-all say Up Nawf!"

"Ma sistah," as the lady demonstrator would call hui, came jes' then an' ah had t' leave wifout finin' out any moah uv the wiles employed by th' lady demonstrator to captivate th' cawset-weahwin contingent."

J. Burton.



## Joy over KAR-A-VAN

"The cup that cheers, but not inebriates."

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Every Ounce Guaranteed to Comply with State and National Food Laws

# KAR-A-VAN

That Rich Creamy Kind, is packed in six grades under one brand, selling at retail prices ranging from 20 to 40 cents.

The brand is recognized the country over as representing purity, protection, progress.

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DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

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

## IS THIS MAN RIGHT?

## Should Merchants Mix With Affairs of Others?

Written for the Tradesman.

The commission man walked over to the grocer's private office and sat down with a grunt of dissatisfaction. The grocer looked up with a grin of enquiry.

"Nice weather!" said John, the commission man, with a note of disgust in his voice. "Mighty nice weather!"

"Seasonable weather," replied the grocer. "Something going wrong with you this a. m.? You look as if you had a kick coming."

"I have," was the reply. "I've got a kick coming on the country roads, and on the unpaved streets of the city. Why the dickens can't we have our streets kept up in good shape, like the streets of other cities of our size?"

"Because, in the first place, our people are conservative and dread the cost, and, in the second place, the aldermen don't like to push expensive improvements for fear of losing out at the next election. These are the reasons, me son. Ask me something hard. That is an easy one."

"Well, I think we ought to call a meeting of business men and go in for better streets," said the commission man. "Our streets are worse than the country roads. Why, farmers who have been in with produce this week say they could get in oftener if we would keep our streets in good form. One man told me he had to remove a part of his load as soon as he got to the recent grading on Pearl street, and then go back after it. I think our streets ought at least to be equal to country roads."

"Yes, they ought to be," was the reply, "but the people don't seem to want to pay the bills. Very few of the people on residence streets use horses, so they do not realize the mire there is where there ought to be paving brick. They look after the sidewalks, and that is all they care for."

"Then why not get the business men together and stir them up? I am ashamed of the street in front of my place. I guess the business men could secure better conditions if they set about it. I'm in it, for one."

The grocer made no reply, and the other asked:

"What's your notion?"

"I'm in favor of better streets," was the reply, "but I'm not going to mix in any scheme which tells, or pretends to tell, other people what to do with their money. If the people who own property on unpaved streets don't want to spend their money to lay pavements, I shall not insist that they shall do so. I don't believe in mixing into the affairs of others."

"But as a public spirited citizen, as a progressive business man, you ought to take some interest in the city, some interest in having it look neat and inviting to strangers who come here seeking locations for business."

"Strangers don't buy my goods," was the reply. "I'm not going to attempt to dictate to my own people

in the interest of men who never spend a cent in the town. Because I am in trade is no reason why I should attempt to run everybody's affairs."

"You take a narrow view of it," said the commission man.

"It has long been a question in my mind," said the grocer, "just how far business men, as business men, should go in trying to engineer the affairs of a city. Because a man sells provisions or dry goods is no reason why he should set himself up as a standard of good and progressive citizenship. As a matter of fact, half the men who work on salaries in this city know more about municipal affairs than I do, and I guess that is true of a good many other dealers. They have more time to study out these civic problems than merchants do. I am not going to make enemies of these men by butting into something which they have already decided for themselves. If they don't want pavements they can go without them so far as I am concerned. I am in this little old store to sell goods, and I've got all I can do to attend to my own business."

"I had no idea you were so narrow-minded."

"I may be narrow-minded," was the reply. "If a desire to attend strictly to my own business, and not make enemies of the people who give me my living, is being narrow-minded, then I am narrow-minded, that is all. Many a business man has lost out by trying to run a town in his own way. As a rule, the worker, the producer, the man we are all eager to please, does not take kindly to the commands of the modern business men's association. He has an idea that he is paying the freight, and that the men he patronizes have a contempt for his civic intelligence. He doesn't like that. Let the streets alone, John. It is a question how far merchants should go in such matters."

"But some one must lead in securing improvements."

"Let the officials lead. They are likely to find out what the people want before taking any action."

"Do you see them leading in the direction of better streets? We'll wait until butter comes from pumps if we wait for them to move in the matter."

"If they don't, and there is a popular demand for more paving, the people will elect those who will. Keep out of it, me son. For my part, the people may walk in the mud if they choose as long as they buy their provisions of me. This sounds pretty selfish, eh? Well, it is, but business men must look out for themselves."

"You're the limit!" said the commission man.

"I got stung once," replied the grocer, "and I'm not going to put my head in a little bee-buzz again. It happened in this way: There was a bum old street car line in the town where I was doing business in my first store. This line was on the pork proper, and couldn't get even a pleasant look from the people. The cars were old, the employees were worked long hours on insufficient pay, and the patrons never knew within an hour when a car would be

"That was a boom year. Everything went sailing, including rentals, clothing, provisions and wages. The manufacturers of the town made 10 per cent. increases and the merchants raised the pay of their clerks. In short, there were increases all along the line, with one exception. The Street Railway Company didn't advance the wages of its over worked men."

"Finally the men got together and made a request for more money and shorter hours. The company officials roared. They wouldn't do it. They knew they could afford to pay, and they were not going to be dictated to by their hands. Well, as I have said, times were good and the employees made up their minds that they would have no trouble getting other jobs, so they quit in a body."

"You mean that they struck?"

"Yes, they struck. They just quit work. There was no rioting, no demonstrations of any kind against the street cars except those made by hobos and boys who were looking for excitement. The company got outsiders to run their cars, and it looked as if the thing was over."

"That must have been a non-union town, eh?"

"Oh, there were plenty of unions there, for it was a manufacturing city. But the men were intelligent and the unions were in good hands. The men just kept together for their own good. They stuck together and kept wages up just as dealers stick together to keep up prices. We business men were glad they did keep wages up, for we made more on their



## The "Ideal" Girl in Uniform Overalls

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

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



**Tradesman Company**

Grand Rapids, Mich.

trade, just as we make more on the farmer trade when crops bring good prices. See?

"At the time of the strike the Business Men's Association was negotiating with a firm employing hundreds of men to move in. We were showing this big firm that we had an orderly, law-obeying population, and that we were never troubled with strikes when this strike came on. We were afraid that we would lose the big firm, so we got together and roared at the street car men, and denounced riots and called upon the officers to keep order, and all that. Rats! There was not a whisper of riot or disorder, except that a few boys put 'we walk' badges on. Yes, sir, we passed up the men who had always been our customers, many of whom owned property in the town, and stuck our lip in for the Eastern capitalists! Pretty rotten, eh? Oh, I was just as bad as the rest, and talked intimidation, and all that; and roared at the men for trying to get more money to spend with the business men who were knocking them.

"The strike was finally settled and the men went back to work, two hundred of them. Then we began to get ours, good and plenty. Trade fell off. One day I asked a motor-man why he had stopped trading with me. He looked ugly for a minute and then said:

"If you had had your way, I wouldn't be trading anywhere now. I'd be broke. I paid you my money when I had any, and when I took a big risk to get more money for my family to spend in this town, you business men bucked me—me and the others. Now you can all go to the Street Railway Company for your trade."

"Well, John, do you know that the unions had boycotted the business men of the town? It wasn't loyal to the town, it wasn't loyal to their employers, but they did it. They took \$10,000 out of town every week, perhaps more. We argued, but they said we had begun the boycott by trying to keep their wages down. I moved out of town, and now I keep out of such deals. You bet! I may be selfish, but this little old store is enough for me to operate. I'm in business for myself. See? I'm not trying to run things!"

Alfred B. Tozer.

#### In Prospect.

A charming young lady recently entered Palmer's book store and asked to see some thin note paper. After selecting what she desired she hesitated for a moment.

"Do you make any reduction to clergymen?" she asked softly.

"Certainly, madam," said the clerk, with great promptness. "Are you a clergyman's wife?"

"N-no," said the young lady.

"Ah, a clergyman's daughter, then," said the clerk, as he began to tie up the paper in a neat parcel.

"N-no," was the lady's hesitating reply. Then she leaned across the counter and spoke in a confidential whisper. "But if nothing happens I shall be engaged to a theological student as soon as he comes home from college this term."

#### Stenographer on Fast Train.

How would you like to get up a few minutes late some fine morning, gulp down a cup of coffee, rush downtown—and find your place of employment moving away from you at a rate of perhaps ninety miles an hour? You may be a past master in the gentle art of compounding excuses, but of what use would your talents in this direction be when in a few short hours your note book and typewriter will have passed Cleveland, O.?

This is the dilemma that confronts the stenographer employed on a "flyer," should he by any chance fail to catch his train, or, in other words, not reach the "office" in time. Eternal vigilance is the price of his job. His services are free to the patrons of the road, but as his hours of work are limited he must use great care and see that he does not take too much dictation from any one passenger desiring his services, and in the aggregate take only enough to keep him busy until he reaches his "relay" station, where he disembarks and another stenographer gets on and continues the trip to final destination. Obviously, any shorthand notes left over when the relay station is reached are of no use, as he can not, like his brother working in the skyscraper, say, "Well, I'll let that go until to-morrow." He therefore must determine to a nicety how much dictation he can take from each passenger who is desirous of having work done, so that he can complete all the work before the relay station is reached.

A train cleaving the air at ninety miles or more an hour is not the easiest place in the world in which to take dictation, and rounding sharp curves in not conducive to legible notes, but the position is lucrative, and although the stenographer has to be on duty every day in the year there is a fascination about the job which serves to make the shorthand writer stick. He wears no uniform but is supplied with a small badge, on which appears the word "Stenographer." The salary equals the average pay of the experienced stenographer in general, and an occasional "tip" from the patrons of the road helps to swell his income, so that the stenographer "on the road" generally stays by his job until that fatal day when he stands on the depot platform and sees the faint lines of the observation car fade away.

J. M. Barth

#### The Merchant "Hillbilly."

In every town there is a store-keeper who is the acme of self respect in a minus quantity.

He hasn't any.

He never joins his fellowmen in any public-spirited enterprise, because it will cost him something.

Instead, he remains out of the fold and seeks to profit by the "go" that is in the other merchants of the town.

If the town has a "Commercial Club" or "Chamber of Commerce," his name is not on the roll of members because there are dues to be paid.

If the merchants take up a subscription to promote a fair or any

other enterprise calculated to better the business of the town, his name is never on the list, because it will cost him something.

If his fellowmen get together to advocate early closing he stays out because he wants the night trade that might come his way because of their closing. Such a merchant is an eyesore to the trade.

Down in Kentucky when the farmers were organizing to fight the tobacco trust, many farmers refused to join.

They were immediately dubbed "hillbillies" by members of the organization.

One farmer, in explaining the origin of the cognomen, said:

"Well, you see—billygoats around here live mostly on the hills and eat up everything in sight, and not content with that, they walk over the fences into the neighbors' pastures and eat up everything there. The farmer 'hillbillies' are men who won't join our Association because there are dues to pay. They do not want to pay the dues, yet they want to lay back and get the higher prices that we are bringing to tobacco raisers. A 'hillbilly,' mister, is a man that can't help, but wants the extra profits occasioned by his neighbors' efforts."—Dry Goods Reporter.

#### Free Advice.

"An old subscriber wants to know what fur is most economical for poor people," said the stenographer of a woman's magazine.

"Tell her bearskin," said the fashion editor, crankily.

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### The Athletic Woman at Home.

It must be confessed that as, a rule, women do not take kindly to exercise. No form of athletic sport has ever made any real appeal to us. When we are young and flirtatious we may play a mild game of tennis, but the wild wave of bicycle madness that swept over the country never went in more than skin deep with us; not even the reward of being esteemed smart and fashionable has ever inspired the slightest enthusiasm in golf and we actually do not walk unless it is a case of poverty or penance—unless we lack a car fare or are scared to death about our waist measure. When we exert ourselves we call it work, and spell it with a big W, and we don't pretend we are doing it for fun.

Such being our own point of view, we have been rather in the way of thinking that the athletic woman was as much of a myth as the new woman—that aggressive female who goes off to her club in the evenings and leaves her husband at home to mind the baby—of whom we are always reading and whom we have never seen. The athletic woman does exist, however, and in Chicago she is very rich and swell and has built for her pleasure a club house that has not its like in all the world.

There are women everywhere, of course, whose ideas of ablution runs all the way from a lick-and-a-promise rub with the corner of a towel to a daily Turkish bath. There are others who make spasmodic jabs at a punching bag or swing an Indian club now and then—when they don't forget it; but here, for the first time, is a club where women may pursue every sort of physical exercise in its most scientific form and where the baths equal the ancient Romans in their luxury.

I had been invited to inspect this superb club house, which marks one of the most significant phases of woman's development, and yesterday the sun was shining gay and the little white-capped waves were furrowing the blue of the lake, as I strolled down Michigan avenue just past the Art Institute and pushed open the aesthetic green storm-doors that guard the portals to the Woman's Athletic Club.

A small and alert butler in a smart livery stands on guard and ushered me across a beautiful big hall into a parlor all done in softest shades of green and lighted by unseen electric lamps that diffused a soft glow over the room. Every few moments there was a swish of silk skirts across the mosaic floor of the hall and a woman would enter and make her way to the gymnasium, or bowling alley, or cafe, or reading-room, and I had my first actual experience of woman taking her ease in her club—a club that was not for studying anything, or reforming anybody, but simply and purely for relaxation and enjoyment.

There is always a woman in the case, you know. In this case it is Mrs. Paulina H. Lyon, who is responsible for the Chicago Woman's Athletic Club, and in a few minutes she was in the room telling me how she did it. About ten years ago she had the bright idea that Chicago was suffering for an athletic club exclusively for women—not any old thing of a club, but something that was luxurious, unique, unlike any other club women had ever known. She sent out 1,000 invitations to society women to meet at the Auditorium and consider the plan. Thirteen came. These were frightened at the boldness of Mrs. Lyon's scheme and advised her to give it up. She did not, however. She knew she had a good thing and she pushed it for all it was worth. She organized a stock company. The bonds sold like hot cakes. A fine building was leased on Michigan avenue. A hundred thousand dollars was spent on beautifying and arranging it and in precisely one year from the time of the discouraging conference at the Auditorium the Woman's Athletic Club gave its first public reception on its opening night. This month, prosperous and growing, a lusty ten-year-old, it celebrates its birthday. Mrs. Lyon is still its active manager. She makes all contracts, handles the money and has a right to feel that the Club has proven many things, not the least of which is the upsetting of the popular fallacy that the feminine financier is a foredoomed failure. Mrs. Lyon belongs to the distinguished Burroughs family—John Burroughs, the naturalist, and Dr. Burroughs, the founder of the old Chicago, are her near relatives. She is a thorough society woman, and as she sits in her beautiful little office, all Flemish oak and tapestry, it adds a certain piquancy to the scene to know that this handsome and gracious woman, with the young face and the snow-white hair and the modish gown, is considered one of the shrewdest and most successful promoters about—so clever she has been asked and is now organizing a similar enterprise to the Chicago Woman's Athletic Club in New York and San Francisco.

Mrs. Lyon is, of course, a busy woman and she delegated to a pretty white-capped maid the task of showing me over the building. From the beautiful hall, with its mosaic floor and fine black oak staircase, there opens on one side a pretty little room, with rose-pink walls, and heavy curtains of green brocade that make little booths for the hairdresser, where my lady can indulge in a leisurely shampoo after her Turkish bath. At the far end of the main hall a door gives upon the swimming pool. Here all is glistening white and gold and the picture seems almost Oriental in its splendor. A narrow gallery floored with white marble runs around three sides of the apartment. Tall pillars of snow-white marble reach to the ceiling and brass-railed steps lead down to the pool, which is 65 feet long, with a depth of 9 feet at one end and 3 feet at the other. The light comes filtered down through great globes of iridescent

glass and as it touches the crystal water it turns it into a rainbow of color. A narrow flight of steps runs from the swimming pool to the basement, where are the dressing rooms and lockers for the swimmers and a superb and perfectly-equipped bowling alley. Here, too, are a system of unsurpassed Turkish bath-rooms, all in white marble and white tiles, and a room for Swedish movements and massage.

Back of the swimming pool is the gymnasium, with every exercise appliance, from ropes and ladders to rowing machines and punching bags and a running track. Here, too, are taught fancy dancing and fencing, both of which are the athletic fads of the moment.

The second floor is equally com-



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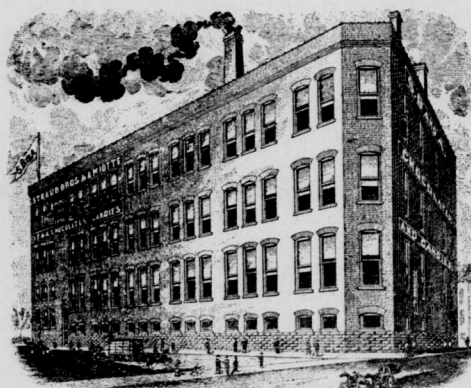
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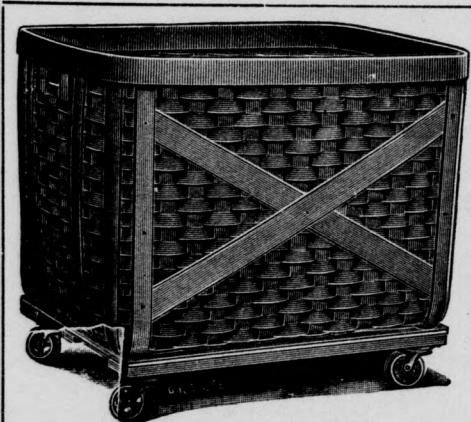
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**BALLOU MFG. CO., Belding, Mich.**

plete and luxurious. Here are the resting-rooms, the walls covered with denim in soft shades of green, the woodwork of white, in Empire design, a thick carpet under foot and in each little apartment a snow white couch. The attendants moved about noiselessly. There was no sound except a vigorous pounding that came from behind a closed door.

"Good heavens!" I cried, "what is that? A fight?"

"Only one of the ladies taking an alcoholic rub-down," the maid replied, and thus reassured I was enabled to turn my attention to a particularly appetizing lunch an attendant was bearing to another lady, who found that the Turkish bath had left her with an appetite. On this floor is also the electric bath, with its big battery, that is said to have no equal as a beautifier. Here also is the cafe. A high wainscoting of black oak runs around the room and the walls above are finished in burlap in Pompeian red. A huge Dutch fireplace fills one end of the big apartment and the windows at the other end look out upon the beautiful Art Institute, the shifting panorama of the street and the sapphire blue waters of the lake. Add to this a reading-room, full of easy chairs and couches, finished in shades of brown in wall and floor and furniture, and with tables piled high with illustrated papers and magazines, and you have the picture of the luxurious home of a woman's athletic club.

A woman's club without a moral, however, is like an egg without salt—it lacks flavor—and Mrs. Lyon and her able coadjutor, Mrs. Charlotte Barnwell Murray, claim that the athletic club is more than an amusement. It is a mission. It preaches the gospel of health and strength.

"It used to be," said Mrs. Murray, who is the Professor of Gymnastics, "that when a woman woke up in the morning headachy and feeling cross and out of sorts, she tied her head up in a handkerchief and went back to bed and took a dose of medicine. Now, if she's athletic she comes down here. I put her through some good exercise. She takes a Turkish bath afterwards and is rubbed down and goes to sleep for a half hour and gets up feeling fit for anything. To my mind the most hopeful sign of the times is that women are taking to exercise instead of drugs.

"Who are our most enthusiastic members? Married women mostly—any who are beginning to go off in their looks. Those who are scrawny come to develop themselves, those who are fat to work off superfluous flesh. It is only in the last few years women have discerned that beauty is health and that health depends a great deal on exercise. At the end of the season, when society women have been keeping too late hours and eating too much, many of them come down here and take a regular course of gymnastics. You would be surprised to see how soon the flesh that has gotten flabby grows firm and dull complexions get clear and rosy. You know, members have the right to have their children exercise at the gymnasium. I have little tots in my

class whose work would be creditable to professional athletes; more than that, they are going to grow up with splendid physiques. There will be no narrow-chested, stoop-shouldered, weak women among them."

"How much does it cost to belong to the Chicago Woman's Athletic Club?" I enquired with bated breath—and an eye on the decorations.

"One hundred dollars initiation fee and \$40 a year dues," was the reply. "Of course, this does not include the Turkish baths, or massage, or fencing, or fancy dancing lessons, or—"

"Cheap enough," I interrupted with the airy nonchalance of a person to whom money is of no consequence. "What's wealth to health!" And indeed it seemed to me that the athletic Chicago club woman gets the worth of her money at every turn.

Dorothy Dix.

#### An Automatic Mail Carrier.

A clever mail delivery box has been placed in a number of the large buildings of Geneva, Switzerland, by an enterprising electrician. This mail box has a compartment for each of the stories of the building, and when the letters are deposited on the ground floor the carrier delivers them as required. The deposit of a single letter makes an electric contact, which starts a bell going on the respective floor, which does not cease ringing until the letter is taken out.

At the same time it opens the faucet of a tank on the roof of the house, which causes water to flow into the cylinder forming the counterweight of the mail box elevator until the weight is heavier than the box, when the box ascends and the flow of water ceases simultaneously. As the box passes each story, the mail intended for it—letters, papers and small packages—falls into boxes in the corridor on that floor. This is performed very reliably by a small spring at the bottom of each compartment in the elevator mail box, which causes the bottom of the compartment to catch for a moment, and the release throws out even a single piece of paper thinner than a postal card into a stationary box provided for its reception.

When the box has passed the uppermost floor the cylinder filled with water strikes a bolt provided at the bottom, which allows the water to run out and by its own weight the box descends to its place on the ground floor. Should by any mischance a single piece of paper have remained in the elevator, upon striking the bottom it will at once go through the same series of movements as before.

#### The Family Doctor.

"Your husband will be all right now," said an English doctor to a woman whose husband was dangerously ill.

"What do you mean?" demanded the wife. "You told me he couldn't live a fortnight."

"Well, I'm going to cure him, after all," said the doctor. "Surely you are glad?"

The woman wrinkled her brows.

"Puts me in a bit of an 'ole," she said. "I've bin an' sold all his clothes to pay for his funeral!"

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Do you remember the number of brands of coffee that seemed popular a few years ago?

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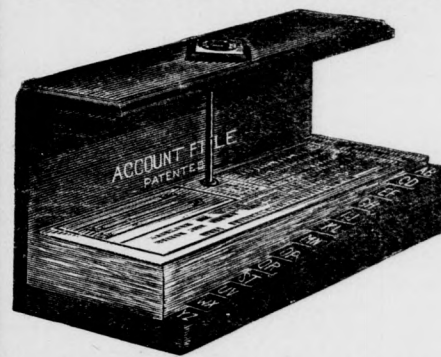
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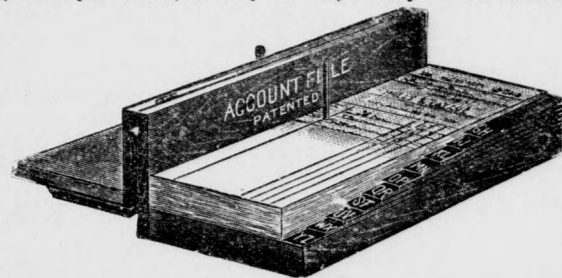
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TRADESMAN COMPANY, Grand Rapids

## CLEVER SWINDLE.

## Can Not Play With Fire and Not Get Burned.

Written for the Tradesman.

The druggist noticed that at about 10 o'clock every morning in the week a sporty-looking man of middle age stopped at the soda counter for a glass of mineral water. Before he left he usually bought a handful of cigars of good quality and chatted a few moments with Conroy, the young clerk.

This regular customer wore a "loud" suit, a dyed mustache, a number of rings and a great diamond scarf pin. His talk, what the merchant could overhear, was of "hosses" and cards. He looked sleepy in the morning, as if he had been out of his bed half the night, and from the store usually went to a little restaurant for his breakfast. The young clerk appeared to like him immensely, and to look forward to his coming with interest. The druggist did not like the looks of the fellow. One day, after the sport had been coming in for two weeks, he asked the clerk about him.

"He's rather a clever sport," was the reply. "He's been all over the world, and he's both funny and original. It is amusing to hear him talk of his experiences."

"Do you mean that he's a professional gambler?" asked the merchant.

"Oh, yes; he's a professional, all right. He's playing in a game they have down at the Great Southern Hotel. Wouldn't think they would permit a poker game in a swell hotel like that, would you?"

"It seems strange that the police don't get onto the joint. Some one ought to tip the thing off."

"I guess they're all professionals," replied the clerk. "The police don't care when a lot of the big fish try to eat each other up. It is when the shady sports get after the dinner pail brigade that the kick comes."

"No gambling game will run long without a lot of producers," said the druggist. "The professionals don't like to play with each other. The game is not easy enough. It is just like taking candy away from babies to play with amateurs, and they prefer that. Talk about your square gamblers! Why, they don't care how they get your money—whether they win it by crooked means, borrow it, or hold you up for it at the point of a gun. The thing with them is to get it. I wish you would discourage the visits of this tin-horn. We can get along without his trade."

"You don't want me to refuse his money and turn him out of the store, do you?" asked the clerk, a shade of annoyance showing on his face.

"Of course not," was the reply. "Wait on him if he comes in, but don't mix with him. Those are not the sort of people you ought to be seen with."

The next morning when the sport came in the clerk appeared more reserved, and did not lean over the cigar case and chat with him. The sport did not seem to notice the change in the other's manner. Later in the day he came in with a jeweler who has a store next door. They

came in to get cigars, and as they stood at the case, waited on by the young clerk, they began talking of diamonds. This was agreeable to Conroy, for he had often wondered if the great stone the sport wore was in reality a diamond. As they talked about gems the sport asked:

"What should you say this one cost?"

He took off his big diamond and handed it to the jeweler.

"About three hundred," was the reply. "It is a fine stone."

The sport looked at the clerk and laughed.

"He's all right about the value of the stone," he said, "but he's off about the cost. Why, the confounded thing has cost me about \$5,000."

"How's that?" asked the clerk.

"Well, when I go broke in a game, or get off my trolley with booze, which is seldom, I hock the diamond for anywhere from \$75 to \$200. I have no idea how many times I have put the thing up. Lots of times when there was no need of it, too. Yes, it has cost me a lot of money. Next time I'm going to throw the ticket away and let it slide. It is too great a luxury for me."

The two men went out, leaving the clerk thinking that if he had a stone like that it would be a cold day when he parted with it, even if he did need money. The next morning the sport came in a little later than usual, looking tired and blue. The druggist was out, and he stepped up to the prescription case.

"I want a little whisky and quinine," he said, "or a tonic of some sort, and a few cigars. I'll pay you when I come back in the afternoon, or to-morrow morning. I got mine last night."

"Lost out, eh?"

"Yes; lost about a thousand on four kings! And I played the hand right, at that. I've sent East for money I have on deposit there, and will be all right in a day or so. I'll have to keep out of the game a day or two or hock the stone again."

"Hard luck," said the clerk, passing out the cigars. The sport had already swallowed a liberal dose of whisky and quinine. "If you shove up the stone, don't get disgusted and throw the ticket away. I'll buy it of you."

"If you've got a hundred loose," said the other, "I'll let you have the stone now, until my money comes. It will cost me a ten to take it to the three balls, and you may just as well make that as not. If you get tired of holding it you can take it to the pawn shop and get your money on it."

"All right," replied the clerk, thinking only of the chance to make \$10, which was more than he could save in two weeks, "I've got the hundred, and I would like to make the \$10. I have been saving money a long time to get into a little store of my own, and it is slow work. I'm not going to work for other people all my life."

"You will do well in business," said the sport. "You have a way with you that will draw customers and make fast friends. Have you got the money here, or shall I come back aft-

er it? I want to get into the afternoon game."

"It is in bank," was the reply, "and I'll go now and get it. Here comes the boss. But, say," he added, thinking how the druggist had warned him against the sport, "you go on down to the bank, and I'll come as soon as I can get away. The boss wouldn't like to have me lending money on personal security without a license, I guess."

"I imagine he doesn't like me any too well, anyway," said the sport. "Well, I'll go down to the bank and wait."

And so the clerk made some excuse and left the store as soon as the boss came in, and hastened to the bank, where he found the sport waiting. He drew out \$100 and handed it over, taking the precious pin in exchange. How he wished that the sport would fail to redeem it! A pin like that would look well on his tie when he stood behind his own counter!

"I'll see you inside of a week," said the sport, hurrying away. Conroy noticed that the fellow appeared to be in very much of a hurry as soon as he got his fingers on the \$100, but he thought at the time that he was in a hurry to get into the game he had referred to. Conroy did not wear the pin holding the blazing stone. He kept it hidden in his pocket, so that no one would know.

The sport did not show up in a week, and the clerk was hoping that he never would. He changed his mind later on. One day he met the jeweler who had placed a value of

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Manufacturers of

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We are prepared to make prompt shipments on any goods in our line.

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Grand Rapids, Mich

# El Portana 5c Cigar

Now Made in Five Sizes

Each size is numbered and every box is marked with its respective number. When ordering by mail, order by number.

**G. J. Johnson Cigar Co., Maker**

Grand Rapids, Mich.

\$300 on the pin and told him what a good thing he had. The jeweler smiled and asked to see the pin. He regarded it scornfully.

"This is a phoney stone," he said. "Not worth a \$5 bill. It is not the one he showed me. Must have shifted stones when he got ready to work his game."

Conroy couldn't get to the chief of police quick enough. He did not stop to argue with the jeweler. What he wanted now was blood! The blood of the sport who had been such a good customer and such a clever fellow! The chief scratched his head and looked through his record book.

"On the day he got that \$100 of you," he said, "he got \$100 of five others—at least five others. There may be some who have not reported. The fellow worked with a real diamond, all right. After he had convinced his victims that he had the real thing he swung to a phoney pin. This setting looks just like the other, doesn't it? Yes, I thought so. They have 'em made by the hundred. Gambler? No, the fellow is not a gambler. He's a porch-climber, a glad-hand man, an all around con. game duffer. He is not taking chances on winning money of gamblers when he can get it so easily from suckers like you.

"You see, he came here and picked out six easy men. He worked them all at the same time. Every day he called on you he also called on the others. The day he took your money he took money from the others. We'll get him in time, but that won't get you your money back. He is making a business of this thing. We have heard of him in half a dozen cities. I suppose he's got another batch of phoney pins out by this time. The only way to keep from being beaten by these tin-horns is to let them alone. You can't monkey with fire and not get burned, young man. When you know that a man is a sport and a gambler, let him alone. If all people did this such rascals would have to do honest work. We'll let you know when we hear from him."

The clerk did not tell the druggist of his loss. He knew what the druggist would say, and he preferred to suffer in silence. Alfred B. Tozer.

#### Easy Matter To Sell Silk Skirts at Present.

Written for the Tradesman.

Sometimes the selling of silk petticoats is fraught with ease, sometimes a clerk has fairly to pry a woman and her pocketbook apart. This last is not because she can't afford the darling thing but because she simply makes up her mind that she won't invest in the "silken sheen of shimmering surfaces," as one puts it who has a penchant for alliteration and no respect for tautology.

The clerk in the silk petticoat department, of course, is at a loss to know the real reason why a woman is hard to sell, and—another "of course"—it is not her business to try and find it out.

"Hers not to reason why,  
Hers but to do or die!"

Hers not to "do" the customer, however, nor to "dye" the petticoat. She attends her department with the

sole object in view of selling merchandise, and the goods in her section of the store are such universal favorites with the ladies that it ought not be very difficult to dispose of them all quickly.

Many, many times, in contradistinction to the woman first mentioned, women are just drifting past the silk skirts and need but to have their attention called to them to buy. Suggestion is a mighty force on this round old world of ours, and often but a breath of a hint in a special direction is all the Fair Sex need.

Some skirt clerks have a knack about their business that is very taking. Others seem to expect the goods to sell themselves. The ideal clerk will not leave a skirt hanging on its hook in the glass-front case if a customer has expressed any degree of interest therein.

The customer:

"There's a very pretty skirt."

The clerk:

"Yes, isn't that a perfect beauty! Just let me take it down for you, so that you may see how it looks close to. \* \* \* \* There! Isn't that a love of a skirt? Did you ever see a handsomer pattern than these big pink roses on the pale French-gray ground? Uh-uh! This caught my eye the very moment the packman brought it to my department. I said to myself: 'What a dream of a petticoat! How I would like to own it.' But I never could afford such a skirt. 'Wouldn't be foolish for you to have it, but it would be the very pinnacle of extravagance for me to buy it. Don't you just love it already? It looks just like you, anyway!' and here the adroit clerk holds it up against her own belt, looking at it adoringly and walking off a few paces to fascinate the patron by a view of the petticoat as it would appear if on herself. Then she comes slowly back to where she left the customer, who stands transfixed with admiration of the "big pink roses on the pale French-gray ground."

If this patron is well off it's an easy thing now for the clerk to send the skirt to the parcel counter.

The plain one-color skirts do not sell so readily. Here quality must be put to the fore, serviceability must have the changes rung on it and excellent-for-the-price must be strenuously dwelt on.

Almost every woman now rejoices in a silk petticoat. Even little shop girls think they must have one "for Sunday," women of moderate money have two or three, while the woman of wealth fairly revels in them.

J. Jodelle.

#### Must Uphold His Reputation.

"In writing up the burglary," said the excited caller, "you can say that the thieves in their hurry overlooked \$2,500 worth of jewelry and solid silver plate in one of the cupboards."

"Might that not bring the burglars to your house a second time?" suggested the editor.

"I don't care if it does," exclaimed the other. "I don't want the public to get the impression that a gang of robbers can go through my house and only find \$250 worth of stuff worth stealing."

#### Mr. Retail Dealer:

Have you ever used a piano for increasing cash business?

Would you be interested in a plan and piano to be given away absolutely free that will increase your cash business anywhere from 20 per cent. to 75 per cent.?

Our plan and this high grade, standard piano unsurpassed for cash-bringing results.



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Vault Doors

Tradesman Building

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 information as to the size and general description desired.

## HARD LUCK.

## Overtakes Old and Young and Brings Desolation.

Written for the Tradesman.

Lately I have been hearing so many sorrowful stories of old men and old women whose best days left them stranded high and dry on the desolate beach of misfortune and who have absolutely nothing remaining—not even ambition to spur them on to retrieve their lost position. I hardly am able to determine which is the sadder of the two—the case of the old men or that of the old women. I rather think the old men are the more to be pitied, if anything, because of the fact that they have, presumably, been bread-winners.

A heartrending tale comes to me of an old lady of nearly 80 who used, in her palmy days between 40 and 50, to sew for a living. She was very frugal and saved up her money, but in a moment of vacillation she loaned her hoardings to an importuning brother. He has paid her back a part of the money, but the rest he "overlooks." After a time the old lady gave up sewing and was the care-taker of young men's rooms in the same block where she lived. She got 50 cents a week apiece, and with careful planning was able to live very nicely on these wages. But Fate was unkind and crippled up her old hands, that had seen so much of hard and uncomplaining service for others, and put a quietus on the room work. Then there remained nothing she could do to support herself. Her usefulness in the world is gone. Her right hand is all bent out of shape and is never for an instant free from pain, so she tells me. The one-time loving brother—loving while the old lady's money lasted—has apparently forsaken her and duty. His sister never hears from him directly. A niece has had to step forward—there was no one else to support her aunt, who now, in her last days, is compelled to eat the bitter bread of dependence, thankful, oh, so thankful, that God has raised some one to keep her from the poor-house, of which she stood in abject fear.

Now old and poor, she is yet so cheery. She's lost her all, except a sorry little lot of furniture that was toted to a new rooming place for her on her 75th birthday at the instigation of the niece. (The block where she had been living was wanted by the owner for just offices and she and all the other tenants were given notice that their rooms were wanted.)

This niece—"a dear, blessed girl if ever there was one," the old lady is wont to say a dozen times an hour if you are with her that long—this niece is herself a most hard-working person, a teacher in the public schools of Detroit. Her brother used to halve the old lady's "keep" with her, but he took unto himself a wife last fall and now is unable to do his share—or says he is, which amounts to the same thing, so far as any resources for this aunt are concerned. As I said, the entire burden of the latter's support falls on the shoulders of the young school teacher, and they are not broad and

strong shoulders by any manner of means. She has to keep up a home in Detroit for her mother and herself, also, so you might really call it a case of "double taxation" and not be very far out of the way.

The old lady had lived in one block in Grand Rapids for thirty years. She frequently used to declare herself "heartily sick of the block," during the latter years of her long residence there; but, after all, when it came right down to breaking up and leaving it, she found herself so attached to the dingy old quarters that it was like taking her arm off to move away.

The generous owner of an automobile placed it at the disposal of the niece and aunt, and took them around to look at half a dozen different "rooms to rent," none of which seemed to be just what the old lady needed. Finally a tiny suite of two rooms was found and the niece thought they would do—temporarily at least—for the aunt and forthwith moved her out of the block where she had spent so many years of her long life.

I often run up and sit with the old lady in her new residence and I get a deal of inspiration from her unconsciously bright spirit. The last time I was there I said:

"Do you know, I always feel so helped when I've been up to see you?"

"Oh, do you? Is that really so?" wistfully questioned the dear old lady.

"Yes, indeed," I stoutly asserted. (I didn't tell her how her dreary surroundings contributed toward making me content with my lot—no need of that.) "Your brave spirit is a lesson to me all the time."

"Oh, I'm so glad, so very glad!" exclaimed the old lady, the tears standing in her dim eyes. "I seem to be of so little use in the world that I get afraid that I just 'cumber the earth.'"

I hastened to assure her that such is not the case—that her thankful spirit is a continual blessing to all who know her.

Not all the hard-luck instances, however, are those of old people. Many are those of young men who have had everything go against them. What they have touched, instead of turning to gold, Midas-like, has turned to ashes beneath their fingers. In some cases the fault has lain greatly in their own hands. One fellow I have met has such a face 'twould melt a heart of adamant—all except his own father's. His mother he lost ten years ago—just at the age a boy needs a mother's tenderness. The home was broken up. Two or three years later the father married again and a woman the child had never known took his mother's place in the household again established. Hard-hearted, utterly wanting in the quality of sympathy, she had no use for the young lad and he was kicked out of the house—not literally, perhaps, but kicked out, nevertheless—to drift around as best he might in cheap tenth-rate boarding houses, earning a little here and there and working enough around these places to pay for meager board and a mis-

erable room in the attic. With no one to guide him to the good in life he formed the acquaintance and liking for evil associates and evil habits, going, like so many thousands of others, from bad to worse until now he drinks all the time that he isn't smoking cigarettes. He's a confirmed "fiend" in these and various other directions.

"If you only knew what a dreadful life I've led," he said to me, only the other day. "You couldn't imagine how bad I've been. I've no hope in this life. I've nothing to live for—absolutely nothing."

"Have you no home?"

"No."

"No people—haven't you any 'own folks'—folks that care for you?"

"Own folks?" I tell you I've no one that cares whether I live or die—not a soul."

"No home," I repeated, half to myself, pityingly.

He caught the words and added to my thought:

"No more home than a stray cat! I have a father somewhere, but he

won't have anything to do with me. He kicked me out, and I stayed out!" (fiercely).

"Young man," I said, "there's a verse in the Bible, somewhere, I'm not much on knowing where verses are in Scripture, but anyway it says this: 'When my father and mother forsake me then the Lord will take me up.' Now, you just cling to that, will you—will you?" I asked, with greater earnestness.

The young fellow had a gleam of hope in his eyes as he answered:

"I will."

"And you just remember that there is one person in the world that has an interest in you. I want you to promise me two things: that you will let 'booze' alone until you see me again; that you will let every form of tobacco alone until you see me again. Will you do it—will you?"

The boy reached out his hand spontaneously and grasped mine with a strong grip as he answered:

"I'll sure do as you say!"

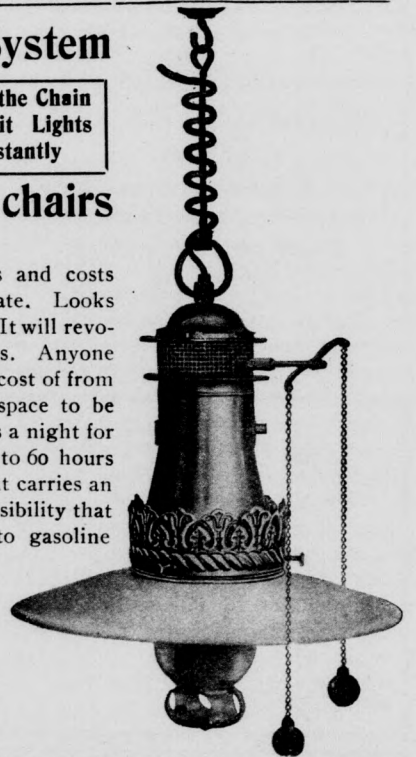
Now I'm free to confess that I've not the slightest idea that that lad

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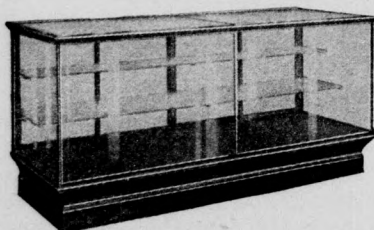
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Write for our catalogue A.

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

The Largest Show Case Plant in the World

will keep his word, for he's "down and out;" but there have been worse fellows than he who have gotten on their feet once more after everybody has given them up as a bad job, and I shall watch this boy with interest and—what is vastly more practical—help. He is his own worst enemy; but who shall say that that father is blameless who shuts the door in the face of his own flesh and blood and leaves him to the mercies—machinations, rather—of a temptation-filled world? A. R. Ring.

#### Policy of One House Toward Its Employees.

"If I only could get faithful employees," moans the employer. "If I only could get men I could depend upon to do honestly and honorably what I want them to do, half of the burdens of my business existence would be lifted. But I can not. It seems that the worker has not the sense of faithfulness developed to a degree where it influences him. Unless he is at least substantially an official of the firm he works too often with an aim, not of doing honorably what he is paid to do, but of doing it as easily as he can or in a way to attract the favorable attention of those above. This is one of the things that are not fair in the relations between employer and employee. The employer is wronged; he does not get a square deal. The condition is one of the great drawbacks of business enterprise."

That is the employer's side of the story. He does not break forth with this statement except in unguarded moments, when his business precaution has been dropped for the moment, and he speaks out what he actually thinks to be true.

Here is what happened in a place where recently I was employed—an incident which may go far in explaining why the employees of this particular establishment were "unfaithful," as the employer afterward asserted.

In the shipping room, where I then was employed, the average weekly pay was \$15 a week. This practically was the pay of every man in that department, the shipping clerk, who got more, and two beginners, who got less, being the only ones who were exceptions. We worked eight and a half hours a day; the work, considering its nature, was not extremely hard or unpleasant, and, the business not being one of seasons, with a killing rush of a few months and a lull of as many more, we were all pretty well satisfied, so far as our immediate positions went.

Usually at the end of each month we worked a little overtime—four or five nights a month, probably—and for this we were paid 75 cents a night, 25 cents of which usually went for lunch, leaving us 50 cents to pay for an evening's work, which was all right, considering the amount of our weekly pay.

One day the head of the firm came down into the shipping room with a statement that pleased us all.

"We don't want to bother about this extra pay for night work," said he, "and instead we propose to raise your pay so that you'll be getting more money than if you were being

paid extra for the overtime, and we'll be saved the trouble of carrying an extra salary account. Those of you who are getting \$15 a week from now on will be paid \$17.50, and the rest will be advanced exactly the same proportion. You'll get a little the better of this arrangement, but we were contemplating a slight advance in our salaries, anyhow, and, counting that in with the saving of the trouble to keep the extra account, we are satisfied. Of course, this cuts out all pay for overtime or extra work, as you understand."

It looked pretty good to us, and we thanked him and went to work harder than ever before.

There was only one fellow in the crowd who had anything that resembled a suspicion that the move wasn't made entirely for our benefit.

"If they were going to make a general raise in pay it's funny the office or the salesroom hasn't felt it along with us," he said.

"Probably they decided that we're the only people who had it coming," said the shipping clerk, and we let it go at that.

Next week the nature of the move began to reveal itself. Two of our men were let go, the excuse being that of slack business. That looked a little queer, for we couldn't notice that there had been any decrease in the amount of stuff we were called upon to get out, but the men in the shipping room don't pretend to know what is going on in the sales department, and we explained it among ourselves by saying that probably business would begin to drop off after that week.

But it didn't. Instead it increased a little. We began to get a little puzzled when at the end of that week two more men found the blue slips in their pay envelopes telling them that their services no longer were required.

We worked three nights next week, and it was in the middle of the month, when we never before had been called upon to do an extra hour. We had to work now, however, to keep even with the freight orders, the absence of the four men making such a hole in the shipping force that we couldn't keep even otherwise. And that Saturday they let another man go, making a total of five out of twenty and leaving fifteen men to do what had been a full week's work for a score.

There would have been a kick then if it hadn't been for the raise we had just received. But that unsolicited and generous advance had convinced us instantly that we were working for a square and liberal house, and it was natural for us to put a favorable construction on anything that they did. In fact, we were glad to see that the expected drop in business turned out to be a false alarm, and that instead there was a considerable increase. The firm deserved it if anybody did, we reasoned.

So the kick about being short of help in the shipping room was delayed for two weeks more until we were working three nights of every week until 10 o'clock and rushing like fiends all day to keep even with our work. Then the shipping clerk went

to the head with a request for more help.

"As business hasn't dropped off, but increased," said the clerk, "I don't see what we can do but get back at least some of the men we let go."

"Aren't you keeping even with the orders?" asked the head.

"Yes, sir."

"That's all we ask of you; if you get the orders out on time your force is adequate. Furthermore, you have got to get the orders out on time every day."

"But we're working two to three hours three nights of the week and business is growing heavier," protested the clerk.

"Well, didn't you fellows expect to earn that extra money we gave you for working overtime? Did you want it as a present? We expect you to work some overtime. In fact, if it isn't found necessary to work overtime we'll decrease the force so it will be. That's all I've got to say."

That was all the satisfaction we got. When I left we were working four nights a week, two Sundays a month and rushed to the limit all day. Is it any wonder that the men who remain there shirk their work and growl at the firm at every opportunity? Frank L. Farnham.

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**MAIL ORDER COMPETITION.****How the Retailer Can Solve the Problem.**

Written for the Tradesman.

Our inability to realize the existence of changed conditions, or the failure on our part to adapt ourselves, and our business to them, is responsible for many partial business successes and, unfortunately, for many total business failures.

In or out of commercial life the native born American citizen is an extremist in the fullest and broadest sense. We either live entirely in the past, insisting upon conducting our business in a certain way, simply because that was the way of our fathers, or else we make so radical a departure from the beaten path that we just naturally give up the struggle and die off before public sentiment has had time to catch up with our advanced ideas, no matter how logical or how good they may have been.

Aside from the catalogue houses in this country who are disposing of the merchandise which they manufacture or purchase direct to the consumer, the business of the manufacturers is controlled entirely by the favorable or unfavorable trade conditions which surround, govern and control the business of the retail merchant.

The manufacturer then is in spirit, if not in fact, in partnership with the retailer. A bumper corn crop in Kansas or a frosted cotton crop in Texas will broaden or lengthen the facial expression of every manufacturer having trade in these states.

When the retailer states that catalogue houses are materially affecting his business and greatly reducing his profits, the average manufacturer sits up and commences to take due and timely notice. He is interested because, as he does not sell catalogue houses, he realizes that if they dispose of \$75,000,000 worth of merchandise a year—business which otherwise would have gone to the retail merchant—he must stand his proportion of this retail business shrinkage. For a time the retail merchant laughed at the idea that any of his customers would send their money to foreign markets, ordering and paying in advance for goods they had never seen and buying from people of whom they had no knowledge, except such as could be obtained from their letters, catalogues, etc. Then came another period when they were forced to admit—to themselves at least—that these conditions did actually prevail. Singly, then, and in groups they set about to devise ways and means to counteract an influence which even the most optimistic realized was a serious menace to their business. The merchant attempted, in many cases, to arouse a feeling of patriotism in the breasts of his neighbors and friends, whose trade he naturally looked for and felt he was entitled to, by calling attention to the catalogue house in a depreciatory way, stating that purely out of loyalty to local institutions people should patronize "home talent." Merchants who adopted these tactics were, of course,

a little shy on the human nature side of the proposition and the most they accomplished was the dispensing of some very valuable and purely gratuitous advertising for the catalogue house. Retail merchants also formed associations for the purpose of consolidating their orders, to the end that they might reduce the cost of their merchandise to a point which would enable them to compete with the mail order house, so far, at least, as prices were concerned. Very naturally, and for various logical reasons which will occur to your mind, this arrangement did not work satisfactorily, and while to-day in various parts of the country several of these buyers' pools or combinations are in operation, their number has greatly diminished and the retail merchant finds himself more emphatically than ever before with a proposition staring him squarely in the face which, if he does not meet and overcome, will eventually so curtail the trade and profits of thousands of the medium and smaller merchants of the country that they will be forced, with or without their consent, to discontinue business.

Whenever retail merchants awake to the fact, and it is a fact, that the secret of the phenomenal success of catalogue houses consists in their system of buying, not of selling, and whenever the manufacturers will adopt a system which they might, that will enable the merchant to purchase his merchandise under the same plan and at the correspondingly low prices as those obtained by catalogue houses, then, and not until then, will the merchant be enabled to compete with a system of doing business direct with the consumer which, although of comparatively recent origin, has certainly reached alarming proportions. It is always, however, very much easier to call attention to the disease than to suggest a remedy.

Commercial prosperity, such as this country never before experienced, has for the past six or eight years been ours, and to the believer in the Law of Compensation we might say to an appalling degree.

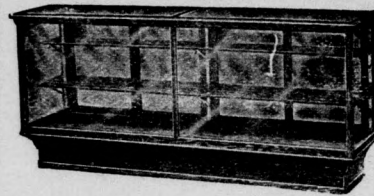
The luxuries of to-day become the necessities of to-morrow, hence an overdose of prosperity, welcomed as it has always been and always will be by those who are fortunate enough to have the silver spoon pointed in their direction, nevertheless, works in many cases much foolishness.

The natural increase in our population, combined with foreign immigration, increases the demand for all of the necessities of life, whether grown in our fields or manufactured in our shops; but keeping pace with this increased demand there has also been an increased supply, so that competition in all lines of manufacture to-day is as keen and, if possible, more aggressive than ever before.

This sharp competition which characterizes all branches of business is responsible for many phenomenal business successes, keeping the managers of business enterprises keyed to the highest pitch and compelling them to play the game to the limit or else be irrevocably lost in the discard. It is also true that competi-

tion is responsible for the employment of some very reprehensible and in many instances truly disastrous trade methods, methods which have been adopted both by manufacturers and retailers in their frantic efforts not only to keep afloat, but, if possible, to enable them to lengthen their stroke and thus outdistance their fellows. The saying so common and one so frequently and inaptly quoted, "the survival of the fittest," might in these days, as it applies to many commercial enterprises, be justly made to read, "The survival of the longest purse and the most elastic conscience." True, as it certainly is, that the commercial standard when measured by the Golden Rule might be raised considerably without straining the standard or stretching the rule, still we must not lose sight of the fact that one poor orange on the top of the box is, indeed, very noticeable and, although there is occasionally an engineer who through carelessness causes a wreck, still we buy our ticket and start on our journey with the calm assurance that the train on which we ride has carried thousands of passengers safely to their destination. We therefore select our seat and take our chances.

In spite of our National prosperity, and also giving due credit to the generally favorable conditions governing trade enterprises, there are a large number of manufacturers as well as retail merchants in this country to-day whose business does not show them a profit, and if it be true that in many cases the present method of

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Representatives of Manufacturers and  
Wholesale Dealers in

**PAPER BAGS, CORDAGE AND WOODEN WARE**

20 Pearl St. Grand Rapids, Mich.  
AGENTS FOR MUNISING FIBRE PAPERS

selling and buying as between manufacturer and retailer is not conducive to the best interest or profit of either, is there a remedy, and, if so, what is it?

If it be true that many manufacturers find the cost of marketing their product out of all proportion to the cost of manufacture, and that this item with their losses on accounts entirely eats up their gross profits, encroaching many times on their original capital, and if it be true also that 90 per cent. of the retailers of the country are overbuyers, that they are overstocked with merchandise bought on long time and at long prices, that they come in direct competition with catalogue houses with whom they can not successfully compete, simply because through their system of buying the catalogue houses purchase their merchandise at prices which are at least 25 per cent. below the retailers' costs, if all these "ifs" are facts, and we have the testimony of thousands of retail merchants and scores of manufacturers that they are, what shall we do?

Shall the retailer continue to overstock his shelves at long prices? Shall the manufacturer continue to pay out all of his profits for the privilege of marketing his goods at a loss? Yes, indeed, very many will continue to transact business in the "good old way" as long as possible, and as we give ourselves credit for our successes and charge ill-luck with our failures, when the cash drawer is empty and the banks will renew no more paper, then they will say, "Had luck been with them they would certainly have pulled through." Others will see the "handwriting on the wall" and profit thereby.

While it is true that buying their merchandise in large quantities as catalogue houses do, is a factor in enabling them to obtain close prices, this, of itself, is not the principal reason why they are enabled to undersell the retail merchant. They order their goods by mail and pay cash for their purchases, and no argument is necessary to convince even the most skeptical that the manufacturer who can dispose of his product by mail, and receive cash for the same, not only can but will make prices which are from 10 to 25 per cent. lower than when he is obliged to employ salesmen to sell his product on long time.

Whenever the retailer realizes that the factor most conducive to the success of catalogue houses is their system of buying, and whenever he adopts this system himself, he will have largely solved the problem of mail order competition.

W. L. Brownell.

#### A Good Husband.

A story was recently told of a colored servant who left a comfortable home and kind mistress for the uncertain felicities of matrimony. A few weeks later her former master, meeting her on the street, enquired how she was getting along, and if her husband was doing well by her.

"Oh, yes, indeed, sir!" she replied with a beaming face; "why, he's got me already three places to wash!"

#### Salutations Should Not Be Performed Perfunctorily.

Written for the Tradesman.

A certain prominent man of business in a big bustling business city is known by his contagious laugh throughout the length and breadth of the town. Anywhere within the confines of the place his hearty laugh is known. He may come into an office or a store and you may have imagined him miles away and, if you heard that spontaneous ha-ha you would know that the head of the one who was indulging in it was thrown back, that a double row of gleaming white teeth were more than making themselves visible and that immediately—and necessarily—you would hear a second—and answering—laugh, that could not equal the first for infectiousness, however.

"There comes Charlie with his laugh!" is a common exclamation.

And, by the way, when the familiarity of the given name follows a man through his life until he is on the sunny side of 60 you may make up your mind that "there's a reason", and especially so when that name is changed to the affectionate diminutive.

But, revenus a nos moutons, as the French say.

A month ago I had an idea strike me—let us hope one of many:

I would not go along the street with a preoccupied nod, merely, but would metamorphose the nod into an impressive bow and add a luminous smile and put an extra touch of cordiality into a "Good morning, Mr. Blank!" (Or Mrs. or Miss, as the case might be.)

The effect has been electrical!

Men and women alike have brightened wonderfully at my sweeping bow and warm salam—at first a look of surprise at the cordiality of my greeting, then a breaking into a more inspiring smile than is habitual with them.

The experiment was worth the slight effort it called for in individual instances.

Then I carried it a step farther—into my place of business.

Here, also, was occasion for astonishment. Employees hustled all the harder under the enlivening influence of sunny smiles and a joke cracked now and then, in place of a grind too incessant, seemingly, to allow of relaxation.

As I stated, it is only a month ago that I started in to put additional geniality into manner and look and speech.

Well! I think I'll keep it up. It appears to be an advantage all around. And, too, the effect on myself will be beneficial. I can see already a decided change in my feelings toward the world in general—for when I thought of how I would alter my kotos and salutatory to people, I made up my mind that there should be no difference shown when meeting up with ones who are trusted friends and my enemies—if I have any, which I am strongly inclined to doubt. Following my lead, the former have appeared more glad to see me than ever, while those to whom I have been passive in feeling

have been actually transformed—into judge by looks—into people who regard me with a new and marked interest.

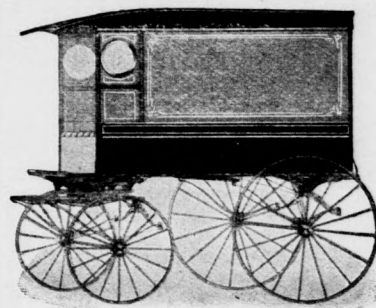
I am an extremely busy person, but I am going, hereafter, to give more time to my form of salutation to every one whom I know. H. H.

#### Hunting for a Lost Continent.

The lost continent of the South Seas is a pet study of Dr. Woolnough, of Sydney University. The main difficulty in the way of reconciling existing conditions with an original area was that depths of 2,000 fathoms occurred between the islands. It was necessary to look for land evidence of faulting or breaking to account for the submarine depths. The granite area in Viti Levu was found to be from 400 to 600 square miles in extent, underlying the modern volcanic rocks.

A range of granite mountains with precipitous cliffs on each side gave evidence of heavy faults creating chasms of great depths. He found the rivers forming a marked rectangular network, an upraised coral reef 200 feet above the sea level, conglomerate rock showing sea shells at a height of 800 feet above the sea, and certain tilts and tufts which had formerly been submarine and were now at a height of 4,500 feet.

All these indicated a tremendous uplift, sufficient to cause greater faulting in the original continent. The rivers of Fiji were of comparatively youthful development, and are even at present passing through the canon cycle.



Style No. 401

#### Here Is a High-Grade Delivery Wagon

at a low price—that you can afford to pay. The quality is the best—the design and finish unsurpassed. It is a standard of excellence and prove a fine advertisement for your business. We can surely suit your requirements as we build over 100 styles—every job fully warranted.

We want you to have our complete **Catalog, Prices and Terms.**

Ask us about our Motor Buggy at \$250 to \$450.

**Auburn Wagon & Buggy Works**  
Dept. M. Auburn, Ind.

Don't forget it."

# PUSH!!

We know of no item in the retail grocer's stock that is more worthy of energetic promotion and persistent effort to introduce than  
Dwinell-Wright Co's

## White House Coffee

We speak not because we happen to act as distributing agents for this superb and always dependable coffee, but as man to man—in perfect good faith, and as a pure matter of simple justice.

**Judson Grocer Co., Grand Rapids**

## CHILDREN'S PATRONAGE.

## Cater To Them From Their Earliest Years.

Written for the Tradesman.

Little Miss Dotty Dimple, 5 years old, may be a small morsel of femininity now, but if she lives long enough she's going to grow up, and while she is agrowing up Miss Dotty is going to want—even if she doesn't need—all those little meaningless foibles that are so dear to the heart of young-girlhood but that older folk do not "take much stock in."

There are all the little stick pins. Miss Dotty's intense admiration for these is going to crop out along when she gets to be about 12 or 13, possibly before that adolescent age. Stick pins in general and stick pins in particular will engross her attention and deplete Daddy's pocketbook by just the amount "as advertised." Class pins must be paid for when Daddy's girl gets into the high school. And the liking for class pins, acquired here, stays with her forever, only by and by this liking expands and expands and expands and comes to embrace all classes of these pretty nothings.

Then take the matter of spats. Miss Dotty begins to wear cute little spats about as soon as she begins to toddle, and so her love for fetching overgaiters develops into a perfect mania later on.

The way they put gloves on the little things, nowadays, is a caution. Like the Chinese women with their pedal extremities, their fingers start on their life cramp almost as soon as they are out of the cradle, I had almost put it, but that wouldn't be quite true, and we are sticking to the truth in this article, at any rate.

Miss Dotty and all the rest of her "bunch," if they are the athletic sort, are "going in for" more sporting clothes than you can shake a stick at. First, the gym. togs will cost a pretty penny. Bathing suits, hose and shoes will come in for their full quota of admiring and they will have to be the "ne plus ultra" to suit Miss Dotty, n'est pas?

And gloves. Oh, dear me, the gloves! Well, she can keep Daddy aguessing as to how much his pocketbook is likely to collapse when it comes to handschue, for how they do soil. Even if Miss Dotty is prudent as to expenditures in this direction, still there's the cleaner, and gloves do "count up" when he gets his hands on them—how does everything that deteriorates, in the line of clothing for the matter of that.

And stockings and shoes and slippers and gloves galore she simply "has got to have." Every dress must be "matched up" with gloves and shoes; and, when it comes to the subject of "matching," what Miss Dotty can not accomplish along this line isn't worth accomplishing. Footwear is so fascinating—the fashionable Frenchy things are so irresistibly alluring—how can a pretty girl help wanting a pretty supply of them?

And lingerie? Ah, there's where the money can be spent as if it were the sands of the sea! The chic French woman of the period always has her

lingerie much nicer even than her frocks; and her American sisters are copying her with alarming alacrity and facility. Daddy's pocketbook will get the step of the pachyderm on it all right when his Dotty teases for ducats for lingerie.

The gowns might have a whole chapter to themselves and then not half would be said that may be chronicled about them. When Daddy Dimple comes to pay the dressmakers well may he wish he had never been born.

The older Miss Dotty gets, the more omney will Daddy have to evolve and separate himself from on her account.

Don't forget all this, Mr. Merchant of the various stores. You just treat Miss Dotty Dimple like a little princess (as she is—a little American princess!) from the time she is allowed to select her first pocket-handkerchief until she is "really and truly grown up" and her "allowance" is yours so long as you remain in business and "have the goods."

A. M. M.

## Man Is Regent of the World.

It is the fashion to-day among some scholars to belittle man by contrasting his tiny body with the big things of nature and so arguing man down into obscurity and pettiness. These writers never tire of talking about man's being a mere leaf, drifting up and down the aisles of time. They want us to think that our earth itself, in contrast with the immensity of the universe, is only a little jeweled cup, lost on an infinite seashore. By breaking up the Milky Way, and similes of the sunlight starting before Socrates drank his cup of poison, a light that only has just reached our earth, they try to reduce this earth home of man to the dimensions of a black clod and man as a little animalcule boring in a crack. But the argument is specious, and, analyzed, vanishes like a bubble. Of course, Coleridge, standing in the Vale of Chamouni, is less than Mont Blanc, but Pascal understood when he said that, "Physically, the mountain, falling, may crush me, but the mountain is less than nothing in that it does not know that it has crushed me, while dying I weigh its masses and measure its law." This "insignificant" man, so-called, can pierce the Alps and hurl his trains through its heart, and drain all the life blood from its chalice, and he it is that has power and dominion over the Alps, making them a footstool beneath their engineer king.

John Stuart Mill gives us a wonderful contrast between man's brief day and the enduring ages of Neptune, yet Neptune is a frozen clod, whirling on in eternal ice and darkness. A little ball of ice can not laugh, nor love, nor sing, nor curse, nor faint, nor die; neither can a big ball of ice named Neptune. It is man alone who is great, as the regent under God. The contrast between the insignificance of man and the greatness of nature is based on the fallacy that bulk is greatness. The truth is that bulk is bulk, and concerns rocks and clods. Size is not power. The electric current that pounds on yonder car axle is a

thread of light scarcely larger than a hair. Man's hand crushes the mountains, man's ships traverse the seas, man's voice carries across a continent, man's mind squeezes distant suns like oranges for juicy knowledge and flings the rind away. Man, standing on tiptoe, takes from the topmost shelf of the universe these divine mechanisms; not one shelf in the treasure house of Nature and of God that his hand can not reach and his mind can not use. Away with this half truth about the insignificance of man! You can not rob man of his regency, nor strip him of his greatness, nor peel him of his honors! He is princely born and carries God's image in the heart.

Contrast between the petty things he achieves and the great ideals he possesses. They make much of the meanness of man's lot, the triviality of his tasks, the brevity of his career, the swiftness with which his footprints fade away. Of late certain novelists who call themselves realists have made man's life seem squalid, mean and utterly contemptible by descriptions of defiled tenements, blackened alleys, ugly architecture, and by descriptions of people's faces marred by toil, seamed with sickness, and broken with years. That method never will belittle man nor strip him of his dignity.

Newell Dwight Hillis.

Sermons that are easy on the pulpit may be hard on the people.

It is only the evil we cherish that has power to chastise us.

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

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Grand Rapids, Mich.,  
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## Mica Axle Grease

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

## Hand Separator Oil

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

STANDARD OIL CO.  
GRAND RAPIDS, MICH.

Everything Is Up  
Excepting

# Mother's Oats

Same good quality

Same old price, but an additional profit for the grocer

## Why?

Because of our Profit Sharing Plan  
which applies to

# MOTHER'S

Oats Twos

Oats, Family Size

Cornmeal

Encourage economy by pushing these brands  
and make MORE PROFIT

## The Great Western Cereal Co.

Chicago

THE CARPET MAN.

Some of His Severe Trials and Tribulations.

Written for the Tradesman.

In the selling by sample of goods that require no moving or shifting around from their places—like stoves, for instance—their disposal to customers is merely a question of persuasiveness on the part of the salesman and of inclination and fatness or leanness of pocketbook on the part of the one or ones to whom he is talking. If the former condition conquers the latter well and good. If he fails in making a sale he has not been to any expense of brawn and muscle—just had to wag his tongue several.

But the matter of carpets, rugs and draperies is an entirely different proposition. Here all the elements of the former case are brought into the transaction, besides some hard "manual training" in the way of lifting and unrolling, laying out and undoing and throwing over a pole.

The unrolling of carpet bolts is gradually being done away with, and in some stores has been entirely eliminated, only yard-and-a-half lengths of carpets being handled, so that carpet-showing is now actually easier than rug-showing, as the carpet samples are generally smaller in size than the average rug.

Before this hard carpet-hauling went out I have seen salesmen tug and unroll great bolts of carpets that taxed their strength to the utmost. Some of the rolls would be so large that it would require a prodigious amount of physical force—and great concentration—to be able to budge the bundles. A clerk would get so red in the face, with all this exertion, that he would be fairly purple with the herculean effort.

And not only would the selling call for the lifting out of these mammoth rolls but they would have to be spread a long way and then three lengths laid together, with the pattern matched, so that the prospective patron might get the effect of the carpet in a room of his house.

If only one carpet design a day had to go through this process, 'twere a case for rejoicing on the side of the one showing the goods, but when between twenty-five and fifty repetitions were lived through no wonder life lost its roseate hue and that dun clouds hung over the horizon.

Then draperies of varied hues, designs and materials had to be exhibited by the owner of the carpets (or his representative), to see what would go nicely with them.

If all this toil had to be undergone for but one customer during the day the task were onerous; but, I repeat, when it is considered that it was gone through with many, many times in that period the wonder is that there was anything left of the salesman at the end of his day's work. Add to the matter the fact that half the time no sale might be made and you can imagine the feelings of the poor clerk.

Even now, when samples take the place, largely, of those dreadful back-breaking rolls of carpeting, the life of the salesman in this department is no delightful fairy tale. He

still must handle piece after piece of goods until his tired arms are ready to drop from their sockets.

And, after the customer has flown, all these samples must be put back in their respective places, care being taken that the borders don't get mixed up but are put next the patterns they match.

Another item to add to the discomfort of the clerk occurs when he must show for a second or a third time samples that are buried far under their fellows. Here is where patience and resignation come into play, for if the clerk shows resentment—displays an unaccommodating spirit—his name is Dennis with any particular patron.

After all this exhibition of energy and painstaking spirit the sale may be that of only a rug—often and often not even that much.

As he never can tell just how his endeavors will turn out, the clerk must smile on and on until it seems as if his smiler would give out from sheer exhaustion.

The person for whom all this bending and unbending are accomplished may give not the slightest sign whether any of the goods being shown are such as might meet his wishes. Then, again, he may more than wax enthusiastic over them—praise them higher than Gilderoy's kite, however high an altitude that may be—and yet have no intention whatever of purchasing any of them; go away with the old sing-song on his lips: "I'll call again." You may behold the luminosity of his countenance in the near or distant future, you may not; it all depends—mostly on himself, some on your selling methods.

So see to it that your tactics be such as shall induce him to look at your merchandise in a very favorable light.

Don't talk all shop. Try to swing the conversation around to current topics. Get a little inkling, if possible, of the customer's distinct fad and so dwell on that as to impress him with the sincerity of your concern about it. So frequently is it true that mere showing of goods and talking them up have nothing to do with selling them that this state of things has become axiomatic. So interest the customer in your personality and interest yourself in his—his aims, his desires, his very life, if you please—that he will buy because you impress him with yourself. Don't do this too obviously. Be adroit. Study men. Be subtle. This last not in a snaky sense, but learn to study things that lie beneath the surface of money-changing.

There is no one item that is going to push ahead the ambitious clerk more than this same study of character. That's why the popular doctor, the smart lawyer, the magnetic minister succeed. They study character and the principles that underlie it and make use of this knowledge to ingratiate themselves with those with whom they come in contact.

A. M. M.

Buy your smiles at the bar and you are likely to pick up your sorrows everywhere.

No Room for Beggars.

That no one, however handicapped by a physical debility, need beg may be proved by a very limited tour of inspection through the streets of New York. Within a radius of four blocks there may be found daily and nightly men and boys either crippled, deformed or blind who are working long hours with energy and continuous alertness and cheerfulness, making a living for themselves, and, in some cases, for a family. Each one has a keen eye to business, and no chance escapes the lads of adding to the day's income by carrying a grip or package for an overloaded or belated traveler. All these workmen are selling papers, and each one makes a living. There is an unwritten law, it seems, among these newspaper sellers which gives each one his particular stand, and he brooks no encroachment from his neighbor, and if one comes too close to the selling zone of another he is summarily ordered or driven off, as the occasion calls for.

Easy on Them.

A Chicago lawyer tells about a case that was tried in a backwoods court. One of the lawyers retained was an Eastern man, new to the country.

"Does your Honor wish to charge the jury?" asked the legal light, when all evidence was in.

"No, I guess not," replied the judge. "I never charge 'em anything. These fellows don't know much, anyway, an' I let 'em have all they can make."

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"Fun for all—All the Year."

Wabash

Wagons and Handcars

**The Wabash Coaster Wagon**—A strong, sensible little wagon for children; combining fun with usefulness, it is adapted for general use as well as coasting.

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

**Wabash Farm Wagon**—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5 1/4 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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Wabash, Indiana

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Just received our first car of Henkel's Self-Raising  
Buckwheat and Pan Cake Flour

JUDSON GROCER CO.

Wholesale Distributors for Western Michigan

## FRUITS OF THE ORIENT.

Graphic Description by Grand Rapids  
Globe Trotter.

Regarding the fruits and agricultural products of the Far East I may mention that in Japan, which is located in the temperate zone, they have several varieties of apples of very good flavor, as well as plums, pears and grapes. They raise a few oranges, largely tangerines, but they are small and inferior. They do raise, however, the Chinese persimmon, which grows as large as a good sized apple and is free from the acid taste found in those raised in our Southern States. I do not think the quality is equaled anywhere else in the world.

I have found that bananas grow to perfection between latitudes 10 to 15 degrees from the equator. While they grow luxuriously up to 25 degrees they are not as fine flavored as those produced nearer the equator. This is true of both the West and East Indies. In the West Indies they are at their best along the north coast of South America and the Isthmus of Panama, in the East Indies, in Siam, the Malay Peninsula and in India around Madras. In all of the places named the fruit grows to perfection. It is fine grained and highly flavored, and found in many varieties from the size of the finger to large fruit 12 inches in length and 1½ inches in thickness. As you approach the equator the fruit is much coarser and tasteless, although very plentiful. The pineapple thrives from the equator to 1,500 miles north, and when left to ripen on the plant it is free from acid, full of sugar and almost anyone can eat two. They are harmless and one never tires of them as they do of oranges or bananas.

The cocoanut palm grows 1,000 miles each side of the equator. It does better on low land right out of the sands of the sea and particularly in the countries and islands of the Pacific and Indian Oceans. The tree is set out and raised as a standard crop, and as they bear fruit the year round it is a profitable crop. A tree will bear from fifty to 200 nuts. It goes on to the market under the name of copra, which is the dried kernel of the nut. In Ceylon and Java, Siam and the Malay Peninsula and the Oceanic Islands you can drive through miles and miles of these groves.

Cocoa, or the chocolate of commerce, is not a palm, but grows on a tree about the size of an apple tree. It is indigenous to the West Indies and was brought back by Columbus. It grows in a pod not unlike a large cucumber, having three rows of seeds inside about the size of a lima bean. It can be raised on the higher levels anywhere 20 degrees north and south of the equator. It also grows the year round and pods of all sizes and of green, yellow and red are to be seen on the tree at the same time. After an orchard is started it requires very little tending except to pick the ripe fruit from time to time.

Oranges do not do well on the

equator, but commence at about 10 degrees and at 20 degrees we find their natural home. They require little tending, but as there is little or no commercial value to them in these countries little improving and grafting has been done, while in the subtropics, like California, Florida and at places along the Mediterranean, the fruit has been brought to the greatest perfection.

Java is probably the most beautiful tropical island in all the world, the best cultivated and the most densely populated, having the best soil (which is all disintegrated lava), a rain fall of 150 inches per year, a country free from tornadoes and hurricanes. It lies 400 miles south of the equator. It has a mountain range running the entire length of the island from 5,000 to 7,000 feet high. It is 666 miles long and from fifty

every tree was a fruit tree and that every tree bore fruit. They raise a great amount of rice, also vegetables and fruits, raising all kinds growing in tropical lands. Cocoanut trees are everywhere, the cocoa on higher levels, the coffee and tea plants, bananas, oranges, pineapples, bread fruit, mangoes, the tapioca plant, a large amount of sugar cane, most of the tropical fruits known to the West Indies and many not seen there. Bamboo grows most anywhere. The natives use it altogether for their basket-like little houses, splitting the green bamboo and weaving it into walls and partitions for their buildings. I have seen great clumps, 40 feet in diameter, and growing 75 feet high, and each bamboo 6 inches thick. I can only mention a few of the fruits. One of the most noticeable and showy are the lovely red or

containing forty or fifty of these great melons hanging from trees high in the air. Like the bread fruit, it has to be boiled to a pulp to be relished.

The next important fruit which, with the jack fruit and bread fruit, is used by the natives a great deal is the durian, as large as a cantaloupe. It contains a creamy, buttery custard, agreeable to the palate but offensive to the nose. It has the odor of stale eggs and onions, but residents agree that when one has overcome the prejudice for the smell it is one of the staple fruits of the country. The trees are of great size. I have seen the fruit hanging from them 75 to 100 feet in the air and the trees literally filled with it. Beside these I have mentioned you see all of the fruits common to the West Indies, custard apples, papaya, etc., but the finest of fruits, the pride of the Indies and all the Malay equatorial region, for a few degrees north and south of the equator, is the mangosteen. The dark purple apples hang from the tall trees by woody stems, about the size of a small orange. You cut around the woody rind with a penknife and lift off the cap, disclosing the white perfumed snow within. It is divided into five parts. The segments separate easily and may be lifted with a fork. They melt on the tongue with a touch of tart and a taste of sweet, a memory of the juiciest apple and another of ice cream and strawberries—the most delicate flavored acid-fruit known.

Here you also see the nutmeg. The fruit is not unlike a walnut, which splits apart in the center when ripe, disclosing the nutmeg, with its beautiful pink covering of mace. Cloves are also quite common, growing on good sized trees from the ends of the branches and standing out like little fingers.

I should also mention the tea industry, which is fast succeeding coffee planting here. The plant, which grows about 4 feet high, is ready for picking two years after planting the seed. The bushes need to be picked over every seven days. Tea is raised all the year round. It is made into dry tea and in twenty-four hours after picking it is ready for the market. The picking is done by women and girls, who earn 8 cents per day.

The climate, although hot, is not unhealthy and has a charm about it unequaled by any tropical country on the globe. Walter C. Winchester.

## Automobile Hair.

Such is the popularity of automobiling that persons who do not own machines have found various means of affecting the appearance of enthusiastic autoists. The latest fad is the automobile hair. Among young men this innovation has grown very popular, and frequently they can be seen entering leading hotels with caps in hand, displaying long locks brushed directly back, much in the fashion of the pompadour so popular several years ago. Two University of Pennsylvania students inaugurated the fad only a few weeks ago, and the younger element has enthusiastically taken it up.



Walter C. Winchester

to 135 miles wide. There are fine roads all through the Island, all shaded with great Warington trees a hundred years old, set out by that sturdy Dutchman, Dandiel. It has fine railroads. It has a population of 26,000,000, more than all the islands of the Indian Ocean put together, including Australia and New Zealand. It has been cultivated for centuries. It has a Buddhist temple about the middle of the Island, built in the sixth century after Christ, that for size and work and carving pales to insignificance the great pyramids of Egypt. This Island has the benefit of a population of the most graceful, mild-mannered, gentle little people to be found in any clime under the sun. Holland has owned it for 300 years and has never had any trouble with it. It seems as though

pink rambutans, growing in great bunches on trees, which attain the size of a large horse chestnut. The fruit is about the size and looks like a chestnut burr, with the spines colored all over the deepest rose. The spiny shell pulls easily apart, disclosing a white pulp tasting not unlike a grape. The duka, looking like a big green grape or olive, contains just another ball of pulp. The salak, a hard pear-shaped thing, but within as solid as an apple, has a not unpleasant nutty flavor. The jamboa, a rose apple, is finely colored but tasteless. The five-ribbed star fruit or Chinese gooseberry has a delicious acid pulp. The jack fruit, looking something like a watermelon and weighing as high as forty pounds, grows directly from the trunk and limbs of the trees. I have seen trees

## THE STEADY WORKER.

## Almost Sure Reward for the Good Employee.

One of the great merchants of Chicago summarizes the chief means to success under modern conditions as depending upon the ability of the merchant to recognize that he needs help—then to get it. To be sure of his ability to call competent help to his aid, this merchant has bent his energies for years into training these eligibles within his own house.

"There is not a buyer for this house who did not get his training right here, from the stockroom up," he says.

There is necessity for laying down these lines within a great house. When the buyer has been dispatched, perhaps to a foreign country, to lay in a stock of merchandise, not only is money already earned by his house absolutely at his disposal, but the possible profits of another year can be sacrificed by his bad judgment. When the buyer is out buying he has absolute authority.

The qualifications of the successful buyer are many. Twenty-five years ago one of the first signs of the successful buyer was read in his disposition to become a "rounder" on the slightest occasion. He must "be one of the boys." To-day there is no other one thing insisted upon with such emphasis as that this buyer shall be of good character and habits.

Without the buyer so making purchases that the sales will show a suitable margin of profit mercantile business becomes impossible. To buy in this manner the buyer should know what will sell to the line of customers which he is supposed to supply.

To know this, however, the buyer will need all possible touch with the sales departments of his house. He knows that he can buy a certain line in a market, but will it sell and for how much? These are questions that he must reconcile to hard facts.

There are men who know goods and who for all that are not buyers of the highest class. In many respects the man capable of buying acceptably for a great house is equipped above the salesman who may be representing that house at wholesale. As a buyer, all the subtle ways that belong to the "mixer" of the best type may be realized upon in his buying. The salesman may be impossible as a buyer; but the buyer easily might become a salesman because of the wide knowledge of salesmanship which he must have mastered in order to be able to buy.

Perhaps the greatest opportunity which comes to the buyer is that of making the person selling to him become an ally, as deeply interested in selling as the buyer may be to buy. He must be able to handle the seller without disturbing the seller's own sense of balance and poise—without having the seller pull away.

There are buyers in foreign markets who have traditions, centuries old, against which they are called upon to pit their qualifications. In China or in India they are thousands of miles removed from their principals and dependent wholly upon their

own judgment as to whether ten or a hundred articles out of a thousand will sell. When this buyer has decided whether they will sell, and for how much, the question with him is, By what tack can I drive the best bargain?

Tact, ability, specific knowledge, judgment and salesmanship are all embodied in this best buyer. At home he may be the head of his department, but if not he will have enough of the viewpoints of that sales department to give him light.

For guidance of the salesman, no less than for the buyer, the criticisms of customers apply especially to the great Chicago house. As the city supplying the Central West, the criticisms from Chicago territory always have come home to it. One of the greatest merchants in the city looks upon this element of criticism as one of the most valuable of all directing influences in business.

"It is overlooked that so many heads of successful businesses make a rule of avoiding those duties which another man may be educated to assume," says this merchant authority of mine. "It passes as an empty commonplace that the business man at the head of a great house is 'looking' for men to place in top positions.

"But this is an ever present fact. I recall the substance of a little speech of a partner of mine, made years ago, when he said it looked as if we were supplying from the bottom always the material that had ripened and broken off at the top. But this is and always has been true. It is a fact that in the mercantile world especially it is 'lonesome at the top.' When an employer has marked a man who he decides would make good in a certain department it may be one of the most discouraging things in business to try to nurse him along to the point where he can step in under these responsibilities."

"Why should you want to go?" was the question of one of the great merchants of Chicago when a young man came to him to announce his intention of accepting another place.

"Simply because I get \$1,200 here and I am offered \$3,000 at the other place."

"But when you reach that position you are done," returned the merchant. "There's nothing more for you in that place; when you are dissatisfied with \$3,000 a year you'll have to move again."

"Well," replied the young man, "I can move again when the time comes."

It is the disposition of so many young men to move at the first opportunity offering them more salary. Nearly always this larger salary anticipates that the young man has a more restricted field. He is marked out for the "big fellow in the little house," and when once he has determined upon the move it is useless to argue with him. If he will not see the chance that he is throwing away, the head of the big house is quite reconciled to his going.

"Unless the young man has faith in his prospects it is idle to try to hold him," says the merchant authority. "It is from these young men that

the large house counts upon recruiting its organization at the top. No other material than this earnest, aspiring young man, working toward higher responsibilities, and willing and able to shoulder them, is worth nursing and educating.

"Every day the merchant comes face to face with that type of young man who has been on the move from one position to another. They are good looking fellows, bright and active, but an employer knows at once that they will not settle down to steady work. Consciousness that they can 'get a job' somewhere else has ruined their prospects if only they would see it. The necessity for settling down in one place where there is opportunity and there working to the best of their ability for themselves would be the greatest realization possible to them."

This merchant, holding to the argument that no young man should try to become a merchandise salesman unless he means in the end to become a merchant finds the average young man out of school a puzzle. The young man has spent money for so much of his education, feeling that he is equipped for business. As a matter of fact, he is just in condition to learn business and business methods and instead of feeling that he is a student still, needing to spend something more in acquiring knowledge and looking upon that source of knowledge as an opportunity, he is likely to measure everything from a salary point of view. Another position paying more money therefore is

a better position, no matter how restricted his field.

"If I had an organization which would pitch into business as two baseball nines jump into a game," says this merchant, "I would have a business that competition could not stand against. They are not worrying over the defeats of yesterday; they are planning the campaigns of to-morrow."

Hollis W. Field.

Tribulations spell triumph.

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

**Walter Baker & Co.'s**  
**Chocolate**  
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Registered,  
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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**  
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## SPIRITUAL FORCES.

## They Supply Energy Which Rules Civilization.

All the Samsons in the world are not so strong as a single puny little thinker with his thought. His idea can keep a thousand pairs of hands at work. There are many animals abroad in the world that physically are bigger and stouter than men. But after all how insignificant are their bulky lives. It is little man that has done the great things. And he has done the great things because he uses a higher, finer force than animals have access to—thought. An ox and a hand may look more practical than thought, but when we match them up the thought always wins out. "Ideas rule the world." Thought is a force. Emotion is a force.

We are accustomed to think of an evolution of living beings. We think of a stone evolving into a plant; of the plant evolving into the animal, of the animal evolving into the man. The man—evolves into a god. But of that not now. There also is an evolution of forces running parallel to this evolution of forms. The forces in the mineral world are the chemical affinities, fatigues, emotions and rest. Ruskin wrote of the crystal rest. Dr. Bose, of India, has demonstrated the fatigue of metals akin to the weariness in our own tired muscles. The forces in the plant run higher and finer. The plant shoots up and out of the ground, sleeps, awakes, follows the sun, chooses its support, seizes its proper prey. The animal runs, leaps, climbs, has passions, cunning, revenges, friendships, sagacities, moralities in rudiment. Per contra, the man has reason, love, ideals, altruism, spirituality.

Yet there are men and men. Some of us use the animal cunning, deceit, revenge, hate, to gain our ends. Some of us are saints and employ only prayer, self-sacrifice, compassion, patience, love and goodness in their myriad phases. Such was Jesus of 2,000 years ago. And the energies he set in motion still live and operate to-day. How petty and puny in comparison the imperial power of Rome, the swords and the gibes of his enemies! His were the higher forces; theirs the lower.

The higher the man rises in civilization the more he loses the animal forces. He lays hold of the finer forces, the stronger forces, the foundation energies which underly the others and sweep everything before them; the electricities of the heart; the love forces, the spiritualities. It is in these latter days that thought is being recognized as power. We hear of it in New Thought. We hear of mental science. We hear of healing the sick by the power of thought. We hear again of the divine principle of love as a practical power. We are teaching that evil is overcome by good and that, in the words of the Bible, love conquereth all things; that in proportion as we lay hold of this divine love as our motivating force, in proportion as we think and act and speak in this same love, we are sound, sane, successful, powerful, rich, happy, dowered with both earthly and heavenly goods.

In fact, we are finding that spiritual forces are practical just as we have discovered the practical nature of the flash of lightning. We are discovering not only that they are our highest forces. Perhaps that we always, if vaguely, have conceded. We also are appreciating that they are our finest, strongest and hence our most useful forces. They are the most fundamental. The hand guides the pencil, but how it guides depends upon the thought. So behind every outer movement lies the working of the higher forces. Every chair, every picture, every ship, every cause and conversation has a thought in the background as its base. The higher forces are the roots whence the outer achievement springs.

Higher than thought come yet more colossal energies of a sweep too big to conceive, finer beyond all imagination. We may compare these to the interatomic forces which science is just beginning to glimpse and speculate and dream about. Within the atoms themselves are forces which are the electricity of electricity. They are stronger than electricity as electricity is stronger than horse power. Science does not yet know how to lay hold of them. It only knows that when men can utilize this newest form of energy they will have a power whose like never has been guessed, dreamed, imagined.

The power of spiritual forces may be compared to these interatomic energies, stupendously mightier than thought, illimitable, something we scarcely may know how to employ as yet, still knowing it is there, the energy of energies. Not for naught, not without practical reason we are taught of love as the supreme prize.

Spirituality after all is the most practical thing in the world. It may seem impractical enough. We may think it does to read about or dream

over, but that in practical affairs it is not nearly so useful as hands and horse power. So much for a hasty first thought. But on second thought we may get a far different and far truer estimate.

Spirituality is our electricity. It is the highest in the hierarchy of our forces. The world has used horse power, water power, wind power, steam, and last and best and most invisible and inexplicable and overwhelming and powerful of all, electricity. Our electricity is building us a new world, is pushing ajar the gates of yet bigger and brighter and lovelier vistas. Yet only a few short years ago it was undiscovered and undreamed. And even to-day we can not explain it to an uncivilized man. He would think he could do more with an ox than with an electric battery. He can not see the electricity. The ox he can see and touch. But if only he knew what that invisible electricity could do, if only he could realize its stupendous uses!

We are like this man with his ox when we do not reckon with our higher forces. When the love of which St. Paul vaunted the praises because it "vaunteth not itself" is termed an energy and when thought is termed an energy, the same sort of energy is meant as when we speak of steam or sound or electricity. It is not a figurative sort of force. It is a real force. The difference is in degree and in quality, not in kind. Every sort of energy works through some form of matter. Steam works through the air. Electricity works through the ether, which is finer than the air. The ether particles are so much finer than the air particles that they interpenetrate the air particles.

A Frenchman asks whether there are not several others. This is what occult science long has said: that each ether is finer than the pre-

ceding and that beyond the others are finer matters still, inconceivably fine. We may not see them. No, nor do we see the air or ether. Nor do we see the ultra-violet rays. But they all are there, proved. It is in these unimaginably fine matters that thought waves vibrate just as sound waves vibrate in the air, just as electricity waves vibrate in the ether. Beyond the thought matter is yet finer matter through which the still more spiritual forces operate.

In reality there is but one force. It works through but one matter which presents various grades of fineness. This is what the old Greeks taught. This is what Mr. William Crookes in our own times has proposed. This is what occult or advanced science teaches. This is what Maeterlinck is writing. He writes of one vast universal reservoir of intelligence whence flow all the powers that are, into crystal, into rose tree, into elephant, dog, savage, sage, and saint. The only differences between them are the differences in their powers of receiving and transmitting these energies. The great al-ways are in tune with the infinite. They are harmonious with the infinite sweeps of the universal energies. They are transmitters of the wireless messages out of the universal. The universal forces can speak through them, work through them. And their great works are the great results, natural, inevitable, of the massive energies that surge through them as vehicles.

We are great, powerful in proportion as we are linked with the infinite resources, in proportion as we unlock the avenues into the universal, in proportion as we use those higher and finer forces, our spiritualities.

Ada May Kreeker.

Cant is the devil's creed.

**IF A CUSTOMER**  
asks for  
**HAND SAPOLIO**  
and you can not supply it, will he  
not consider you behind the times?

**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.**

# NOT A NEW ONE.

## The Situation as It Is at the Furniture Store.

Written for the Tradesman.

They came into the furniture store modestly, like people out of place, a blushing bride and a clean-limbed young man.

"We want to look at housekeeping goods," said the young man.

The salesman showed them to the proper department and stood waiting.

"We must have rugs," suggested the bride.

"To be sure," said the groom.

The salesman strung a bunch of gorgeous things out on the polished floor.

The groom lifted one corner of a purple creation and examined the quality of the material.

"I think this is about right," he said.

"Why, Will," interposed the bride, "that won't do at all. I can not wear purple, you know, and it would never answer to have the color in the room. It doesn't match my complexion."

"It is pretty, though."

"There's a tan rug that seems more desirable."

"All right," said Will. "Make your own selection."

They examined the rugs on the floor and then went back to the rolls at the side of the big room.

"See here, Maple," said the groom, after a time, "I think this green thing is all to the good."

But Maple did not appear to think so. She continued her pursuit of a color that would match her complexion. The salesman saw what he had to meet and remained silent, showing his goods without the aid of speech.

"If you get a tan rug," Maple said, presently, "and put a touch of scarlet with it in the way of a smaller one. I think it will make a good showing."

They had been married only a week, and what Maple said went, so the tan rug was ordered. It really did match the complexion of the pretty blonde, and Will smiled as he thought of a cozy home with Maple sitting in a rocker on the rug with all the dear delights of home about her.

"Now, there is the dining room furniture," suggested Maple.

"We must have a nice table," said Will.

"One that pulls out from the center," insisted Maple.

"Of course, one that pulls out from the center. Then we can use a round table when we are alone, and an oblong one when our friends take pot-luck with us."

"There's an oak over there that looks good to me."

Will blushed, and his eyes lighted fondly as he looked upon his bride of a week.

"Why not have a maple table?" he asked.

"Aren't they expensive?"

"Oh, they cost money, of course."

So the maple table was ordered, and the bride blushed again at the sentimental notion in the breast of the groom which had prompted the choice.

There was trouble when it came to

choosing the sideboard. The salesman explained the good points of all the sideboards in the room.

"I don't like those little shelves," said the bride. "I just know the cat will get up there and knock the dishes to the floor."

"We haven't any cat," interposed Will.

"My, we can't keep house without a cat," insisted Maple. "Mamma has cats, and they climb up on the sideboard and play with the red fringes on the shelves. I wouldn't have my china dishes broken for the world. Let's get a buffet, the kind with the slender legs and swell front. There are no little shelves for the dishes to fall from. There's one over there that matches the table."

"I admire those little shelves," said Will.

Maple looked at the salesman enquiringly.

"Couldn't you have two little shelves put on that maple buffet?" she asked.

"I'm sorry," replied the salesman, "but we have no workmen here, and the job could not be done neatly anyway."

"That's strange. I thought you advertised to supply people with just what they required. Are those drawers lined?"

The salesman was obliged to admit that they were not.

"The silver drawer is lined in some of the more expensive pieces," he ventured.

"You might line them," suggested the groom.

Maple nodded and began pulling out the drawers.

"See here," she said, turning to the salesman, "these wobble. It will require a chief engineer to get them out. I think we'd better go back to the sideboard. Can you have slender legs put on this oak piece? I like the looks of them."

"We can't change the stock," replied the salesman, firmly. "Perhaps we can find a sideboard with slender legs. There is one over there."

"But there is no funny little drawer at the top. No, I want this one with slender legs. I think you might change it for me."

Again the salesman explained that it couldn't be done.

"I don't believe that mirror is plate glass," said the bride. "It makes things look crinkly."

"I am sure it is plate."

"If I buy it will you have that mirror taken out and another one put in? I want to see the dining room from the corner where this will be placed. I think you might do that much."

Once more the salesman explained. Finally the sideboard with the slender legs was ordered, and the customers went to the range department.

"I want a range with a thermometer on the oven door," said the bride.

"There it is."

"And I want the warming closet down low, and the reservoir next to the fire box."

"This one appears to fill the bill."

"Has it a cover with three rings, so I can have a little, tiny opening for my coffee pot?"

"I can put one in for you."

"Where do the ashes go?"

"Down in the box below."

"This range doesn't match your complexion," suggested Will, with an exasperating smile. "That is a point you seem to have overlooked."

Maple jabbed at her honey with her parasol, and a kitchen cabinet was ordered, one with many drawers and a curtain top.

"We ought to have a folding bed," suggested Will. "The flat is small, and we shall need all the room there is."

"I've heard awful stories about folding beds," said Maple. "I know a man whose cousin was killed in one. He did something to something and it shut up. I should be afraid of my life in a folding bed."

"There are the brass bedsteads," said the salesman.

"They're nice," said Maple. "They light up the room so. Just see that lovely dresser. It will just match the table and the sideboard."

"The drawer room seems all cut up," objected Will. "I don't believe there is room there for a shirt."

"Oh, we can have those little things taken out and a big one put in. He said he would change one of the range covers, you know."

Once more an explanation was due from the salesman.

After much argument the dresser

was ordered, and Will must take his chances on finding a place for his shirts.

"I want that pretty jardiniere to sit by the south window," said the bride, in a moment. "You know how the sun shines in there, and it will make the piece look like solid gold. Those chairs are too straight in the back. I know they will spoil the set of my new dress."

"We must have a bookcase," said Will.

"Oh, yes, and I want a lot of them, the kind you pile up like building blocks. We'll put them around the window in the sitting room. They'll look too cute for anything."

"They are expensive," suggested the clerk, by way of easing down the price, "but they are all the go. How many do you want?"

"About a dozen," said the bride. "We've got lots of books. And there is the refrigerator, and the music cabinet. Say, Will, don't you think we could get along without the range and the refrigerator if we bought a lot of these pictures?"

"I think so," said Will, humbly.

The salesman smiled as he changed the order. He knew that a good many young people go to keeping house with expensive furniture and an oil stove. But that is the way of the world. Alfred B. Tozer.



## The BEN-HUR Cigar Is a Great Trade Puller

Yes, we have said this before and we say it now, and will no doubt have occasion to say it again. Some things bear repeating, some things tradesmen like to hear over and over—this is one of them.

Every time a smoker draws satisfaction from a Ben-Hur's goodness, the store that sold him the goods has a greater pull on his trade. Persuading nickels and quarters from the pockets of pleased customers isn't a very hard matter so long as you have the goods that your patrons want—that's the whole thing in a nutshell—that's why many knowing ones connect the Ben-Hur with their business success.

GUSTAV A. MOEBS & CO., Makers, Detroit, Michigan

**BEN-HUR CIGARS** MADE ON HONOR  
SOLD ON MERIT  
**WORDEN GROCER COMPANY**  
Wholesale Distributors for Western Michigan



### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 9.—Considering everything the coffee market keeps up in good shape. The sales are not individually large, nor have they been for months, but the aggregate is quite satisfactory and the deliveries for the four months from July 1 at European ports and in this country are half a million bags ahead of last year—notwithstanding the thunderings from Battle Creek. At the close Rio No. 7 is worth 6c. In store and afloat there are 3,974,679 bags, against 3,795,220 bags at the same time last year. Mild grades are in fairly good request and remain unchanged as to quotations.

Sugar presents few, if any, features of interest. Almost all transactions are in the way of withdrawals under previous contract and new business is simply "something to be hoped for." Granulated, 4.70@4.80c, as to refiner, less 1 per cent. cash. Raws show some decline.

The trade in teas seems mostly in the demand for low grade Young Hyson, Congous and Foochow, all of which seem well sustained and show some tendency to advance. Invoice sales have been few and far between, buyers taking only sufficient to meet current requirements, but they keep these small orders coming in at a lively pace.

Desirable grades of rice are in not overabundant supply, as much damage has been done the growing crops. The market is steady, although the financial upset has certainly had something of an untoward effect. Good to prime, 5@5¼c.

It may be that only a difference of opinion as to the value of spices which prevails between buyer and seller is preventing any activity, but it is a fact that business is almost at a standstill and both sides seem to be waiting future developments. Quotations show absolutely no change.

Molasses is well held, but there is absolutely nothing doing at the moment and both buyers and sellers are, seemingly, waiting for something to turn up.

Syrups are in moderate supply and the market is rather quiet at unchanged rates.

There is a better feeling in canned goods than last week, and if the confident feeling that exists to-day will only continue for a fortnight there will be a revival of business for sure. The supply of ready cash has been too limited to allow much 'freedom of expression,' but the long greens are again coming into circulation and canned goods will be among the first of the grocery staples to benefit. There have been quite a good many cases of tomatoes hanging around as a sort of football for speculators which have now been pretty well chased off the field at rather low rates, and, all in all, the market is

in good shape. Standard Maryland tomatoes are generally held at 82½c at least. Peas are well held and the supply is not large enough to cause any anxiety. Corn is well held and Maryland, Maine style, is quoted at 75@85c.

Butter is firmer. Holders of stock seem to be better able to carry speculative supplies, and as receipts of top grades show a decided falling off the general situation favors holders. Special creamery, 27c; extras, 26½c; held stock, 25@27c, latter for specials; Western imitation creamery, 21@23c; factory, firsts, 21@21½c; process goods, 19@20@23c.

Cheese is quiet and without change. Full cream, small size, is still quoted at 15¼c, with large sizes ¼c less.

Eggs are held with a greater degree of firmness for almost all grades. Western, extra firsts, are worth 30c; firsts, 27@29c; refrigerator goods show some tendency to advance and are quoted at 18@19½c.

### The Fruit Crop of Northern Michigan.

Written for the Tradesman.

Northern Michigan has been enjoying the happy combination this fall of plenty of fruit of good quality and high prices. In the past it has generally been the case that when fruit was abundant prices were low, but this season a lucky situation was struck and a large area of the State, reaching from Grand Traverse county to the Straits, was in clover—or fruit. King Potato for the once abdicated his throne in deference to King Apple, and the net result is



## Dairy Feeds

are wanted by dairy-men and stockfeeders because of their milk producing value. We make these a specialty:

Cotton Seed Meal  
O. P. Linseed Meal  
Gluten Feed  
Dried Brewers' Grains  
Malt Sprouts Molasses Feed  
Dried Beet Pulp

(See quotations on page 44 of this paper)

Straight car loads; mixed cars with flour and feed, or local shipments. Samples if you want them.

Don't forget  
We Are Quick Shippers

Established 1883

## WYKES & CO.

FEED MILLERS

Wealthy Ave. and Ionia St.  
GRAND RAPIDS, MICH

# Butter

We are in the market every day in the year for Packing Stock Butter. Write or wire us for prices, or let your shipments come along direct to the factory and get outside prices at all times.

We are also manufacturers of fancy Renovated and Creamery Butter, and can supply the trade at all times in any quantity, 60 pound and 30 pound tubs or 1 pound prints. Write for prices.

### American Farm Products Co.

Owosso, Mich.

### WE'RE DAILY BUYERS

Don't sell your orchard or farm products before we have made you our cash offer

We have the orders to fill, so can pay you top of the market for apples, grapes, peaches, plums, pears, potatoes, cabbage, etc., carlots or less. Wire us for quotations or call us at any time. Citizens phone 5166, Bell 2167, or drop us a line informing us what you have to offer.

Yours truly,

YUILLE-MILLER CO., Grand Rapids, Mich.

# BEANS

We are in the market for all kinds. When any to offer either for prompt or future shipment, write us.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.  
OTTAWA AND LOUIS STREETS

If you are shipping current receipts of fresh gathered eggs and want an outlet for them at full prices—regularly—write for our proposition.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York  
We handle dairy butter, ladles and packing stock.

## 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.

W. C. Rea

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## 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

bound to be the giving of more attention to fruit growing in that section.

Some peculiar circumstances have resulted from the unusual fruit crop north. The farmers found themselves in a position somewhat analogous to that of the slaves in the South, who were given their freedom by the stroke of a pen, and then didn't know what to do with it. The farmers had the fruit, and some of them, at least, didn't know what to do with it. They brought their handpicked apples to market in springless wagons, jolting over rough roads, in bags, a process sure to make No. 1 fruit look like windfalls. They sold their orchards in some cases at ridiculously low figures to shrewd outside buyers—literally gave them away, if reports are true.

While the figures at which fruit on the trees was lumped off to Chicago buyers may have looked good to growers, in the light of other years, they were low for this year, indicating that the farmers were not sufficiently well posted on this year's markets.

A scarcity of barrels for packing fruit has been experienced at several places. Shipments from Petoskey, Traverse City and other points have been of record-breaking volume, some of the smaller towns having made not only their biggest but their first shipments of apples this year. The importance of fruit as a money-crop is now seen more clearly than ever before, and indications point to a large setting of orchards.

The pack of apples by canners will be large this season, many factories planning to run until Christmas time. Canners as far south as Hartford have had to go into the northern counties for their fruit. The freeze of Oct. 10, 1906, has put the southern fruit belt of Michigan temporarily out of commission, so that canners have had to depend on the northern belt. In some cases they have packed pineapples and elderberries in the fruit line, as well as vegetables.

Results this season have only emphasized the fact that it pays to prune, spray and care for orchards properly. All the cider mills of the State are running overtime, which in itself indicates many neglected orchards. Michigan was once in second place as an apple-growing state, but is now in eighth place. Neglected orchards tells the whole story. Almond Griffen.

#### How To Detect Stale Eggs.

Written for the Tradesman.

"It is impossible," careful grocers sometimes assert, "not to sell some spoiled eggs in midsummer." To this the producers unblushingly assent, excusing themselves on the plea that they have not time to gather the eggs every day.

This seems like a very poor excuse. It takes but little time, and after the hard work of raising the poultry has been done it is certainly an unbusiness-like method to neglect just when the profit stage is reached. Possibly if there were sufficient in-

centive this difficulty would be obviated. Eggs brought to the country store usually receive a uniform price and are dumped into a common basket. Those willing to guarantee their product as strictly first-class receive the same price per dozen as those who gather every other day—if they have time and happen to think about it. The consumer finds some spoiled and complains to the dealer, who, unless he is too generous for his own welfare, fixes the price next time so that he saves himself. But how about the one who sells only good eggs?

In Minnesota they evidently think that the seller must know whether or not his eggs are fresh; and transgression means a fine of fifty dollars. Similar laws are bound to come in other states. Meantime, why not make two grades, paying enough more for those guaranteed to make it an object to gather every day? If these fail to stand test, mark for a week or two, and those who furnish stale eggs will soon be detected. This custom once established would soon build up the trade in good eggs; and they are too valuable to be mingled with those of doubtful age and flavor. Bessie L. Putnam.

**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.

**Dandelion Vegetable Butter Color**  
A perfectly Pure Vegetable Butter Color,  
and one that complies with the pure  
food laws of every State, and  
of the United States.  
Manufactured by Wells & Richardson Co.  
Burlington, Vt.

## Pure Buckwheat Flour

Car lots or less. Write for prices  
and sample.

**Traverse City Milling Co.**  
Traverse City, Mich.

## We Are Buying

Apples, Peaches, Pears, Plums,  
Grapes, Onions, Potatoes, Cab-  
bage. CAR LOTS OR LESS.

## We Are Selling

Everything in the Fruit and  
Produce line. Straight car  
lots, mixed car lots or little lots  
by express or freight.

### OUR MARKET LETTER FREE

We want to do business with  
you. You ought to do business  
with us. COME ON.

**The Vinkemulder Company**  
Grand Rapids, Mich.

## Our Pure Michigan Syrup and Sugar Cakes

Are not labeled or sold for maple, but they are pure goods, with a true woodsy maple flavor, and are guaranteed to suit the most critical maple trade.

### Price List

#### Pure Michigan Sugar Cakes

1 or 2 lb. cakes, 50 lbs. to the box, per lb. .... 9c  
Shipping weight, 55 lbs.  
5 oz. cakes, to retail 5c, 40 lbs. to the box, per lb. .... 9½c  
Shipping weight, 45 lbs.

#### Pure Michigan Syrup

1 gallon cans, ½ dozen in case, per case ..... \$5 10  
Shipping weight, 75 lbs.  
½ gallon cans, one dozen in case, per case ..... 5 40  
Shipping weight, 75 lbs.  
¼ gallon cans, two dozen in case, per case ..... 5 70  
Shipping weight, 75 lbs.  
5 gallon jacketed cans, per gallon ..... 80  
Shipping weight, 60 lbs.

### Our Offer

Order two or more packages, either sugar or syrup, and 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. Can be ordered through any wholesale grocer Grand Rapids.

I want to arrange with salesmen making Michigan, Ohio and Indiana towns to carry samples and take orders. Free samples by mail on request.

**F. E. STROUP, Grand Rapids, Mich.**

## Apples Wanted IN CAR LOTS OR LESS FOR The New Canning Factory

Write, Phone or Wire

**C. D. CRITTENDEN CO.**

41-43 S. Market St.

Grand Rapids, Mich.

## Potato Bags

new and second hand. Shipments made same day order is received. I sell bags for every known purpose.

**ROY BAKER**

Wm. Alden Smith Building

Grand Rapids, Michigan

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.

## Highest Price Paid for Eggs

We buy them **case count**, f. o. b. your station.

Today we are paying 22½c.

We also want your Butter, Cheese and Poultry.

**Money right back**

**Bradford-Burns Co.**

7 N. Ionia Street

Grand Rapids, Michigan

### THE INCORPORATING COMPANY OF ARIZONA

makes a specialty of the LEGAL INCORPORATION and REPRESENTATION of corporations under the VERY LIBERAL and INEXPENSIVE corporation laws of Arizona. Attends to every detail, furnishes By-Laws and Instructions for organizing and presents FREE to each company a copy of the most complete and authentic work on CORPORATE MANAGEMENT issued. Get a copy of RED BOOK of complete information and laws before incorporating. It's Free.

Box 277-L, PHOENIX, ARIZONA.

References: Phoenix National Bank, Home Savings Bank.

## Printing for Produce Dealers

## FORESTRY MOVEMENT.

## Steps of Progress It Has Taken in Michigan.\*

A wondrous legacy came from the hand of the Creator into the possession of those acquiring lands in the beautiful peninsula of Michigan. At a period when the famous minister of Louis XIV. exclaimed, upon seeing the slaughter of the great forests of France, "France will perish for lack of woods," another famous Frenchman was exploiting the area now called Michigan. In the Cadillac papers, as gathered by President Burton, of the State Historical Society, we learn that the famous French voyager and discoverer marveled at the beauty and extent and grandeur of Michigan forests and commented in extravagant terms upon the wide range of species represented here. He understood the great value in this forest cover because at that early day the French statesmen saw an impending wood famine in France, which was averted by timely and wise activity in forest restoration.

The first inroad upon this forest legacy in Michigan was made by the pioneers, who saw only in trees an incumbrance, a menace to their prosperity. Tree destruction by these pioneers was a necessity. I have no word of criticism to bestow upon them.

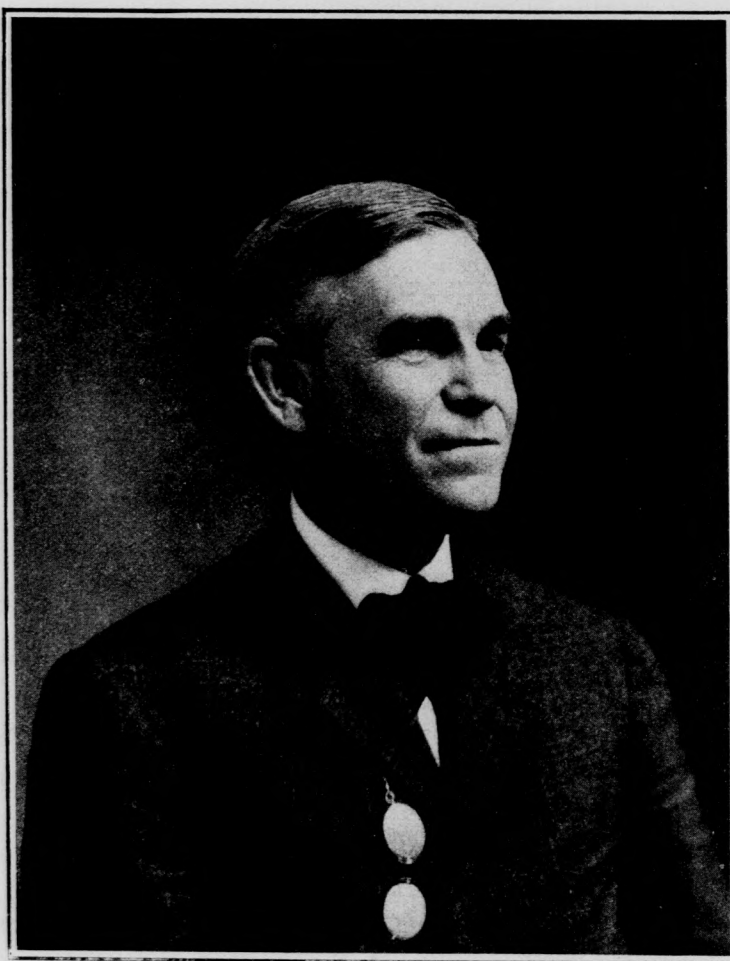
However, I am unwilling to pass over the reprehensible methods pursued during the conquest of the lumberman without expressing my indignation at the ruthless slaughter with no commensurate gain. The vandalism practiced by short-sighted lumbermen in the destruction of a large part of Michigan's forest area can not reasonably be condoned, even in the light of the most magnificent bequests for benevolent purposes. The blackened poles, devitalized soil and terrible desolation of tremendous areas of abandoned cut over lands in our commonwealth are more plainly in evidence as a result of the untimely harvest than any monuments in stone and mortar erected with the gains of men who gathered where they had not sown.

In browsing through the literature which records the progressive steps of history, taken by the State of Michigan looking toward forest restoration, the earliest mention of any anxiety concerning the elision of the forest cover is a memorial prepared by T. T. Lyon and Sanford Howard at the instance of the State Board of Agriculture and presented to the Legislature of 1867. This paper recites that already the effects of the removal of so large a proportion of the timber are noticeable in the decadence of the more tender varieties of fruits which in earlier days were perfectly hardy in Lower Michigan and proclaims that, unless the hand of the axeman is stayed, the countries which have grown the finest fruits in the temperate zone will have the same limitations as other countries which have been denuded of timber, and we

shall lose the climatic conditions that are our pride. The recommendations in the memorial suggest that some method of stimulating the planting of belts of timber and preserving protective belts of original forests be wrought out by the Legislature, intimating the possibility of bringing about the desired result through the partial exemption of permanent forest areas in Southern Michigan from taxation.

This memorial was referred to a committee consisting of Dr. R. C. Kedzie, Jonathan J. Woodman and O. H. Fellows on February 12, 1867. This Committee made an exhaustive report, in which it emphasized the danger to agriculture which would arise from clearing off the timber from the sands of Western Michigan, thus allowing the winds to spend their full force in carrying the sands

was organized in 1870 as a fruit growers' society and as early as 1873 Mr. T. T. Lyon presented a scholarly address at a meeting convened in South Haven, in which he recounted the dangers which had resulted from cutting off the forests in other countries, dwelling especially upon the resultant conditions affecting the interests of the farmer and fruit grower. He called attention to the losses of moisture by evaporation and the value of the forest as a sponge to hold back the flow of water, allowing it to gradually percolate into the sluiceways, thus maintaining an even flow throughout the year. He spoke of the woods as storehouses of moisture and emphasized the fact that the peach growing area of Michigan was getting more restricted every year as a direct result of forest destruction. Said he, "The axe in



Hon. Charles W. Garfield

upon valuable farm lands and thus increasing the barren area created by the formation of sand dunes. This report formulated three recommendations for legislation, as follows:

1. The exemption of timber belts planted or preserved for purposes of protection.
2. The compulsory retention of stock from running at large.
3. The planting of roadside trees as a means of stimulating an interest in tree planting and protection.

There is nothing in the statutes indicating that the suggestions made any great impression upon the law-making body.

The most active organization in agitating the questions connected with the curtailment of our forest domain has been the Michigan Horticultural Society. This Association

the hands of the sturdy pioneers seems as little amenable to reason as were the bayonets of the Elder Napoleon. We are already obliged to abandon some of the best varieties of fruits because of their inability to stand the trying variations of temperature and moisture caused by forest denudation." He accounted for the unparalleled virgin forests of the Lower Peninsula by the protection of the Great Lakes, and these forests, in turn, so modified climatic conditions as to produce a wonderful region for the growing of fruits. In the thoughtless destruction of the woods a great loss is entailed upon the permanent producers of the commonwealth.

In 1875 Dr. eaBl, in connection with the gathering of an exhibit of woods for the centennial celebration in

Philadelphia, took occasion to advertise to the world the wealth of varieties of trees and shrubs indigenous to Michigan and called the attention of the public to the rapidity with which our forests were going out of existence.

In 1876 Mr. Lyon again, before the State Horticultural Society in a ringing address, cried out the losses entailed through the wholesale destruction of the forests and appealed to the Board of Agriculture, State Agricultural Society, Granges and the Agricultural College to use their influence in staying the hand of the axeman, who seemed intent upon destroying the fair fame of our State, as a place to build farm homes, in the interest of swelling the volume of manufactured lumber.

In 1877 the venerable John Ball, who had studied the forests of America from Maine to Puget's Sound and had watched with regret the diminishing forest areas tributary to Grand Rapids, in a letter to me, said in substance: "I deplore the rapid destruction of timber on every side and wish I could place before the thoughtless people who seem intent upon the final destruction of all our beautiful and useful woods the thrilling words of my schoolfellow, George P. Marsh, when he describes the losses entailed upon humanity through the wholesale destruction of our forests. I have in my own experience felt these losses which menace our well-being. Lands which were well wooded and which I sold, and they would not remain sold, came back stripped of timber. The sand and gravel hills are worn into deep gullies by the rushing torrents. In summer drouth reduces the crops. Hot and cold winds are a menace in the varying seasons. If a reasonable proportion of timber had been saved the income from forest and land products might have been continuous forever. Now we have no forest products and the land is approaching barrenness. I consider the retention of a proper amount of forest as vital to the future of our population. Our grandchildren will, with reason, criticise and condemn our waste of cherry, walnut, hickory, basswood, maple and oak, for in their time there will be a famine of these species of wood, owing entirely to our lack of wise forethought. I deplore this waste which helps nobody and entails inestimable sacrifices upon the part of our descendants."

In 1878 O. R. L. Crozier, a pioneer farmer and journalist of Ottawa county, and Professor Beal, at a great meeting of fruit growers in Jackson, appealed to the citizens of the State to arouse themselves to the dangers of deforestation so rapidly going on. Mr. Crozier at this time, as I recall, first suggested the desirability of the State setting aside areas of timber as a permanent public forest domain.

For some years following this meeting the Secretary of the State Horticultural Society, in arranging program of the quarterly sessions, rarely neglected to have some address, paper or discussion upon what he termed the greatest question before the citizens of our State.

\*Address by Hon. Charles W. Garfield, President Michigan Forestry Commission, at third annual meeting of the State Forestry Association at Saginaw, Nov. 12.

There was compiled at this time a pamphlet on "The Forest Problem of Michigan," of seventy pages, which was spread abroad throughout the State by the State Horticultural Society and from which the newspapers quoted very freely. In the transactions of this Society for 1885 this pamphlet was reprinted. The compiler, in the closing sentences, said: "The question for us to-day with regard to forestry is: Shall we drift along doing nothing but discussing the forestry problem in a sort of dramatic way, hoping all the time that our fears will not be realized and that Providence, in some inscrutable way, will interpose and stay the punishment that seems inevitable as a result of our ruthless timber destruction; or shall we profit by the startling results in China, Italy, Spain and Turkey and wrestle with the problem in a practical way, acting as well as talking, and at once sacrifice, if necessary, the fortunes that are making for the few, and save the climatic and surface conditions upon which the success of agriculture, the foundation of our national prosperity, depends?"

As a direct result of the agitation above mentioned Mr. Beecher, of Genesee county, a horticulturist elected to the Michigan Legislature, with the aid of Dr. Beal, formulated a bill, and it was enacted into law in 1887, which provided for the first Forestry Commission in our State. This consisted of the State Board of Agriculture. The Board felt that in the management of the Agricultural College in troublous times it had about enough cares on its hands, and, as a makeshift, selected Dr. Beal and one of its own members to go ahead under the meager appropriation and do what they saw fit in the name of the Forestry Commission. The accomplishments under this statute are recorded in a pamphlet issued by the Commission and published by the State. The succeeding Legislature provided no means for continuing the work and by enactment wiped out the Commission itself.

Five years previously, in a conversation, Dr. J. C. Parker, of Grand Rapids, casually remarked that "The area of country about Higgins and Houghton Lakes, recently lumbered off, is an ideal region for a permanent forest, fish and game preserve." His friend to whom the statement was directed began studying the geography of this region and became greatly interested in the suggestion. Ascertaining that the lumbermen would gladly dispose of their holdings for next to nothing for the purpose of avoiding taxes, he conceived the idea of having the State purchase ten townships of land thirty miles north and south by twelve miles east and west, including the lakes mentioned. He had far more enthusiasm than knowledge of legislation. The bill which he drew was introduced; the fact that for \$100,000 this purchase could be consummated accompanied the bill, and both were so carefully laid away in the back part of the table drawer of a Legislative Committee that they could never be found.

## 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 50		
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.			
Rival-For Shotguns.			
No.	Dr. of	Shot	Per
Powder	Size	Gauge	100
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
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 75		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50		
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	33 00		
BOLTS			
Stove	80		
Carriage, new list	70		
Plow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	65		
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.
BB	8 1/2 c.	7 1/2 c.	6 1/2 c.
BBB	9 c.	8 c.	7 1/2 c.
CROWBARS			
Cast Steel, per pound	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 IRON			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List	12 13 14 15 15 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			
Common	dis. 50		
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. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New list	87 1/2
Casters, Bed and Plate	50&10
Dampers, American	50
MOLASSES GATES	
Stelbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	50
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 40
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	40
2 advance	75
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 7 1/2 advance	35
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	32 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, per doz.	6 50
Second Grade, per doz.	5 75
SOLDER	
1/4 @ 1/2	26
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	70%
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, Nickle	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

## Crockery and Glassware

STONEWARE	
No charge for packing.	
Butters	
1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
25 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85
Churns	
2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each	6 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	7
Stewpans	
1/2 gal. fireproof, bail, per doz.	86
1 gal. fireproof, bail, per doz.	1 10
Jugs	
1/2 gal. per doz.	68
3/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2
SEALING WAX	
Pontius, each stick in carton	Per doz. 40
LAMP BURNERS	
No. 0 Sun	40
No. 1 Sun	42
No. 2 Sun	55
No. 3 Sun	90
Tubular	60
Nutmeg	60
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 40
Quarts	4 75
1/2 gallon	6 55
Caps	2 10
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 85
No. 2, Crimp top	2 85
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top—1 doz. in Cor. Carton	
No. 1, wrapped and labeled	Per doz. 75
No. 2, wrapped and labeled	85
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie, 1 doz. in Carton	
No. 1, Sun Plain Top, (\$1 doz.)	1 00
No. 2, Sun Plain Top, (\$1.25 doz.)	1 25
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tiltng cans	7 00
5 gal. galv. iron Naeefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 60
No. 2 B Tubular	6 75
No. 15 Tubular, dash	7 00
No. 2 Cold Blast Lantern	8 25
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub Ruby	2 00
No. 0 Tub, Green	2 00
No. 0 Tub, bbls., 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll	25
No. 1, 1/2 in. wide, per gross or roll	38
No. 2, 1 in. wide, per gross or roll	60
No. 3, 1 1/2 in. wide, per gross or roll	90
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50

In passing, it may be well to ask, in the light of succeeding events, what kind of an investment this would have been for the State of Michigan. Let Prof. Roth suggest the figures for you from his wide observation and experience.

The present Forestry Commission was created in 1899 and there have been no modifications of the law which created it. History has been making quite rapidly since that time. The forest reserves of nearly 40,000 acres were set aside by the State, their maintenance provided for and their custody placed in the Forestry Commission. The United States Government retired from sale, pending action by our State, its holdings in a number of townships bordering on our reserves. The Forest School at the University was instituted by the regents in answer to a direct appeal from our Commission. The Forestry Department at the Agricultural College has been organized and equipped, the Association I am addressing has been organized and is accomplishing effective work. The crowning event of the epoch is the creation of the Commission of Enquiry, composed of leading public-spirited citizens, to report to the Legislature of 1908 a definite forest and land policy for Michigan.

The State of Michigan is thoroughly aroused upon this subject. Men and women in every community are actively and successfully promoting our cause. The outlook is encouraging. Tree destruction is on the wane, because there are only a few more trees to destroy. Tree planting is growing popular, and if the baby trees which are to produce the future forests of our State can find in the commonwealth itself a cherishing mother our industries will be maintained, our water power conserved, our arable lands and orchards protected, a wood famine averted and the dire results following in the wake of thoughtless forest destruction, which has brought such terrible calamities upon many of the earth's inhabitants, be sidetracked from Michigan, while our future wants will be intelligently provided for. The goal, however, is not reached and upon you of the Michigan Forestry Association rests the weight of the burden of maintaining interest in the cause and seeing that the object sought in the beginning and never lost from the view of a few thoughtful citizens of the State shall be accomplished.

#### The Irishman's Idea.

An old Southern dandy was presented with triplets and was so elated over the event that he called in everybody to see them. Among the visitors was an Irishman.

"Say, boss," exclaimed the old man, "what you think of that?"

"Well," said Pat, looking the babies over carefully and pointing to a healthy looking one, "I would keep that one."

Beware of infringements. The McCaskey Account Register is fully protected by Patents. This tip should save you money.

#### JACK PINE PLAINS.

##### Why the Aspen and Oak Follow the Pine.

The Jack Pine Plains of our Great Lakes region and the great North woods beyond are among the most interesting features of our American forests.

A visit in June reveals pretty, cozy parkwoods—more park than woods—made beautiful by an endless variety of "posey beds," open and accessible everywhere, inviting to traveler, camper and botanist. In August large parts of these plains are converted into berry orchards; acres of ground are densely covered by the small, low bush huckleberry, and the profusion of fruit must be seen to be appreciated. Little tiny twigs fairly bend to the ground or moss by clusters of luscious berries, with frequently forty and more berries in a single cluster, the ground no longer a mat of green but rather of blue. Such is the Indian's Orchard on the Sands. A clean, sandy soil, a pretty cover of low bush huckleberry, honeysuckle, sweet fern and bracken, the forest an open stand of jack pine, often mixed or replaced by scrub oak, chiefly scarlet and red; pure air and purer water—what more could any lover of nature wish?

To the forester these Jack Pine Plains, in all their variation, represent a modified type of our great North woods. We find them in all gradations from the true jack pine woods on the poorest of white sand to the better Norway lands cut and burned over and the former forest replaced by open stands of jack pine, often entirely bare over tracts of five to twenty acres. In some cases the jack pine seems quite alone, but usually this is not the case. A closer examination shows that some Norway pine, and usually (in our State) some white pine, is mixed in here and there, and nearly everywhere there are clumps and patches of scrub oak, and some aspen with an accompaniment of a few scattering birch and scrub maple. All about are isolated

clumps or patches of the taller shrubs, such as serviceberry, sand willow, etc. Occasionally considerable areas, "several forties in a string," have been converted entirely into scrub oak woods or rather parkwoods, for the oak never really takes on a forest form on these plains.

Where the soil is a little better and the forest originally was Norway pine, pure or mixed, the lands rarely retain their character as Jack Pine Plains long, but gradually return to a denser, larger form of forest.

The jack pine woods are a regular type of our pineries and the great north woods of Canada. They existed throughout the Great Lakes region, and also follow and mingle in with the great belt of spruce and tamarack forests of Canada from the Lower St. Lawrence west to the Pacific mountains, where these great north woods join the forest region of the Pacific coast.

Normally, the jack pine takes to the poorest sands, where, in the language of modern botany, "no one else can follow;" but here the jack pine makes woods, fairly dense in young stands, rather open as the trees grow older. These woods seem quite pure, but, as said before, they are not. There is always some mixture of oak, aspen, etc.

On these lands the jack pine is a small tree, fifty to seventy feet in height, larger North than South, generally short lived, slender in size, ten to sixteen inches in diameter, but prolific beyond compare. Not only does the tree bear much fruit (cones), but a portion of the cones remain closed and the cone of this year may spread seed next year or in five years, according to conditions. This peculiarity of the jack pine, together with its great frugality, makes this tree a very balm to the burned lands. Wherever fire has run over these sandy areas and any jack pine is still within reasonable distance this pine begins the work of restocking or reclothing the land with forest cover. In this way it encroaches on land that belongs to the other pines.

But how about the Plains—those half prairies where the lumberman found no real timber? They are "man-made" and "nature-made" openings, and they are generally maintained openings. From what has been said it is clear that to the Indian there was no land that he could clear and keep clear as easily as these lean sands. A few fires—at first, perhaps, accidental (lightning or other) and after that a fire every few years—sufficed to keep a park such as he could not possibly create in any other parts of our forests. He could do nothing to the hardwoods and even the large dark pine woods were too strong. But here a lean, warm sand, an open, small statured woods prepared for him a chance to have a park in which to summer without mosquitoes and an orchard of fruit and an ideal spot for summer hunting. It did not require a great amount of shrewdness to use this opportunity, and the Indian used it. That these Plains reforest is clearly seen on every hand. Ten years often suffice to change patches of the Plains from a truly prairie condition into one that is decidedly "woody." "A few years ago I used to see my cattle half a mile away, but now the

## Economy

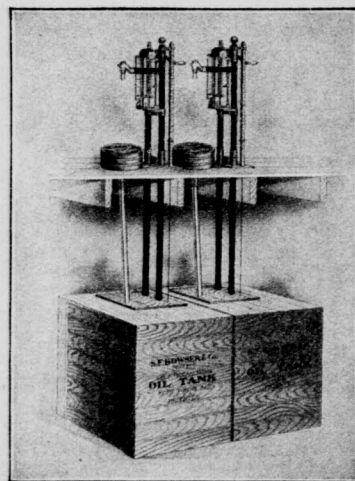
is the result of eliminating the unnecessary.

A single telephone system having a universal development is the best example of it.

### "Use the Bell"

IT  
PAYS

CALL  
MAIN  
330



Cut 35—Double Cellar Outfit  
for two grades of oil

## Why Lamp Chimneys Smoke

Lamp chimneys smoke because the oil is dirty, and generally it is the fault of the grocer selling the oil. Unless oil is handled by means of a Bowser Self-Measuring Tank it cannot be kept clean.

The Bowser keeps the oil clean, prevents dirty lamp chimneys and so makes satisfied customers. A satisfied oil customer will buy her other groceries in the same store.

The oil is kept in a dirt-proof tank and when wanted is measured directly into the customer's can.

The Bowser tank is also safe, economical, clean and convenient.

Send for our Catalog M.

**S. F. BOWSER & COMPANY, Inc.**  
FORT WAYNE, INDIANA

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

country is all 'grewed up' and I have trouble to find them," said a dweller of the Plains.

The Jack Pine Plains were to the Indian what the "Burns" were to the German of 1,000 years ago, and what other "Burns" under a variety of names are to the forest dwellers of the Philippines, British India and other countries.

How about oak and poplar? The oak was always there; it was small and spindly, a mere shrub, barely holding its own as long as the pine remained and shaded and crowded the oak. When the lumberman cut the pine and when fires destroyed the remaining forest the oak could and did sprout, as it now sprouts, every time it is burned. The pine does not sprout and "oak scrub" is the result.

As to poplar, the aspens occurred in the original forests of the Great Lakes region and the North woods of Canada simply everywhere. There was probably not a single section of woods in all Michigan where these aspens and other poplars were entirely wanting. They were in swamps and on the sands. They bear lots of seed, the seed is light, and this seed likes a bed of ashes, as it were. At least it germinates well and does well on land freshly burned. Every year all our State is seeded to poplar. Every acre of field and meadow gets its dose. But it is not everywhere that it does well. The "fire weed" behaves exactly the same way.

Every burn was seeded and came up more or less to aspens. After the land is burned repeatedly the conditions get poorer, with the stand of aspens lighter.

It has been "theorized" by the "practical man" that the seeds were always there and keep for centuries in the sands. This is disproven every time that one tries to keep poplar seed. It spoils in a few months. Filibert Roth.

#### Plan To Purchase a Factory.

Pontiac, Nov. 12—A piano manufacturing concern which employs fifty skilled workmen has made overtures for the purchase of the factory building formerly occupied by the Hodges Vehicle Co. The piano concern has a lease of its present quarters which it can not renew and proposes to locate here. The negotiations are entirely outside of the Board of Trade, through which such matters are usually handled.

In contrast to the general condition of automobile concerns is the Rapid Motor Vehicle Co., of this city. The Rapid Co. shut down at noon Saturday and began its annual inventory, which continued one day, so that work was resumed as usual Monday morning. As yet there has been no falling off in the business of the Rapid Co., which devotes its attention to turning out a very extensive line of commercial cars.

#### Mistake This Time.

Doctor—I diagnose all sicknesses from the patient's eyes. Now, your right eye tells me that your kidneys are affected.

Patient—Excuse me, Doctor, but my right is a glass eye.

#### Port Huron Factories Show Big Increase.

Port Huron, Nov. 12—Nearly \$600,000 gain in the factories of this city is the industrial record in the last twelve months, and from indications this large amount will be greatly increased in another year. The established industries increased their working forces over 600 new employees.

The most money expended by any individual company in improvements was made by the Port Huron Salt Co., and the date given out by the officials of that firm shows that \$65,000 have been paid out for machinery and supplies and over \$24,000 for repairs and additional buildings.

The Port Huron Brewing Co. expended \$65,000 for new machinery and supplies, while \$4,000 worth of improvements have been made. The C. Kern Company used up a total of \$40,000 on its property in this city, \$20,000 going for machinery and supplies and \$20,000 for building equipment.

On its three large plants the Port Huron Engine and Thresher Co. expended \$25,000 for machinery and supplies and made \$18,000 improvements to its buildings and offices. The company was never in a more healthy condition than at the present time.

The new high school building, now under construction, entailed an expenditure of \$125,000; the new Y. M. C. A. will be built at a cost of \$22,800; the big Grand Trunk power house when completed will cost nearly \$1,000,000. This is more than the amount expended for improvements by the thirty-five manufacturing firms in the city.

#### Good Report From Marshall.

Marshall, Nov. 12—The C. F. Hardy Co. has recently put a new corn flake on the market adapted especially to climatic conditions in the South and the orders from that part of the country alone are taxing the capacity of the big factory erected last spring. The company is, however, sending another big bunch of demonstrators into the South this winter.

The New Process Steel Co. has decided to place a new annealing oven in the new factory building recently constructed in order to make larger castings and compete with larger concerns. A carload of brick will be used in building the oven. At the very close of the automobile show in New York the automobile companies all over the country began flooding the company with orders for steel castings, which have been used with great success by several Detroit automobile concerns.

The Marshall Furnace Co. and the Page Bros. Buggy Co. are booking orders from people living in far-away parts of the country, and their business has expanded to such an extent that it can practically grow no larger, owing to the fact that they are unable to get cars for any more shipments than they are now making.

The McCaskey Account Register has no intricate mechanism that requires a machinist to keep in repair.

## Walk in Write in Wire in



To us or any of our agencies for information about

### The American Account Register

The ONLY ONE that both MAKES and SAVES money for its users.

Every day you do without it is a day of LOSS.

Every day you have it is a day of GAIN.

This Register is in a class ALL by itself. You owe it to yourself to know the reasons why.

#### The American Case & Register Co.

Alliance, Ohio

J. A. Plank, Gen'l Agent, Tradesman Bldg., Grand Rapids, Mich.  
McLeod Bros., Agents, 159 Jefferson Ave., Detroit, Mich.

# 1908

This is to remind you that the end of the year is close at hand and it is time you placed your order for your next year's calendars. You know our reputation as calendar makers, so send for our new line of samples.

#### Tradesman Company

Grand Rapids



### How the Railroads Punish the Traveling Men.

Kalamazoo, Nov. 9—For the past two weeks I have been traveling in Indiana, where, as you may know, the railroads are operating on the 2 cent fare basis, but what I wish to draw your attention to is the excess baggage rate, which is so different from our own State.

The following I give you is a report of fare and excess paid by me on 600 pounds of excess baggage that you may compare them with the rate we pay in Michigan, so that if you are doing, or are going to do, anything toward securing better rates for those who carry baggage it may be of some help to you:

	Fares	Ex.
Goshen to Elkhart.....	20c	50c
Elkhart to South Bend.....	30c	50c
South Bend to Plymouth....	46c	50c
Plymouth to Columbia City..	90c	90c
Columbia City to Warsaw....	42c	50c
Warsaw to No. Manchester..	38c	50c
No. Manchester to Rochester .....	48c	50c
Rochester to Plymouth .....	42c	50c
Plymouth to Valparaiso ....	80c	84c
Valparaiso to Mich. City....	90c	90c

You will see by this that in Michigan my excess for every one of these moves would not be less than 90 cents at our minimum rate of 15 cents per hundred, and it seems to me we are just as much entitled to a rate in Michigan as anywhere. You are, no doubt, aware that since the 2 cent rate is in effect here the excess rate is higher, so that the man with baggage is not as well off as he was before the rate was lowered. If there is anything the Michigan Knights of the Grip can do to bring about a change in this I would be glad to do anything I can to help the cause along. I might add that the rate on most of the trips I made was 5 cents per hundred, but that for anything over 25 cents a minimum of 50 cents is charged. This explains the uniformity of the above amounts.

The rate of excess from Kalamazoo to Detroit (my home) has been recently advanced 10 cents per hundred pounds, and from Dowagiac to Detroit 15 cents per hundred pounds. Therefore I am obliged to pay an advance of 60 cents from Kalamazoo and 90 cents from Dowagiac on my baggage each time I return home, while the railroad fare has been the same for the past five years.

A. T. Wingrave.

The above letter was recently received by E. P. Waldron, Chairman of the Transportation Committee of the Michigan Knights of the Grip, who kindly forwarded a copy of the same to the Tradesman for publication. Mr. Waldron sent the original communication to Governor Warner, with the following explanatory letter:

Saginaw, Nov. 11—My attention has several times been called to the

excessive rates being charged and collected by the Michigan roads for excess baggage, as compared with rates charged by roads of Indiana and other states.

This subject was taken up by the wholesale houses of Michigan two or three years ago without effect, the movement being headed by Edson, Moore & Co., of Detroit, and other Michigan wholesale houses. Instead of reducing this excessive baggage rate to a parity with those of Indiana and other states, the roads of Michigan have recently advanced the percentage basis from 12 to 15 per cent. of passenger fare, and permitting the minimum charge of 15 cents per hundred pounds to remain; therefore, all who carry excess baggage and travel over the Michigan Central main line, Chicago & Grand Trunk, Lake Shore and Wabash roads will notice that their excess baggage rate has been advanced 25 per cent., while the fares over these roads were not reduced or affected by the recent 2 cent law.

I understand the railroads are desirous of having a law enacted by the Legislature which would permit them to charge an extra dime for fares paid on the train and a rebate issued to the passenger by the conductor, to be paid or refunded at any station within a reasonable time to enable the roads to have a record of all cash fares paid on trains.

Now, it would seem that in lieu of this provision, the traveling public should receive an interchangeable mileage book of one thousand miles at \$20, without a refund, good to bearer over the roads that come under the 2 cent fare schedule and good to Buffalo, Chicago and Toledo; and, further, that this minimum of 15 cents per hundred pounds of excess baggage should be eliminated and the Indiana schedule be substituted, so that for short distances the excess baggage charge will not amount to two or more times the railroad fare.

I enclose herewith a letter just received from A. T. Wingrave of Detroit, who carries baggage weighing 600 pounds excess and who travels in Michigan and Indiana. His schedule of fare and excess paid is self-explanatory.

In Michigan Mr. Wingrave cannot move his baggage for less than 90 cents, on account of the minimum charge of 15 cents per hundred being in force, while in Indiana a traveling salesman with 300 pounds of excess baggage could make these short distances for a flat 25 cents.

I am referring this matter to you in the expectation that you will refer the same to the Railroad Commissioners, so that they may take some action that will conform to the wishes of the wholesale houses, whose traveling salesmen find their expenses are actually more than before the 2 cent law went into effect.

E. P. Waldron.

One of the poorest ways of getting to know people is finding out things about them.

The only thing that makes any man superior to another is his service.

### Use the Molasses.

You can catch more flies with molasses than you can with vinegar.

That is an old saw and a mighty valuable one for every retailer or any other business man to keep in mind.

In the large variety of talk on how to deal with the chronic catalogue house buyer, some retail merchants advance the idea that farmers who buy entirely or nearly so of the retail catalogue houses ought to be told to send their produce to the same place.

In some towns this has been tried out from time to time and it is a question if the results are satisfactory.

While the temptation to treat the chronic catalogue house customer with a dose of his own medicine is great, and while in doing this the merchants would give him no more than he deserves, it is a big question if such methods do not really do the home merchants more harm than good.

Granted that there are some chronic cases in the community which ought to be treated this way and granted that in doing so they would get no more than they deserve, the effect upon the rest of the community must be taken into consideration.

News of this kind travels fast. And there are many good people ready to believe all and more than they hear about a "merchants' trust."

Instead of considering this chronic catalogue house buyer in the light **he should be looked upon**, many people whose trade is valuable are likely to consider him as badly treated, and the businesslike action of the merchants nothing more nor less than a boycott.

That makes antagonistic sentiment.

It has been demonstrated that some of the worst among retail catalogue house customers can be won over to patronizing the local merchants.

But they can not be won with vinegar. Only the best grade of molasses will attract those unthinking flies.—Northwest Trade.

### The Father Saw.

He was a young man with a pair of goggles on his nose, a cap on his head and a long coat tickling his heels as he walked and he entered the library with confident step.

"Well?" queried the magnate to whom he had sent in his card.

"Sir, I am here to ask you for the hand of your daughter."

"Humph! Who are you?"

"A chauffeur, sir."

"By the blessed piper, young man, but this is too much—too much! You, a chauffeur, come here and demand the daughter of a millionaire! Are you crazy?"

"I love your daughter, Maude, sir, and would make her my wife."

"Get you gone or I will call my servants to throw you out and break your wretched neck!"

"Sir," continued the chauffeur as he straightened up, "you have a carriage and pair."

"I have."

"You drive out."

"I do, and durn your old autos!"

"I have met you while driving, sir,

and looking upon you as my future father-in-law, I have stopped the machine to let you pass. I have even turned into the ditch. We shall meet again. Listen to me, sir. We shall meet again. We shall meet on that long hill in the western suburbs. I shall be coming down in my machine, and you will be going up in your carriage. I see and recognize you as the father who refused me his daughter's hand. I loosen the brake. I let 'er go. The steering-gear gets out of order. I yell."

"And then you plump right into me and knock blazes out of the whole outfit!" groaned the father.

"I do. Two dead horses—a wrecked carriage—two or three persons dead or crippled for life. And when I am arrested and arraigned the fine is \$10. Savey?"

"Take her, young man, take her!" shouted the magnate as he rose in terror; and fifteen minutes later Maude was a taken girl.

### No Business Done.

He was comparatively new at the business, and had already found out that the life of an insurance agent is not all a bed of roses, but he was fully determined to make a good record in the small town he had selected for his operations. At one house his ring was answered by a comely young woman, who waited calmly for him to state his business.

"Is your husband insured, madam?" he began, in an ingratiating fashion.

"No," she responded.

"Indeed!" he answered, confident that he had found a bonanza. "Do you not think he should be insured?"

"No," with the same calmness.

This was a staggerer, but he promptly rallied.

"Why, madam, do you not think that he owes it as a sacred duty to you and his family that his life should be insured?"

"No, I do not."

"You do not!" Will you please tell me why?"

"Certainly. I have no husband. Good morning."

And the interview was closed.

### She Killed Him.

"I promised my husband on his death-bed not to marry again."

"I wouldn't have done that if I had been in your place."

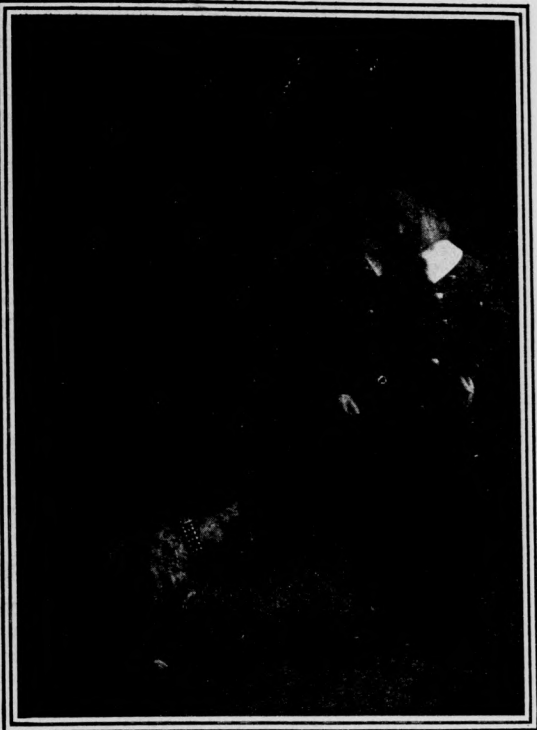
"Ah, but then, he wouldn't have died."—Fliegende.

It takes life's hard grinding to cut anything like an edge on our lives.

Like the little Red School  
House in the poem

## Hotel Livingston

is "half way up the hill."  
No more convenient location. Just high enough to catch the freshest, purest air.



**BUSTER AND TIGE AT PLAY**

Tige is a great fellow to play with a rubber ball; he will run, jump and play tricks of all kinds for hours at a time. In the picture Buster is cautioning Tige to keep a close watch on the ball lest he lose it.

The Brown Shoe Co., St. Louis, Mo. Petoskey, Mich., Oct. 17, 1907.

Gentlemen—Buster Brown was here yesterday and drew a very large crowd and we think this an extremely good advertising scheme. We had photographs taken and as soon as we get them will send you one. Everything moved off very nicely and we are well pleased.

Yours very truly, S. ROSENTHAL & SONS.

**BUSTER BROWN AND TIGE CRUSHED BY A MOB**

**Overwhelmed by the Large Attendance They Seek Refuge in Hotel  
Buster Tells of His Experience In a Letter to the House**

BROWN SHOE CO.,  
St. Louis, Mo.

Petoskey, Mich., 10-16-'07.

Dear Sir:—My reception here to-day for S. Rosenthal & Sons was a howling success in every particular. I arrived here yesterday at 3 p. m., and at once called on Mr. Rosenthal and arranged our program for to-day's work. This morning at 8 o'clock we started out in a fine rig, drawn by a beautiful span of grays; we had a dandy bugler and we made things hum. We visited one large school before it took up, then the rest at recess and noon, in all five large schools. I invited the pupils in every one we saw to come out to the reception at 4 p. m., in front of S. Rosenthal & Sons' Department Store. When the time came for me to mount the platform and go to work, the street was blockaded with ladies, gentlemen and children. The children were largely in the majority. I talked Buster Brown Blue Ribbon Shoes and \*5\* shoes in general for three-quarters of an hour, and had them simply wild at the close of my talk. When I asked them what kind of shoes they were going to wear from now on, every hand went into the air, and it appeared as if every one answered all in the same breath—Buster Brown Blue Ribbon Shoes.

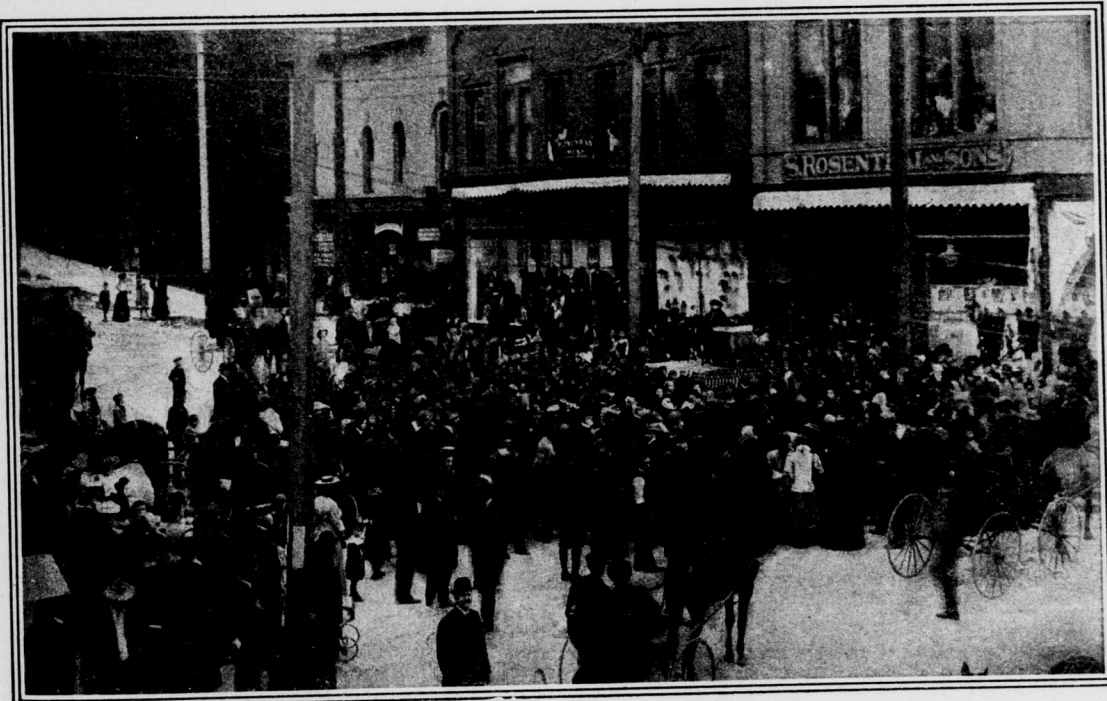
I drilled them thoroughly in the line as I gave out the souvenirs and left them all happy; S. Rosenthal & Sons had a photo made of the crowd, which I trust will be a good one, as it was a large crowd; they were well pleased with my work and will write you and send photo. I was simply devoured by children all day, and have been presented with fruits and flowers of all kinds. There were a number after my address, while I have already received letters from a number of my little friends here. Poor Tige, he has had as many children as could get around him hanging on to him all day; he now lies at my feet sleeping the sleep of the just. The hote has been crowded with children all day, they even stormed the dining room while I was at lunch. So now it's all over and I'm all in.

In order to make Big Rapids, I have got to leave here tonight at 11 o'clock, and won't get to Big Rapids until 4 in the morning. I won't feel much like work tomorrow, I fear.

Trusting business is good, we are

The children's best friends,

BUSTER BROWN AND TIGE.



Buster Brown and Tige holding reception for S. Rosenthal & Sons, Petoskey, Mich., Oct. 16, 1907

**Shoe Merchants Who Want to Sell Live Movable Shoes Should Get In Touch With  
Brown's Famous Star-5-Star Specialties, Including**

**White House Shoes** For Men For Women

**Buster Brown Blue Ribbon Shoes** For Boys For Girls

**The Brown Shoe Co.**

Makers  
St. Louis, U. S. A.



Awarded  
**DOUBLE GRAND PRIZE**  
St. Louis, 1904

Awarded  
**GOLD MEDAL**  
Jamestown, 1907



## DRUGS

**Michigan Board of Pharmacy.**  
 President—Henry H. Heim, Saginaw.  
 Secretary—W. E. Collins, Owosso.  
 Treasurer—W. A. Dohany, Detroit.  
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.  
 Next examination session—Grand Rapids, Nov. 19, 20 and 21.

### Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.  
 First Vice-President—D. B. Perry, Bay City.  
 Second Vice-President—J. E. Way, Jackson.  
 Third Vice-President—W. R. Hall, Manistee.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

### Why Druggists Should Sell Stamps.

The fact is that in small towns the stamp, directory and other general convenience features have no part. In towns of less than 10,000 stamps are bought at the postoffice. In towns of less than 5,000 there is rarely a directory, and, in such places, it is also a fact that all retail merchants are about on a par in the measure of their general service to the public.

As it relates to actual conditions the query would appear therefore to vitally concern only druggists in cities of 5,000 or more, and cities of this character invariably have department stores and general methods of business which differ from the methods of the larger cities only as they are affected by the increase in population.

This and other queries that it has been my pleasure to treat in the past have been stated to reflect what would appear to be a peculiar and regrettable condition, for in all of them it is taken for granted that the druggist is the only merchant who sells stamps, who invests in a directory, or in other ways serves the public for little thanks and uncertain gain. I doubt if there is a first-class department, dry goods or grocery store in any city in the country in which a patron or even an unknown party of fair breeding can not purchase a postage stamp. On numerous occasions I have entered banks, insurance offices, real estate agencies and even public buildings to consult directories and never yet have I failed to find a welcome to make use of their books.

There is not a distinctively woman's store in the country in which a woman may not only purchase stamps, but she may in most of them also find convenient, well-appointed writing rooms, with a liberal supply of stationery and for the use of which she is charged nothing. And in this connection it may be also well to remind the druggist that in most of the stores of this kind the woman can also buy toilet articles, rubber goods, confectionery, soda water, stationery and very often medicines and drugs.

The query stated above, like many others that we confront daily, could be well restated without losing any real significance: "Is the druggist better or worse, or higher or lower

than any other class of retail storekeepers?" In queries of this character the professional phase need not be considered. The question is whether or not it pays for the druggist to maintain a custom or practice that has descended from his forerunners—a practice that other merchants, principally his chief competitors, are only too willing to take off his hands. If it is good business for the department store to give free concerts and theatrical performances, art exhibitions and expensive souvenirs and to sell stamps, it must necessarily follow that it will be good business for the wide-awake man who runs a retail drug store to have well trimmed windows, a clean, bright store, furnish crackers with his soda and sell stamps.

Most of the commercial questions appearing upon the query lists of our pharmaceutical associations of the present day might be bunched and presented in the following form: "Is the retail druggist a business man whose first and foremost thought is to provide his wife, children and self with all of the necessities and many of the luxuries of life? Is he to be a clear-witted, self-reliant and progressive man who is willing to take his place in the struggle for self-preservation and race advancement? Or shall he be a visionary, who persistently dwells in the ideals of the past, holds aloof while the procession of progress passes and keeps his family in gloom and near to want, merely because on finding he can not turn time backward, he refuses to move forward?" J. Leyden White.

### Fall Soda Water.

When the sale of summer drinks begins to drag in the cool days of fall offer hot, spicy drinks—beef tea, clam, chicken, tomato and oyster bouillons. Serve really fine hot chocolate as a finished beverage and good satisfying coffee and real cream. One of the most successful innovations at the soda fountain during recent years has been the serving of sandwiches of all kinds.

Although many object to sandwiches as being too much on the restaurant order, still when one considers that there is considerable more profit in sandwiches than there is in ice cream soda, and that when drinking hot soda, bouillon or any hot drink, there comes a natural desire to eat something with it, the objections are hardly well founded. If the public want to eat something with their hot drinks and are willing to pay well for it, why not serve them accordingly?

There is no department of your business as profitable during the cold months as hot drinks if handled along proper lines. There are two features to be continually borne in mind and upon which depends your success—quality and cleanliness. Great care must be continually used in getting just exactly the proper amount of ingredients. It must not be too sweet, but just sweet enough. It must not be too strong or salty, but seasoned just right.

Only a dead religion can be packed away and locked up in a creed.

### The Drug Market.

Opium—Is steady.  
 Morphine—Is unchanged.  
 Quinine—Is unchanged.  
 Bromides Potash, Soda and Ammonia—Are all slightly lower on account of competition.

Cantharides—Are weak and declining.

Glycerine—Continues very firm and another advance is looked for on account of scarcity of crude.

Canada Balsam Fir—Is very firm and advancing.

Cubeb Berries—Are very scarce and advancing.

Oil Lemon—Is in better supply and is slightly lower.

Oil Wintergreen—Is very scarce and advancing.

Oil Tanzy—It is stated the crop is small and prices are very firm.

Oil Cassia—Is steadily advancing.

Oil Cloves—Show a lower tendency on account of decline in the price.

Oil Sweet Birch—Is very firm and higher.

Gum Camphor—Crude is lower and refined is weak.

True Barbadoes Aloes—Are in very small supply and have advanced.

Gentian Root—Is very firm and tending higher.

Gum Shellac—Primary markets are very firm and an advance is looked for here.

### Oil Polish for Shoes.

Bone black .....10 parts  
 Molasses .....10 parts  
 Sulphuric acid .....5 parts  
 Sodium hydroxide .....4 parts  
 Fish oil .....20 parts  
 Water .....sufficient  
 Mix the black with the molasses and to it add the acid. Dissolve the sodium hydroxide in a small amount of water, add the oil and boil, with constant agitation, until the liquid has become homogeneous. When this

occurs, add the bone-black mixture, a little at a time, under constant stirring, until a smooth paste is obtained, then pour into metal boxes. The consistency of the mass may be varied from that of a paste to that of a syrup by increasing the amount of liquid used in saponification of the oil.



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### CHRISTMAS PACKAGE

will be the kind they will ask all for in November and December. Order it now.

**The Jennings Co., Perfumers,**

Grand Rapids, Michigan

## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>		Copaiba .....	1 75@1 85	Scilla Co. ....	@ 50	Liquor Arsen et	12@ 14	Rubia Tinctorum	12@ 14	Vanilla .....	9 00@
Aceticum .....	6@ 8	Cubebae .....	2 00@2 10	Tolutan .....	@ 50	Hydrarg Iod ..	22@ 25	Saccharum La's.	22@ 25	Zinci Sulph ..	7@ 8
Benzolcum, Ger.	70@ 75	Erigeron .....	2 395@2 50	Prunus virg....	@ 50	Liq Potass Arsinit	10@ 12	Salacin .....	4 50@4 75	<b>Oils</b>	
Boracic .....	@ 17	Evechthitos ..	1 00@1 10	<b>Tinctures</b>		Magnesia, Sulph.	3@ 5	Sanguis Drac's	40@ 50	bbl. gal.	
Carbolicum .....	26@ 29	Gaultheria .....	2 50@4 00	Anconitum Nap'sR	60	Magnesia, Sulph. bbl	@ 1 1/2	Sapo, W .....	13 1/2@ 16	Whale, winter ..	70@ 70
Citricum .....	63@ 68	Geranium .....	70@ 75	Anconitum Nap'sF	50	Mannia, S. F. ....	45@ 50	Sapo, M .....	10@ 12	Lard, extra .....	85@ 90
Hydrochlor .....	3@ 5	Gossippii Sem gal	70@ 75	Aloes .....	60	Menthol .....	2 75@3 00	Sapo, G .....	@ 15	Lard, No. 1 .....	60@ 65
Nitrosum .....	8@ 10	Hedeoma .....	3 00@3 50	Africa .....	60	Morphia, SP&W 3	45@3 70	Seidlitz Mixture..	20@ 22	Linseed pure raw	45@ 48
Oxalicum .....	14@ 15	Junipera .....	40@1 20	Asafoetida .....	60	Morphia, SNYQ 3	45@3 70	Sinapis .....	@ 18	Linseed, boiled ..	46@ 49
Phosphorium, dil.	@ 15	Lavendula .....	90@3 60	Atrope Belladonna	60	Myristica, No. 1..	25@ 40	Sinapis, opt .....	@ 30	Neat's-foot, w str	65@ 70
Salicylicum .....	44@ 47	Limons .....	2 40@2 50	Aurant Cortex..	60	Nux Vomica po 15	@ 10	Snuff, Maccaboy..	@ 51	Spts. Turpentine ..	Market
Sulphuricum .....	13@ 15	Mentha Piper ..	1 90@2 10	Benzoin Co. ....	50	Os Sepia .....	35@ 40	Snuff, DeVos .....	@ 51	<b>Paints</b>	
Tannicum .....	75@ 85	Mentha Verid. ..	3 25@3 35	Barosma .....	50	Pepsin Saac, H &	@ 1 00	Soda, Boras .....	8 1/2@ 10	Red Venetian .....	1 1/2@ 2 3/4
Tartaricum .....	38@ 40	Morrhuae gal ..	1 60@1 85	Cantharides .....	75	P D Co .....	@ 1 00	Soda, Boras, po	7 1/2@ 10	Ochre, yel Mars ..	1 1/2@ 2 3/4
<b>Ammonia</b>		Myrica .....	3 00@3 50	Cardamon Co. ..	75	Picis Liq N N 1/2	@ 2 00	Soda et Pot's Tart	25@ 28	Putty, comm'r'l ..	2 1/2@ 3
Aqua, 18 deg. ....	4@ 6	Olive .....	1 00@3 00	Castor .....	1 00	Picis Liq qts .....	@ 1 00	Soda, Carb. ....	1 1/2@ 2	Putty, strictly pr	2 1/2@ 3
Aqua, 20 deg. ....	6@ 8	Picis Liquida gal.	10@ 12	Catechu .....	40@ 45	Picis Liq pints ..	@ 60	Soda, Bi-Carb. ....	3@ 5	American .....	13@ 15
Carbonas .....	13@ 15	Picis Liquida gal.	@ 40	Cinchona .....	50	Pil Hydrarg po 80	@ 50	Soda, Ash .....	3 1/2@ 4	Vermillion, Eng. ..	75@ 80
Chloridum .....	12@ 14	Ricin .....	1 06@1 10	Cinchona Co. ....	50	Piper Nigra po 22	@ 18	Soda, Sulphas ..	@ 2	Green, Paris .....	29 1/2@33 1/2
<b>Aniline</b>		Rosmarini .....	@ 1 00	Cinchona Co. ....	50	Piper Alba po 35	@ 30	Spts. Cologne ..	@ 2 60	Green, Peninsular	13@ 16
Black .....	2 00@2 25	Rosae oz. ....	6 50@7 00	Digitalis .....	50	Pix Burgum .....	@ 8	Spts. Ether Co. ..	50@ 55	Lead, red .....	7 1/2@ 8
Brown .....	80@1 00	Succini .....	40@ 45	Ergot .....	50	Plumbi Acet .....	12@ 15	Spts. Myrcia Dom	@ 2 00	Lead, white .....	7 1/2@ 8
Red .....	45@ 50	Sabina .....	90@1 00	Ferri Chloridum	35	Pulvis Ip'cet Opil	30@1 50	Spts. Vini Rect bbl	@ 20	Whiting, white S'n	@ 90
Yellow .....	2 50@3 00	Santal .....	@ 40	Gentian Co. ....	60	Pyrethrum, bxs H	@ 75	Spts. Vi'i Rect 1/2 b	@ 20	Whiting, Gilders ..	@ 95
<b>Bacca</b>		Sassafras .....	90@ 95	Gentian Co. ....	60	P D Co. doz. ....	@ 75	Spts. Vi'i R't 10 gl	@ 20	White, Paris Am'r	@ 1 25
Cubebae .....	25@ 30	Sinapis, ess. oz.	@ 65	Gentian Co. ....	60	Pyrethrum, pv. ..	20@ 25	Spts. Vi'i R't 5 gal	@ 20	White, Paris Eng.	@ 1 40
Juniperus .....	8@ 10	Tigil .....	1 10@1 20	Gentian Co. ....	60	Quassia .....	8@ 10	Strychnia, Cryst'l	1 10@1 30	Shaker Prep'd ..	1 25@1 35
Xanthoxylum ..	30@ 35	Thyme .....	40@ 50	Gentian Co. ....	60	Quina, S P & W ..	18@ 20	Sulphur Subl. ....	2 1/2@ 4	<b>Varnishes</b>	
<b>Balsamum</b>		Thyme, opt .....	@ 60	Gentian Co. ....	60	Quina, S Ger. ....	18@ 20	Sulphur, Roll .....	2 1/2@ 3 1/2	No. 1 Turp Coach	1 10 1 20
Copaiba .....	70@ 80	Theobromas ..	15@ 20	Gentian Co. ....	60	Quina, N. Y. ....	18@ 28	Tamarinds .....	8@ 10	Extra Turp .....	1 60@1 70
Peru .....	3 00@3 25	<b>Potassium</b>		Gentian Co. ....	60	<b>Miscellaneous</b>		Terebenth Venice	28@ 30	<b>Text</b>	
Terabin, Canada ..	65@ 70	Bi-Carb .....	15@ 18	Gentian Co. ....	60	Aether, Spts Nit 3f	30@ 35	Theriac .....	60@ 75		
Tolutan .....	40@ 45	Bichromate ..	13@ 15	Gentian Co. ....	60	Aether, Spts Nit 4f	34@ 38				
<b>Cortex</b>		Bromide .....	22@ 27	Gentian Co. ....	60	Alumen, grd po 7	3@ 4				
Abies, Canadian ..	18	Carb .....	12@ 15	Gentian Co. ....	60	Annatto .....	40@50				
Cassia .....	20	Chlorate .....	12@ 14	Gentian Co. ....	60	Antimoni, po ..	4@ 5				
Cinchona Flava ..	18	Cyanide .....	30@ 40	Gentian Co. ....	60	Antimoni et po T	40@ 50				
Buonymus atro. ....	60	Iodide .....	2 50@2 60	Gentian Co. ....	60	Antipyrin .....	@ 25				
Myrica Cerifera ..	20	Iodine, colorless	50	Gentian Co. ....	60	Antipyrin .....	@ 20				
Prunus Virgin. ....	15	Kino .....	50	Gentian Co. ....	60	Argent Nitras oz	@ 55				
Quillaja, gr'd .....	12	Lobelia .....	50	Gentian Co. ....	60	Arsenicum .....	10@ 1 1/2				
Sassafras, po 25 ..	24	Myrrh .....	50	Gentian Co. ....	60	Balm Gilead buds	60@ 65				
Ulmus .....	20	Nux Vomica .....	50	Gentian Co. ....	60	Bismuth S N .....	10@2 25				
<b>Extractum</b>		Opil .....	1 25	Gentian Co. ....	60	Calcium Chlor, 1s	@ 9				
Glycyrrhiza Gla. ....	24@ 30	Opil, camphorated	1 00	Gentian Co. ....	60	Calcium Chlor, 1/2s	@ 10				
Glycyrrhiza, po. ....	28@ 30	Opil, deodorized..	2 00	Gentian Co. ....	60	Calcium Chlor, 1/4s	@ 12				
Haematox .....	11@ 12	Quassia .....	50	Gentian Co. ....	60	Cantharides, Rus.	@ 90				
Haematox, 1s .....	13@ 14	Rhatany .....	50	Gentian Co. ....	60	Capsici Fruc's af	@ 20				
Haematox, 1/2s ..	14@ 15	Rhei .....	50	Gentian Co. ....	60	Capsici Fruc's po	@ 22				
Haematox, 1/4s ..	16@ 17	Rhei, cut .....	75@1 00	Gentian Co. ....	60	Cap'i Fruc's B po	@ 15				
<b>Ferru</b>		Rhei, pv. ....	75@1 00	Gentian Co. ....	60	Carphyllus .....	20@ 22				
Carbonate Precip.	15	Spigella .....	1 45@1 50	Gentian Co. ....	60	Carmine, No. 40	@ 4 25				
Citrate and Quina ..	2 00	Sanguinari, po 18	@ 15	Gentian Co. ....	60	Cera Alba .....	50@ 55				
Citrate Soluble ..	55	Serpentaria ..	50@ 55	Gentian Co. ....	60	Cera Flava .....	40@ 42				
Ferrocyanidum S ..	40	Senega .....	85@ 90	Gentian Co. ....	60	Crocus .....	60@ 70				
Solut. Chloride ..	15	Smilax, off's H. ..	@ 48	Gentian Co. ....	60	Cassia Fructus ..	@ 35				
Sulphate, com'l ..	2	Smilax, M .....	@ 25	Gentian Co. ....	60	Centraria .....	@ 10				
Sulphate, com'l, by	70	Scilla po 45 .....	20@ 25	Gentian Co. ....	60	Cataceum .....	@ 35				
bbl. per cwt. ....	7	Symplocarpus ..	@ 25	Gentian Co. ....	60	Chloroform .....	34@ 54				
Sulphate, pure ..	7	Valeriana Eng. ..	@ 25	Gentian Co. ....	60	Chloro'm Squibbs	@ 90				
<b>Flora</b>		Valeriana, Ger. ..	15@ 20	Gentian Co. ....	60	Chloral Hyd Crss 1	35@1 60				
Arnica .....	20@ 25	Zingiber a .....	12@ 16	Gentian Co. ....	60	Chondrus .....	20@ 25				
Anthemis .....	50@ 60	Zingiber j .....	25@ 28	Gentian Co. ....	60	Cinchonidine P-W	38@ 48				
Matricaria .....	30@ 35	<b>Semen</b>		Gentian Co. ....	60	Cinchonid'e Germ	38@ 48				
<b>Folia</b>		Anisum po 20 ..	@ 16	Gentian Co. ....	60	Cocaine .....	2 70@2 95				
Barosma .....	40@ 45	Apium (gravel's)	13@ 15	Gentian Co. ....	60	Corks list, less 75%	@ 45				
Cassia Acutifol. ....	15@ 20	Bird, 1s .....	4@ 6	Gentian Co. ....	60	Creosotum .....	@ 5				
Tinnevely .....	15@ 20	Carui po 15 ..	14@ 15	Gentian Co. ....	60	Creta .....	bbl 75				
Cassia, Acutifol. ....	25@ 30	Cardamon .....	70@ 90	Gentian Co. ....	60	Creta, prep. ....	@ 5				
Salvia officinalis. ....	18@ 20	Coriandrum .....	12@ 14	Gentian Co. ....	60	Creta, precip. ....	9@ 11				
1/4s and 1/2s .....	18@ 20	Cannabis Sativa	7@ 8	Gentian Co. ....	60	Creta, Rubra .....	@ 8				
Uva Ursi .....	8@ 10	Cydonium .....	75@1 00	Gentian Co. ....	60	Cudbear .....	@ 24				
<b>Gummi</b>		Chenopodium ..	25@ 30	Gentian Co. ....	60	Cupri Sulph .....	8 1/2@ 12				
Acacia, 1st pkd. ....	@ 65	Dipterix Odorate.	80@1 00	Gentian Co. ....	60	Dextrine .....	7@ 10				
Acacia, 2nd pkd. ....	@ 45	Foeniculum .....	@ 18	Gentian Co. ....	60	Emery, all Nos. ..	@ 6				
Acacia, 3rd pkd. ....	@ 35	Foenugreek, po. .	7@ 9	Gentian Co. ....	60	Emery, po .....	60@ 65				
Acacia, sifted sts. ....	@ 18	Lini .....	4@ 6	Gentian Co. ....	60	Ergota .....	60@ 65				
Acacia, po. ....	45@ 65	Lini, gr'd. bbl. 2 1/2	3@ 6	Gentian Co. ....	60	Ether Sulph .....	45@ 60				
Aloe Barb .....	22@ 25	Lobelia .....	75@ 80	Gentian Co. ....	60	Flake White .....	12@ 15				
Aloe, Cape .....	@ 25	Phalaris Cana'n	9@ 10	Gentian Co. ....	60	Galla .....	@ 30				
Aloe, Socotri .....	@ 45	Rapa .....	5@ 6	Gentian Co. ....	60	Gambler .....	8@ 9				
Ammoniac .....	55@ 60	Sinapis Alba .....	8@ 10	Gentian Co. ....	60	Gelatin, Cooper. .	@ 60				
Asafoetida .....	35@ 40	Sinapis Nigra ..	9@ 10	Gentian Co. ....	60	Gelatin, French. .	35@ 60				
Benzoinum .....	50@ 55	<b>Spiritus</b>		Gentian Co. ....	60	Glassware, fit boo	75%				
Catechu, 1s .....	@ 13	Frumenti W D. 2	00@2 50	Gentian Co. ....	60	Less than box 70%					
Catechu, 1/2s .....	@ 14	Frumenti .....	1 25@1 50	Gentian Co. ....	60	Glue, brown .....	11@ 13				
Catechu, 1/4s .....	@ 16	Juniperis Co O T 1	65@2 00	Gentian Co. ....	60	Glue white .....	15@ 25				
Comphorae .....	90@1 00	Juniperis Co. ....	1 75@3 50	Gentian Co. ....	60	Glycerina .....	18@ 25				
Euphorbium .....	@ 40	Saccharum N E 1	90@2 10	Gentian Co. ....	60	Grana Paradisi. .	@ 25				
Galbanum .....	@ 1 00	Spt Vini Galli ..	1 75@6 50	Gentian Co. ....	60	Humulus .....	35@ 60				
Gamboe .....	25@1 35	Vini Oporto .....	1 25@2 00	Gentian Co. ....	60	Hydrarg Ch...Mt	@ 90				
Gaulacum .....	@ 35	Vini Alba .....	1 25@2 00	Gentian Co. ....	60	Hydrarg Ch Cor. .	@ 90				
Kino .....	po 45c	<b>Sponges</b>		Gentian Co. ....	60	Hydrarg Ox Ru'm	@ 1 00				
Mastic .....	@ 75	Florida sheeps' wool		Gentian Co. ....	60	Hydrarg Ammo'l	@ 1 15				
Myrrh .....	po 50	carriage .....	3 00@3 50	Gentian Co. ....	60	Hydrarg Ungue'm	50@ 60				
Opium .....	7 10@7 25	Nassau sheeps' wool		Gentian Co. ....	60	Hydrargyrum .....	@ 80				
Shellac .....	60@ 65	carriage .....	3 50@3 75	Gentian Co. ....	60	Ichthyobolla, Am.	90@1 00				
Shellac, bleached	60@ 65	Velvet extra sheeps'		Gentian Co. ....	60	Indigo .....	75@1 00				
Tragacanth .....	70@1 00	wool, carriage	@ 2 00	Gentian Co. ....	60	Iodine, Resubi. .	3 85@3 90				
<b>Herba</b>		Extra yellow sheeps'	@ 1 25	Gentian Co. ....	60	Iodoform .....	3 90@4 00				
Absinthium .....	45@ 60	wool carriage	@ 1 25	Gentian Co. ....	60	Lupulin .....	@ 40				
Eupatorium oz pk	@ 28	Grass sheeps' wool,	@ 1 25	Gentian Co. ....	60	Lycopodium .....	70@ 75				
Lobelia .....	@ 25	carriage .....	@ 1 00	Gentian Co. ....	60	Macis .....	65@ 70				
Majorium .....	@ 28	Hard, slate use. .	@ 1 00	Gentian Co. ....	60	<b>Syrups</b>					
Mentha Pip. oz pk	23	Yellow Reef, for	@ 1 40	Gentian Co. ....	60	Acacia .....	@ 50				
Mentha Ver. oz pk	25	slate use .....	@ 1 40	Gentian Co. ....	60	Aurant Cortex..	@ 50				
Rue .....	39	<b>Syrups</b>		Gentian Co. ....	60	Zingiber .....	@ 50				
Tanacetum V. ....	22	Acacia .....	@ 50	Gentian Co. ....	60	Ipecac .....	@ 60				
Thymus V. oz pk	25	Aurant Cortex..	@ 50	Gentian Co. ....	60	Ferri Iod .....	@ 50				
<b>Magnesia</b>		Zingiber .....	@ 50	Gentian Co. ....	60	Rhei Arom .....	@ 50				
Calcined, Pat. ....	55@ 60	Ipecac .....	@ 60	Gentian Co. ....	60	Smilax Off's ..	50@ 60				
Carbonate, Pat. ....	18@ 20	Ferri Iod .....	@ 50	Gentian Co. ....	60	Senega .....	@ 50				
Carbonate, K-M. ....	18@ 20	Rhei Arom .....	@ 50	Gentian Co. ....	60	Scillae .....	@ 50				
Carbonate .....	18@ 20	Smilax Off's ..	50@ 60	Gentian Co. ....	60	<b>Oleum</b>					
<b>Oleum</b>		Senega .....	@ 50	Gentian Co. ....	60	Absinthium .....	4 90@5 00				
Calcined, Pat. ....	55@ 60	Scillae .....	@ 50	Gentian Co. ....	60	Amygdalae Dulc. .	75@ 85				
Carbonate, Pat. ....	18@ 20	<b>Syrups</b>		Gentian Co. ....	60	Amygdalae, Ama	80@8 25				
Carbonate, K-M. ....	18@ 20	Acacia .....	@ 50	Gentian Co. ....	60	Anisi .....	90@2 00				
Carbonate .....	18@ 20	Aurant Cortex..	@ 50	Gentian Co. ....	60	Auranti Cortex..	2 75@2 85				
<b>Oleum</b>		Zingiber .....	@ 50	Gentian Co. ....	60	Bergamii .....	80@5 00				

## 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		Index to Markets	
By Columns		By Columns	
Col		Col	
<b>A</b>		<b>1</b>	
Ammonia	1	ARCTIC AMMONIA	Doz.
Axle Grease	1	12 oz. ovals 2 doz. box	75
<b>B</b>		<b>2</b>	
Baked Beans	1	Oysters	@1 10
Bath Brick	1	Cove, 1lb.	@1 85
Bluing	1	Cove, 1lb. Oval	@1 25
Brooms	1	Plums	1 45 @ 2 50
Brushes	1	Peas	1 00 @ 1 35
Butter Color	1	Marrowfat	1 00 @ 1 60
<b>C</b>		Early June	1 25 @ 1 80
Candles	1	Early June Sifted	1 25 @ 1 80
Canned Goods	1	Pie	2 25 @ 2 75
Carbon Oils	1	Yellow	2 25 @ 2 75
Catsup	1	Pineapple	@2 50
Cereals	1	Sliced	@2 40
Cheese	1	Pumpkin	85
Chewing Gum	1	Fair	90
Chicory	1	Good	90
Clothes Lines	1	Fancy	1 00
Cocoa	1	Gallon	2 75
Cocoanut	1	Raspberries	@
Cocoa Shells	1	Russian Caviar	3 75
Coffee	1	1/4 lb. cans	7 00
Confections	11	1/2 lb. cans	12 00
Crackers	1	Salmon	1 95 @ 2 0
Cream Tartar	1	Col'a River, flats	2 25 @ 2
<b>D</b>		Col'a River, flats	1 35 @ 1 45
Dried Fruits	4	Red Alaska	1 00 @ 1 10
<b>E</b>		Pink Alaska	1 00 @ 1 10
Farinaceous Goods	1	Sardines	3 75
Fish and Oysters	10	Domestic, 1/4 s	3 75
Fishing Tackle	1	Domestic, 1/4 s	3 75
Flavoring Extracts	5	Domestic, 1/4 s	3 75
Fresh Meats	1	California, 1/4 s	11 @ 14
<b>F</b>		California, 1/4 s	11 @ 14
Gelatine	1	French, 1/4 s	7 @ 14
Grain Bags	1	French, 1/4 s	18 @ 28
Grains and Flour	1	Shrimps	1 20 @ 1 40
<b>G</b>		Succotash	85
Herbs	1	Fair	1 00
Hides and Pelts	10	Good	1 25 @ 1 40
<b>H</b>		Fancy	1 25 @ 1 40
Jelly	1	Strawberries	1 25 @ 1 40
<b>I</b>		Tomatoes	@1 05
Licorice	1	Good	@1 10
Matches	1	Fancy	@1 10
Meat Extracts	1	Gallons	@3 60
Mince Meat	1	Perfection	@10 1
Molasses	1	Water White	@10 1
Mustard	1	D. S. Gasoline	@17 4
<b>J</b>		Gas Machine	@24
Nuts	11	Deodor'd Nap'a	@1 1
<b>K</b>		Cylinder	@29 34
Olives	6	Engine	@16 22
Pipes	6	Black, winter	8 1/4 @ 10
Pickles	6	<b>CEREALS</b>	
Playing Cards	6	Breakfast Foods	
Potash	6	Bordeau Flakes, 36 lb.	2 50
Provisions	6	Cream of Wheat 36 lb.	4 50
<b>R</b>		Egg-O-See, 36 pkgs.	2 85
Rice	7	Excella Flakes, 36 lb.	4 50
<b>S</b>		Force, 36 2 lb.	4 50
Salad Dressing	1	Grape Nuts, 2 doz.	2 70
Saleratus	1	Malta Ceres, 24 lb.	2 40
Salt Soda	1	Malta Vita, 36 lb.	2 85
Salt	1	Mapl-Flake, 36 lb.	4 05
Salt Fish	1	Pillsbury's Vitos, 3 doz	4 25
Seeds	1	Ralston, 36 2 lb.	4 50
Shoe Blacking	1	Sunlight Flakes, 36 lb.	2 85
Snuff	1	Sunlight Flakes, 20 lbs	4 00
Soap	1	Vigor, 36 pkgs.	2 75
Soda	1	Voigt Cream Flakes	4 50
Soups	1	Zest, 20 2lb.	4 10
Spices	1	Zest, 36 small pkgs.	2 75
Starch	1	Crescent Flakes	2 50
Syrups	1	One case	2 50
<b>T</b>		Five cases	12 00
Tea	8	One case free with ten	
Tobacco	9	One-half case free with	5 1/2 cases.
Twine	9	One-fourth case free with	2 1/2 cases.
<b>V</b>		Freight allowed.	
Vinegar	9	Gooseberries	1 75
Wickens	9	Standard	1 75
Woodenware	9	Hominy	85
Wrapping Paper	10	Lobster	2 25
<b>Y</b>		1 lb.	4 25
Yeast Cake	10	Picnic Tails	2 75
		Mackerel	1 80
		Mustard, 1lb.	1 80
		Mustard, 2lb.	2 80
		Soused, 1 1/2 lb.	1 80
		Soused, 2lb.	2 80
		Tomato, 1lb.	1 80
		Tomato, 2lb.	2 80
		Mushrooms	@ 24
		Hotels	@ 28
		Buttons	@ 28

6	7	8	9	10	11
<b>Meal</b> Bolted ..... 3 40 Golden Granulated ..... 3 50 St. Car Feed screened 26 50 No. 1 Corn and Oats 26 50 Corn, cracked ..... 25 50 Corn Meal, coarse ..... 25 50 Winter Wheat Bran 27 00 Cow Feed ..... 28 00 Gluten Feed ..... 28 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal ..... 31 60 Cottonseed Meal ..... 29 50 Gluten Feed ..... 19 00 Malt Sprouts ..... 23 00 Brewers Grains ..... 28 00 Molasses Feed ..... 26 00 Hammond Dairy Feed 26 00 <b>Oats</b> Michigan, carlots ..... 53 Less than carlots ..... 55 <b>Corn</b> Carlots ..... 67 Less than carlots ..... 69 <b>Hay</b> No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 <b>HERBS</b> Sage ..... 19 Thyme ..... 19 Laurel Leaves ..... 19 Senna Leaves ..... 29 <b>HORSE RADISH</b> Per doz. ..... 90 <b>JELLY</b> 5 lb. pails, per doz. ..... 2 35 15 lb. pails, per doz. ..... 3 50 30 lb. pails, per doz. ..... 4 95 <b>LICORICE</b> Pure ..... 30 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip ..... 4 50 <b>MEAT EXTRACTS</b> Armour's, 2 oz. ..... 4 40 Armour's, 4 oz. ..... 8 20 Armour's Chicago, 2 oz. 4 40 Armour's Chicago, 4 oz. 8 20 Armour's Imported, 2 oz. 4 40 Armour's Imported, 4 oz. 8 20 <b>MOLASSES</b> New Orleans Fancy Open Kettle ..... 40 Choice ..... 30 Fair ..... 20 Good ..... 22 Half barrels 20 extra <b>MINCE MEAT</b> Per case ..... 2 90 <b>MUSTARD</b> Horse Radish, 1 oz. ..... 1 75 Horse Radish, 2 oz. ..... 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs ..... 1 65 Bulk, 2 gal. kegs ..... 1 00 Bulk, 5 gal. kegs ..... 1 00 Manzanilla, 3 oz. ..... 90 Queen, pints ..... 2 50 Queen, 19 oz. ..... 4 00 Queen, 28 oz. ..... 7 00 Stuffed, 5 oz. ..... 1 40 Stuffed, 3 oz. ..... 1 40 Stuffed, 10 oz. ..... 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 20 Cob ..... 90 <b>PICKLES</b> Medium Barrels, 1,200 count ..... 9 25 Half bbls., 600 count ..... 5 25 Small Half bbls., 1,200 count 6 00 <b>PLAYING CARDS</b> No. 90 Steamboat ..... 85 No. 15, Rival, assorted 1 25 No. 20 Rover enameled 1 50 No. 572, Special ..... 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle ..... 2 00 No. 632 Tourist whist. 2 25 <b>POTASH</b> 48 cans in case Babbitt's ..... 4 00 <b>PROVISIONS</b> Barreled Pork Mess ..... 17 75 Clear Back ..... 17 75 Short Cut ..... 17 00 Short Cut Clear ..... 16 75 Bean ..... 16 00 Brisket, Clear ..... 17 50 Pig ..... 20 00 Clear Family ..... 16 00 <b>Dry Salt Meats</b> S P Bellies ..... 12 Bellies ..... 12 Extra Shorts ..... 11 <b>Smoked Meats</b> Hams, 12 lb. average ..... 12 1/2 Hams, 14 lb. average ..... 12 1/2 Hams, 16 lb. average ..... 12 1/2 Hams, 18 lb. average ..... 12 1/2 Skinned Hams ..... 13 Ham, dried beef sets ..... 15 California Hams ..... 8 1/2 Picnic Boiled Hams ..... 15 Boiled Ham ..... 19 Berlin Ham, pressed ..... 10 Mince Ham ..... 10 Bacon ..... 14 1/2 @ 21 <b>Lard</b> Compound ..... 8 1/2 Pure in tierces ..... 10 1/2 80 lb. tubs ..... advance 1/2 60 lb. tubs ..... advance 1/2 50 lb. tubs ..... advance 1/2 20 lb. tubs ..... advance 1/2 10 lb. pails ..... advance 1/2 5 lb. pails ..... advance 1/2 1 lb. pails ..... advance 1	<b>Sausages</b> Bologna ..... 7 Liver ..... 7 Frankfort ..... 9 Pork ..... 9 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 9 75 Boneless ..... 11 25 Rump, new ..... 11 25 <b>Pig's Feet</b> 1/2 bbls. ..... 1 10 1/4 bbls., 40 lbs. ..... 1 85 1/2 bbls. ..... 3 25 1 bbl. ..... 7 75 <b>Tripe</b> Kits, 15 lbs. ..... 70 1/4 bbls., 40 lbs. ..... 1 50 1/2 bbls., 80 lbs. ..... 3 00 <b>Casings</b> Hogs, per lb. ..... 28 Beef, rounds, set ..... 16 Beef middles, set ..... 40 Sheep, per bundle ..... 70 <b>Uncolored Butterine</b> Solid dairy ..... 10 @ 12 Country Rolls ..... 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. ..... 2 40 Corned beef, 1 lb. ..... 1 35 Roast beef, 2 lb. ..... 2 40 Roast beef, 1 lb. ..... 1 30 Potted ham, 1/2 s ..... 45 Deviled ham, 1/2 s ..... 45 Deviled ham, 1/2 s ..... 35 Potted tongue, 1/2 s ..... 45 Potted tongue, 1/2 s ..... 85 <b>RICE</b> Fancy ..... 7 @ 7 1/2 Japan ..... 5 1/2 @ 6 1/2 Broken ..... 4 <b>SALAD DRESSING</b> Columbia, 1/2 pint ..... 2 25 Columbia, 1 pint ..... 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer ..... 3 15 Dewalt's ..... 3 00 Dwight's Cow ..... 3 15 Emblem ..... 2 10 L. P. ..... 3 00 Wyandotte, 100 lbs. 3 00 <b>SAL SODA</b> Granulated, bbls. ..... 85 Granulated, 100lb. cs. 1 00 Lump, bbls. ..... 80 Lump, 145lb. kegs ..... 95 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 10 60 5 lb. sacks ..... 2 00 28 10 1/2 lb. sacks ..... 1 90 28 10 1/2 lb. sacks ..... 1 90 56 lb. sacks ..... 30 28 lb. sacks ..... 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks ..... 24 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> Cod Large whole ..... 7 Small whole ..... 6 1/2 Strips or bricks ..... 7 1/2 @ 10 1/2 Pollock ..... 5 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 <b>Holland Herring</b> White Hoop, bbls. ..... 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. ..... 85 <b>Norwegian</b> Round, 100 lbs. ..... 3 75 Round, 40 lbs. ..... 1 75 Scaled ..... 12 <b>Trout</b> No. 1, 100lbs. ..... 7 50 No. 1, 40lbs. ..... 3 25 No. 1, 10lbs. ..... 90 No. 1, 8lbs. ..... 75 <b>Mackerel</b> Mess, 100lbs. ..... 15 00 Mess, 40lbs. ..... 6 20 Mess, 10lbs. ..... 1 65 Mess, 8lbs. ..... 1 35 No. 1, 100lbs. ..... 14 00 No. 1, 40lbs. ..... 5 60 No. 1, 10lbs. ..... 1 65 No. 1, 8lbs. ..... 1 36 <b>Whitefish</b> No. 1, No. 2 Fam ..... 9 75 4 50 100lb. ..... 5 25 2 40 50lb. ..... 1 12 60 10lb. ..... 92 50 <b>SEEDS</b> Anise ..... 10 Canary, Smyrna ..... 4 1/2 Caraway ..... 10 Cardamom, Malabar 1 00 Celery ..... 15 Hemp, Russian ..... 4 1/2 Mixed Bird ..... 4 Mustard, white ..... 10 Poppy ..... 9 Rape ..... 6 <b>SHOE BLACKING</b> Handy Box, large, 3 d22 50 Handy Box, small ..... 1 25 Bixby's Royal Polish 85 Miller's Crown Polish. 85	<b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rappie in jars. 43 <b>SOAP</b> J. S. Kirk & Co. American Family ..... 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars ..... 3 75 Savon Imperial ..... 3 50 White Russian ..... 3 50 Dome, oval bars ..... 3 50 Satinet, oval ..... 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox ..... 3 50 Ivory, 6 oz. ..... 4 00 Ivory, 10 oz. ..... 6 75 Star ..... 3 50 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars ..... 3 60 Acme, 30 bars ..... 4 00 Acme, 25 bars ..... 4 00 Acme, 100 cakes ..... 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 <b>A. B. Wrisley</b> Good Cheer ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 24 large ..... 4 50 Gold Dust, 100-5c ..... 4 00 Kirkoline, 24 4lb. ..... 3 80 Pearline ..... 3 75 Soapine ..... 4 10 Babbitt's 1776 ..... 3 75 Roseine ..... 3 50 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Fine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 35 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ..... 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand ..... 2 25 Scourine Manufacturing Co Scourine, 50 cakes ..... 1 80 Scourine, 100 cakes ..... 3 50 <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> <b>Whole Spices</b> Allspice ..... 12 Cassia, China in mats. 12 Cassia, Canton ..... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina ..... 25 Cloves, Zanzibar ..... 20 Mace ..... 20 Nutmegs, 75-80 ..... 35 Nutmegs, 105-10 ..... 25 Nutmegs, 115-20 ..... 15 Pepper, Singapore, blk. 20 Pepper, Singap. white. 25 Pepper, shot ..... 17 <b>Pure Ground in Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 28 Cassia, Saigon ..... 25 Cloves, Zanzibar ..... 24 Ginger, African ..... 15 Ginger, Cochinchina ..... 18 Ginger, Jamaica ..... 25 Mace ..... 65 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 20 Pepper, Cayenne ..... 20 Sage ..... 20 <b>STARCH</b> Common Gloss 1lb. packages ..... 4 1/2 @ 5 1lb. packages ..... 6 6lb. packages ..... 5 1/2 @ 3 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels ..... 3 1/2 <b>Common Corn</b> 20lb. packages ..... 5 40lb. packages ..... 4 1/2 @ 7 <b>SYRUPS</b> <b>Corn</b> Barrels ..... 29 Half Barrels ..... 31 20lb. cans 1/2 dz. in cs 2 00 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 1/2 dz. in cs. 2 00 2 1/2 lb. cans 2 dz. in cs. 2 10 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Japan Sndried, medium ..... 24 Sundried, choice ..... 32 Sundried, fancy ..... 36 Regular, medium ..... 24 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice ..... 38 Basket-fired, fancy ..... 43 Nibs ..... 22 @ 24 Siftings ..... 9 @ 11 Fannings ..... 13 @ 14	<b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 40 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> <b>Fine Cut</b> Cadillac ..... 54 Sweet Loma ..... 34 Hiawatha, 5lb. pails. 55 Telegram ..... 34 Pay Car ..... 33 Prairie Rose ..... 49 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> Red Cross ..... 31 Palo ..... 35 Hiawatha ..... 41 Kilo ..... 35 Battle Ax ..... 37 American Eagle ..... 33 Standard Navy ..... 37 Spear Head, 7 oz. ..... 47 Spear Head, 14 1/2 oz. 44 Nobby Twist ..... 55 Jolly Tar ..... 39 Old Honesty ..... 43 Toddy ..... 34 J. T. ..... 38 Piper Heidsieck ..... 66 Boot Jack ..... 80 Honey Dip Twist ..... 40 Black Standard ..... 40 Cadillac ..... 40 Forge ..... 34 Nickel Twist ..... 52 Mill ..... 32 Great Navy ..... 36 <b>Smoking</b> Sweet Core ..... 34 Flat Car ..... 32 Warpath ..... 26 Bamboo, 16 oz. ..... 25 I X L, 5lb. ..... 27 I X L, 16 oz. pails. 31 Honey Dew ..... 40 Gold Block ..... 40 Flagman ..... 40 Chips ..... 33 Kiln Dried ..... 21 Duke's Mixture ..... 40 Duke's Cameo ..... 43 Myrtle Navy ..... 44 Yum Yum, 1 1/2 oz. ..... 39 Yum Yum, 11b. pails. 40 Cream ..... 38 Corn Cake, 2 1/2 oz. ..... 25 Corn Cake, 11b. ..... 22 Plow Boy, 1 1/2 oz. ..... 39 Plow Boy, 3 1/2 oz. ..... 39 Peerless, 3 1/2 oz. ..... 35 Peerless, 1 1/2 oz. ..... 38 Air Brake ..... 36 Country Club ..... 32-34 Forex-XXXX ..... 30 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 26 Cotton, 4 ply ..... 26 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium N ..... 24 Wool, 1 lb. balls ..... 10 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B ..... 15 Pure Cider, Robinson 15 Pure Cider, Silver ..... 13 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels ..... 1 00 Bushels, wide band ..... 1 25 Market ..... 40 Splint, large ..... 3 50 Splint, medium ..... 3 00 Splint, small ..... 2 75 Willow, Clothes, large 8 25 Willow, Clothes, med m 7 25 Willow, Clothes, small 6 25 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case ..... 72 3lb. size, 16 in case ..... 68 5lb. size, 12 in case ..... 63 10lb. size, 6 in case ..... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each ..... 2 55 Barrel, 15 gal., each ..... 2 70	<b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons. 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 Coz. 20 No. 1 complete ..... 40 No. 2 complete ..... 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork lined, 8 in ..... 70 Cork lined, 9 in ..... 80 Cork lined, 10 in ..... 90 <b>Mop Sticks</b> Trojan spring ..... 90 Eclipse patent spring. 85 No. 1 common ..... 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 ..... 85 <b>Pails</b> 2-hoop Standard ..... 2 15 3-hoop Standard ..... 2 35 2-wire, Cable ..... 2 25 3-wire, Cable ..... 2 45 Cedar, au red, brass ..... 1 25 Paper, Eureka ..... 2 25 Fibre ..... 2 70 <b>Toothpicks</b> Hardwood ..... 2 60 Softwood ..... 2 75 Banquet ..... 1 60 Ideal ..... 1 50 <b>Traps</b> 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 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 ..... 9 25 18-in. Cable, No. 2 ..... 8 25 16-in. Cable No. 3 ..... 7 25 No. 1 Fibre ..... 11 75 No. 2 Fibre ..... 10 25 No. 3 Fibre ..... 9 50 <b>Wash Boards</b> Bronze Globe ..... 2 50 Dewey ..... 1 75 Double Acme ..... 2 75 Single Acme ..... 2 25 Double Peerless ..... 4 25 Single Peerless ..... 3 50 Northern Queen ..... 3 50 Double Duplex ..... 3 00 Good Luck ..... 2 75 Universal ..... 3 65 <b>Window Cleaners</b> 12 in. ..... 1 60 14 in. ..... 1 85 16 in. ..... 2 30 <b>Wood Bowls</b> 13 in. Butter ..... 1 25 15 in. Butter ..... 2 25 17 in. Butter ..... 3 75 19 in. Butter ..... 5 00 Assorted, 13-15-17 ..... 2 30 Assorted, 15-17-19 ..... 3 25 <b>WRAPPING PAPER</b> Common straw ..... 1 1/2 Fibre Manila, white ..... 2 1/2 Fibre Manila, colored. 4 No. 1 Manila ..... 4 Cream Manila ..... 3 Butcher's Manila ..... 2 1/2 Wax Butter, short cut. 13 Wax Butter, full count 20 Wax Butter, rolls ..... 15 <b>YEAST CAKE</b> Magic, 3 doz. ..... 1 15 Sunlight, 3 doz. ..... 1 00 Sunlight, 1 1/2 doz. ..... 50 Yeast Foam, 3 doz. ..... 1 15 Yeast Cream, 3 doz. ..... 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo ..... 20 Whitefish, No. 1 ..... 15 Trout ..... 11 Halibut ..... 10 1/2 Ciscos or Herring ..... 8 Bluefish ..... 15 Live Lobster ..... 30 Boiled Lobster ..... 30 Cod ..... 10 1/2 Haddock ..... 8 Pickled ..... 12 1/2 Pike ..... 10 Perch, dressed ..... 9 Smoked, White ..... 12 1/2 Red Snapper ..... 11 1/2 Silver Salmon ..... 12 Mackerel ..... 20 Finnan Haddier ..... 11 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 ..... 7 1/2 Green No. 2 ..... 6 Cured, No. 1 ..... 9 Cured, No. 2 ..... 8 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 <b>Pelts</b> Old Wood ..... @ 25 Lamb ..... 50 @ 1 00 Shearlings ..... 40 @ 80 <b>Tallow</b> No. 1 ..... @ 5 No. 2 ..... @ 4 <b>Wool</b> Unwashed, med. .... @ 22 Unwashed, fine ..... @ 18	<b>CONFECTIONS</b> <b>Stick Candy</b> Standard ..... 8 1/2 Standard H H ..... 9 Standard Twist ..... 9 <b>Cases</b> Jumbo, 32 lb. ..... 10 Extra H H ..... 11 Boston Cream ..... 8 1/2 Big stick, 30 lb. case. 8 1/2 <b>Mixed Candy</b> Grocers ..... 6 1/2 Competition ..... 7 Special ..... 8 Conserve ..... 8 Royal ..... 8 1/2 Ribbon ..... 10 Broken ..... 8 1/2 Cut Loaf ..... 9 Leader ..... 8 1/2 Kindergarten ..... 11 Bon Ton Cream ..... 9 1/2 French Cream ..... 9 1/2 Star ..... 11 Hand Made Cream ..... 17 Premio Cream mixed 14 O F Forehand Drop 11 <b>Fancy—in Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 13 Fudge Squares ..... 13 Peanut Squares ..... 10 Sugared Peanuts ..... 12 Salted Peanuts ..... 13 Starlight Kisses ..... 11 San Blas Goodies ..... 13 Lozenges, plain ..... 10 Lozenges, printed ..... 11 Champion Chocolate ..... 14 Eclipse Chocolates ..... 15 Eureka Chocolates ..... 16 Quintette Chocolates ..... 17 Champion Gum Drops 9 Moss Drops ..... 10 Lemon Sours ..... 10 Imperial ..... 11 Ital. Cream Opera ..... 11 Ital. Cream Bon Bons 12 Golden Waffles ..... 13 Old Fashioned Molass. 13 es Kisses, 10lb. box 1 30 Orange Jellies ..... 50 Red Rose Gum Drops 10 <b>Fancy—in 5lb. Boxes</b> Lemon Sours ..... 60 Old Fashioned Hore- hound Drops ..... 60 Peppermint Drops ..... 60 Chocolate Drops ..... 60 H. M. Choc. Drops ..... 75 H. M. Choc. Drops ..... 10 Dark No. 12 ..... 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops ..... 90 Lozenges, plain ..... 60 Lozenges, printed ..... 65 Imperial ..... 60 Mottoes ..... 65 Cream Bar ..... 60 G. M. Peanut Bar ..... 60 Hand Made Cr'ms ..... 80 @ 90 Cream Wafers ..... 60 String Rock ..... 60 Wintergreen Berries ..... 60 Old Time Assorted ..... 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. ..... 3 75 Ten Strike No. 1 ..... 6 50 Ten Strike No. 2 ..... 6 00 Ten Strike, Summer as- sortment ..... 6 75 Scientific Ass't. ..... 18 00 <b>Pop Corn</b> Cracker Jack ..... 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 35 Azulikit 100s ..... 3 00 Oh My 100s ..... 3 50 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. ..... 1 25 <b>NUTS—Whole</b> Almonds, Tarragona ..... 18 Almonds, Avica ..... 10 Almonds, California sft. shell ..... 10 Brazil ..... 14 @ 15 Filberts ..... 13 Cal. No. 1 ..... 13 Walnuts, soft shelled Walnuts, Chilli ..... 15 Table nuts, fancy ..... 16 Pecans, Med. ..... 13 Pecans, ex. large ..... 14 Pecans, Jumbos ..... 16 Hickory Nuts per bu. Ohio new ..... Cocoanuts ..... Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts ..... 9 @ 9 1/2 Pecan Halves ..... @ 10 Walnut Halves ..... @ 35 Filbert Meats ..... @ 27 Alicante Almonds ..... @ 42 Jordan Almonds ..... @ 47 <b>Peanuts</b> Fancy H. P. Suns 5 1/2 @ 6 Roasted ..... @ 7 1/2 Choice, H. P. Jumbo ..... @ 9 Choice, H. P. Jumbo Roasted ..... @ 10

# Special Price Current

## AXLE GREASE



Mica, tin boxes... 75 9 00  
Paragon ..... 55 6 00

## BAKING POWDER

### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 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

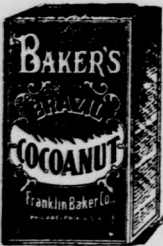
G. J. Johnson Cigar Co.'s bd.



Any quantity ..... 31  
El Portana ..... 33  
Evening Press ..... 32  
Exemplar ..... 22  
Worden Grocer Co. brand  
Ben Hur  
Perfection ..... 35  
Perfection Extras ..... 35  
Londres ..... 35  
Londres Grand ..... 35  
Standard ..... 35  
Puritinos ..... 35  
Panatellas, Finas ..... 35  
Panatellas, Book ..... 35  
Jackey Club ..... 35

## COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
35 1/2 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
18 1/2 lb. pkg. per case 2 60

## FRESH MEATS

### Beef

Carcass ..... 5 1/2 @ 9  
Hindquarters ..... 7 1/2 @ 10  
Loins ..... 8 @ 14  
Rounds ..... 7 @ 8  
Chucks ..... 5 @ 6 1/2  
Plates ..... 5 @ 5  
Livers ..... 3 @ 3

### Pork

Loins ..... @ 14  
Dressed ..... @ 7 1/2  
Boston Butts ..... @ 13  
Shoulders ..... @ 11  
Leaf Lard ..... @ 10 1/2  
Trimnings ..... @ 9 1/2

## Mutton

Carcass ..... @ 9 1/2  
Lambs ..... @ 12 1/2  
Spring Lambs ..... @ 12 1/2

## Veal

Carcass ..... 6 @ 8 1/2

## CLOTHES LINES

### Sisal

60ft. 3 thread, extra... 1 00  
72ft. 3 thread, extra... 1 40  
90ft. 3 thread, extra... 1 70  
60ft. 6 thread, extra... 1 29  
72ft. 6 thread, extra...

### Jute

60ft. .... 75  
72ft. .... 90  
90ft. .... 1 05  
120ft. .... 1 60

### Cotton Victor

50ft. .... 1 10  
60ft. .... 1 35  
70ft. .... 1 60

### Cotton Windsor

50ft. .... 1 30  
60ft. .... 1 44  
70ft. .... 1 80  
80ft. .... 2 00

### Cotton Braided

40ft. .... 95  
50ft. .... 1 35  
60ft. .... 1 65

Galvanized Wire  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

## COFFEE

### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb. ....  
White House, 2 lb. ....  
Excelsior, M & J, 1 lb. ....  
Excelsior, M & J, 2 lb. ....  
Tip Top, M & J, 1 lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

Peerless Evap'd Cream 4 00

## FISHING TACKLE

1/4 to 1 in. .... 6  
1 1/4 to 2 in. .... 7  
1 1/2 to 3 in. .... 9  
1 3/4 to 3 in. .... 11  
2 in. .... 15  
3 in. .... 20

## Cotton Lines

No. 1, 10 feet ..... 5  
No. 2, 15 feet ..... 7  
No. 3, 15 feet ..... 9  
No. 4, 15 feet ..... 10  
No. 5, 15 feet ..... 11  
No. 6, 15 feet ..... 12  
No. 7, 15 feet ..... 15  
No. 8, 15 feet ..... 18  
No. 9, 15 feet ..... 20

## Linen Lines

Small ..... 20  
Medium ..... 26  
Large ..... 34

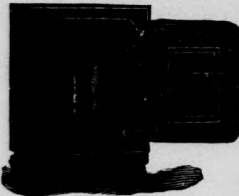
## Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

## GELATINE

Cox's, 1 doz. .... 1 80  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Nelson's ..... 1 50  
Knox's Acidu'd. doz. 1 20  
Oxford ..... 75  
Plymouth Rock ..... 1 25

## SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Thirty-five sizes  
and styles on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

## SOAP

Beaver Soap Co.'s Brands



100 cakes, large size... 6 50  
50 cakes, large size... 3 25  
100 cakes, small size... 3 85  
50 cakes, small size... 1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

## TABLE SAUCES

Halford, large ..... 3 75  
Halford, small ..... 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

FREE



This 25 Key High Grade

# Cash Register

with

1000 Gen. Macomb Cigars  
For \$49.00

Gen. Macomb Cigars are No. 1 quali-  
ty. Put up 50 in a box with handsome  
labels and attractive bands. For further  
particulars address

Favorite Cigar Co.

161 Jefferson Ave. Detroit, Mich.

# FINE CALENDARS

NOTHING can ever  
be so popular with  
your customers for  
the reason that nothing  
else is so useful. No  
housekeeper ever has  
too many. They are a  
constant reminder of the  
generosity and thought-  
fulness of the giver.

We manufacture every-  
thing in the calendar line  
at prices consistent with  
first-class quality and  
workmanship. Tell us  
what kind you want and  
we will send you sam-  
ples and prices.

# TRADESMAN COMPANY

GRAND RAPIDS, MICH.

# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

Another Bargain—\$3,500 clean general stock in Montana, good territory, buildings and lots to be had for \$2,500. Annual sales \$20,000. Write quick. Henry Siegel, 62 Sheffield Ave., Chicago, Ill. 318

For Sale—One of the best meat markets in Holland, Mich. Doing nice cash business. Good reasons for selling. Address No. 317, care Michigan Tradesman. 317

For Sale—Stock of farm implements, wagons, carriages, harnesses, robes, blankets and harness shop. First-class location. No competition. Fine farming country. Terms cash. No trade. Address Y. Z., care Michigan Tradesman. 316

To Rent—Desirable store in Flint, Mich., main street. Good for any business. Size 21x110 ft. Flint Buggy Co., Flint, Mich. 314

For Sale—Only drug stock in town of 500 inhabitants. Sales \$5,000 a year. Stock invoices \$2,000. Rent \$14. Terms cash. Good reason for selling. Address No. 312, care Michigan Tradesman. 312

For Sale or Rent—Lumber yard doing business in the same location thirty years. For rent or sale January 1, 1908. J. M. Ritter, Sedalia, Mo. 311

Great opportunity for party with limited capital stock to buy \$4,000 first-class clothing and furnishing stock. Best location Western Michigan town, about 1,000. Good farming country surrounding. Will sell cheap for cash if taken at once. Address No. 319, care Tradesman. 319

As I am retiring from business, I offer my general stock of merchandise, consisting of dry goods, clothing, shoes, crockery, groceries, etc., at a big bargain. It is the best opening in the United States. Located at Howell, Mich., County seat. Only two other general stores. Will sell whole or 1/2 interest, cash or approved paper. Stock about \$20,000. Can be reduced. Established 25 years and a money maker. Address A. J. Prindle, Howell, Mich. 310

Wanted—A responsible sawmill man with good mill (band mill preferred), and logging outfit, to take full charge of log and saw merchantable timber on 20,000 acres, estimated at 100,000,000 feet, and get out, asy, 3,000,000 hardwood ties. Must have capital to erect and operate his mill, do logging and meet his payrolls until first month's cutting is on sticks or at railroad. Payments monthly for lumber sawed and ties delivered to railroad (on property) under direction owner's local superintendent. Ralph H. Waggoner, 309 Broadway, New York. 309

For Sale—Stock general merchandise, store, barn and blacksmith shop, one acre of land. All in good condition. Stock has not been run down. Six miles from railroad and as good a four corner store as you will find. Reason for selling upon application. Will consider trade for real estate. Lincoln, Drake, Mich. 308

For Sale—14-station Lamson cash carrier system (comparatively new), including 600 feet of track and one horsepower direct current motor. Address the Higbee Company, Cleveland, Ohio. 302

A large beautiful farm for sale, or will trade for stock of furniture or hardware. Address Farmer, care Michigan Tradesman. 301

For Sale—160 acres unimproved land 3/4 mile from station, 2 1/2 miles from good railroad town. McKinley, Alcona Co. Price \$7 per acre. Address Box 233, Garner, Iowa. 300

For Sale—Only department store in town of 3,500. Doing cash business of \$55,000 to \$60,000 annually. Stock in pink of condition. Will invoice \$14,000 to \$15,000. Excellent farming country. 10 miles to any town. Railroad division point with monthly payroll of \$40,000 to \$45,000. Reason for selling, owner died over a year ago, leaving estate to widow who is nearly 60 years old. For full particulars address No. 299, care Michigan Tradesman. 299

For Sale—My stocks of general merchandise at Sebewa, West Sebewa and Sunfield. Can reduce stock at any of these locations if desired. Reason for selling, failing eyesight, which necessitates my curtailing my mercantile business. Stocks are new and clean. Business well established and profitable. This is the chance of a lifetime. F. N. Cornell, Sebewa, Mich. 274

For Sale—Stock of groceries, some dry goods and notions. Invoicing about \$500. A good location. Reason for selling, poor health. Address Mrs. W. R. Rae, Gifford, Mich. 288

Wanted—\$15,000 to \$25,000 stock general merchandise for Hartley Co. Texas land. Address No. 287, care Tradesman. 287

Furniture store room for rent. Good location with established business. Address Bevins & Reese, Corning, Iowa. 286

For Sale—Warehouse, two lots; hundred feet track in good live village; just right for implements, fuel, grain, lumber. Cheap. W. J. Carson, Glenwood, Minn. 285

Do you want a splendid business and a 50 bbl. flouring mill that is paying \$2,500 per year net? Fine farmers trade, excellent reputation in good town in Northern Indiana. Best location, 20 miles to other mills and plenty of good wheat at mill door. Mill just remodeled. Reason for selling, other business. Lock Box 303, Medaryville, Ind. 294

For Sale—Good clean hardware stock, will invoice about \$4,000. Can be reduced to \$3,000. Last year's sales \$1,000. Don't answer unless you mean business. No trade. Address No. 290, care Michigan Tradesman. 290

Exchange my equity of \$2,500 in 12 room flat building in Austin, Chicago, for body of unimproved Michigan lands. Simon Stoffel, West McHenry, Ill. 289

## 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

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. 193

For Sale—An old-established grocery and meat market, doing good business in good location. Will sell reasonable if taken at once. P. O. Box 931, Benton Harbor, Mich. 120

Cash for your business or real estate. No matter where located. If you want to buy or sell address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 961

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 459

For Sale—Clean stock general merchandise and fixtures, invoicing about \$5,000. Building with basements and warehouse for sale or rent. Main sales-room 30x110 feet, heated by furnace. Two churches. Only Academy in state is located here. Splendid farming and fruit country. Good class of associates, morally and intellectually. Case Mercantile Co., Benzonia, Mich. 278

Wanted—Grocery or small general stock, located in a small town in Southern Michigan. Give full particulars and cash price. Address Grocer, care Michigan Tradesman. 282

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—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

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Knies, Omaha, Neb. 951

Large clothing factory wants managers for branch stores. Salary \$1,300. Investment \$1,200. Permanent position. Address Galbreath, Youngstown, Ohio. 210

## HELP WANTED.

Wanted—Experienced window trimmer and ad. writer; permanent position; married man preferred. Address The Fair, Waupaca, Wis. 298

Salesmen wanted to solicit orders for lubricating oils, greases and prepared paints. Must be reliable and furnish good references. Excellent opportunity to right parties. Address The Victor Oil Co., Cleveland, Ohio. 306

## SITUATIONS WANTED.

Wanted—Position by an experienced saleslady. Out of city or in. Address No. 315, care Michigan Tradesman. 315

Wanted—A position as clerk by a middle age christian man. Experienced in general store. Good recommends. Address John Graybill, Clarksburg, Ill. 313

Want Ads. continued on next page.

## Wanted SECOND-HAND SAFES

Grand Rapids Safe Co.  
Grand Rapids, Mich.

If you want to sell your business.

If you want to buy a business.

If you want a partner.

If you want a situation.

If you want a good clerk.

If you want a tenant for your empty store-room.

If you want to trade your stock for real estate.

If you want at any time to reach merchants, clerks, traveling salesmen, brokers, traders—business men generally—

Try a  
Michigan  
Tradesman  
Business  
Want Ad.

**The Grocery Market.**

**Tea**—There have been no changes in price during the week and no developments of any character. From now on until after the holidays the demand will likely be slack, but no recession in prices is looked for. On the contrary, low grades especially can be expected to advance somewhat as the season goes forward.

**Coffee**—Actual Brazil coffee shows very little change during the week. What would happen to the market for Rio and Santos coffee if the bankers back of the valorization scheme felt compelled to call their loans and force on the market the coffee held as collateral is an interesting query. The majority of the trade scout the possibility of such a catastrophe, as it would unquestionably split the market wide open and the bankers might after all be the chief sufferers. Mild coffees are very firm. There is no surplus, with very light offerings. Java coffee is firm at the last quotation and Mocha is steady.

**Canned Goods**—Tomatoes are 2@3c per doz. lower. Corn is firm. Peas are in short supply, with market very strong. Succotash is firm. Pumpkin tends higher. Squash is firm. Asparagus continues at about the same notch. Everything in canned beans is quite strong. In foreign goods, mushrooms are leading the list in advances. Foreign canned peas are almost out of the market. The California canned fruit list shows about the same condition as a week ago. Market is very firm and jobbers say they have difficulty in getting supplies of some kinds. Peaches, pears and plums of all kinds are scarce. Apricots are entirely out of first hands. Gallon apples are steady. All eastern small fruits continue firm and scarce. Pineapple is steady. Canned fish shows no charge from last week and the market continues steady. Reports of scarcity of most grades of salmon continue to arrive. High grade sockeyes and Chinooks are very strong. Red Alaska is steady. Low grade salmon seems to have firmed up some in the last two weeks. All grades of sardines are firm. Cove oysters are strong. Mackerel and herring hold at about the same notch.

**Dried Fruits**—Apricots are dull and unchanged. Currants are doing well, but rule at unchanged prices. Raisins are unchanged. Seeded are scarce and very firm. There have been no deliveries of new seeded yet. Loose raisins are dull and weak. Apples are firm and in light demand. Prunes show a little more demand, but at no advance in prices. The coast people predict an advance, and if the consumptive demand brisks up an advance will probably come. The present demand, however, is light. Peaches are still low, prices being unchanged. There is some demand for export, which is strengthening the market in the face of a dull domestic demand.

**Spices**—Everything is in good supply. Grinders say that pepper is the principal point of interest and the situation in that commodity is growing a little easier.

**Farinaceous Goods**—Rolled oats are firm. Package cereals remain about the same as before. Pearl barley tends to the weak side. Sago and tapioca are steady. Peas and beans are firm. Buckwheat flour has advanced. Cornmeal is steady.

**Cheese**—The extreme high prices have at last had their effect and the result is an instantaneous increase in the supply, as compared with the demand, and a consequent decline of 1/4c. There may be a slight further decline, but the future depends on consumption. Stocks of cheese are considerably below last year.

**Provisions**—There is a seasonably moderate demand for smoked meats and if any change occurs during the week it will probably be a decline of 1/4c. Both pure and compound lard remain unchanged and show an active demand. Barrel pork, dried beef and canned meats are all dull and unchanged.

**Fish**—Cod, hake and haddock are all unchanged and in light demand. Salmon is steady to firm and in fair demand. Sardines are unchanged, the imported brands being in light supply and very firm. Domestic sardines are steady, unchanged and in light demand. There has been no recession of prices, either in Norway, Irish or shore mackerel, as the receipts are still light.

**Movements of Michigan Gideons.**

Detroit, Nov. 12—A. F. Knoblock, of this city, was speaker at the Gideon Hotel Pontchartrain meeting Sunday evening and brought out many new thoughts both interesting and instructive. Twelve Gideons and about twenty others were present and gave testimony, among them being A. C. Pickett, of Chicago.

W. F. Henderson, formerly of Chicago, has removed to Pittsburg, Pa., and resigned from the National Membership Committee.

National Field Secretary C. T. Bower will commence his work in Columbus this week and will work in Ohio and Indiana until about February 1, when he is expected to begin in Michigan.

"Fear God and work" are words of gold,  
Which will forever be enrolled  
As watch words for our coming youth  
By one who grandly lived their truth.

"Fear God and work"—this motto rare  
Was born of virtue and of prayer.  
Its matchless author lived it well  
And working in the harness fell.

"Fear God and work"—to rest He's lain,  
But leaves behind this grand refrain,  
Let us take up the note sublime  
And sound it till the end of time.

"Fear God and work—His silver tongue  
Spoke priceless words to old and young,  
And though He'll ne'er will speak again,  
His blessed teachings still remain.  
Aaron B. Gates.

**DIRIGIBLE WAR BALLOONS.**

It is reported that up in the wilds of the Scotch Highlands a number of British Army Engineers are experimenting with a dirigible war balloon that is expected to eventually astonish the world by its performance. However that may be, it is certain that some of the recent achievements in the way of war balloons have gone a long way towards establishing the dirigible balloon or airship as a sure factor in future warfare.

The performance of the British dirigible balloon in sailing over London and alighting at the very spot chosen for the ending of the flight and the equally praiseworthy performances of French and German war balloons have made it certain that dirigible balloons or airships will in future be included in the indispensable preparations for war.

As might be expected the advent of the dirigible war balloon has furnished an excuse for a number of wiseacres to write a good deal of rubbish about the revolutionizing of the art of war which the balloons will create. They describe how impossible it will be in the future for armies to conceal their plans from the all-seeing eye of the airship. They depict with horror the extermination of a sleeping camp by bombs dropped from an airship hovering above, and they further claim that no battleship, however powerful, will be safe from the dropping of torpedoes from an airship flying so high that it can not be reached by shot.

Now all this is rank nonsense. In the first place a balloon must always remain a delicate mechanism liable to many accidents. It can not fly so high as to be out of reach of hostile shot and at the same time be within proper observing distance of an army or a squadron of ships. It certainly will be no easy thing to drop a torpedo on the deck of a moving warship under any circumstances; whereas, while a dirigible balloon would be maneuvering for a good shot it would be exposed to a perfect storm of hostile projectiles, any one of which would bring disaster to the daring balloonists. While, therefore, the dirigible balloon promises to be a useful instrument in warfare, it is by no means the formidable engine of destruction the wiseacres would have us believe.

**THE SCRAMBLE FOR GOLD.**

Notwithstanding the fact that over \$400,000,000 of gold was taken from the earth last year, the sudden demand from the United States for less than \$50,000,000 from Europe's supply of the yellow metal has been sufficient to force the discount rate of the Bank of England to the highest figure known since the panic of 1873, and the rate of the Bank of France to a figure not experienced since the Franco-Prussian war. This unwillingness to part with supplies of gold when the amount of it in the world is undoubtedly greater than ever before indicates clearly the expansion of the world's trade and financial operations.

As everybody knows full well a dollar of actual gold value will pay

many dollars of debts, hence a certain general stock of gold offers the basis of credit for an enormous volume of commerce. At the same time there is a limit beyond which expansion is not permissible. As the world's supply of gold has increased enormously in recent years, there has been ample warrant for a very considerable expansion in the world's commerce, but recent events, particularly the apparent scarcity of gold, indicate plainly that the expansion business has been overdone and that a period of rest and conservatism is necessary to restore a healthy equilibrium.

As the whole world is now practically on a gold basis, it is but natural that each country should seek to re-enforce its supply of gold held as security against its obligations. As always happens in periods of stringency, a good supply of the precious metal has probably gone into hiding, to reappear again gradually as confidence is restored. This reappearing gold, as well as the new supplies of the precious metal that will come out of the earth, will, in time, relieve the situation, but in the meantime there will have to be a temporary halt in speculation.

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

Buffalo, Nov. 6—Creamery, fresh, 26@28c; dairy, fresh, 22@26c; poor to common, 18@20c; rolls, 20@25c.

Eggs—Strictly fresh, candled, 28@30c; cold storage, candled, 19@20c.

Live Poultry—Springs, 10@13c; fowls, 10@12c; ducks, 12 1/2@13c; old cox, 8c.

Dressed Poultry—Iced springs, 12@13 1/2c; fowls, 10@12c; old cox, 9c.

Beans—Marrow, hand picked, \$2.25@2.35; medium, hand-picked, \$2.25@2.30.

Potatoes—White, 55@60c per bu.; mixed, 50@55c. Rea & Witzig.

**Incorrigible.**

In a certain school of Washington there was one lad who would persist in saying "have went."

One day the teacher "kept him in," saying:

"While I am out of the room you may write 'have gone' fifty times."

When the pedagogue returned he found that the boy had dutifully performed the task, having written "have gone" fifty times. On the other side of the paper, however, was this message from the absent one:

"I have went.

"John White."

**BUSINESS CHANCES.**

Cigar salesman wanted. Experience unnecessary. \$100 per month and expenses. Peerless Cigar Co., Toledo, Ohio. 324

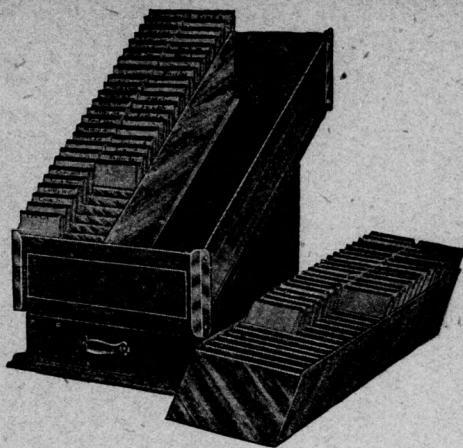
Wanted—Position by married man, capable of taking charge of general store. Ten years' experience. Good references. Address No. 320, care Michigan Tradesman. 320

Will pay 10 per cent. on \$1,800 for one year, good security. Address Lock Box 121, Kenosha, Wis. 322

For Rent—In the city of Battle Creek, suburban grocery property, established 24 years. A good opportunity for the right man to make money. Address Will C. Humphry, Jr., 250 Upton Ave., Battle Creek, Mich. 321

For Sale—First-class flour, feed and coal business in city of 5,000. Good reason for selling. Enquire of Parker & McLaughlin, 118 West Lovett St., Charlotte, Mich. 323

## Take No Chances Use The Keith System



A view of our No. 100 Keith System with one tray removed

It is not a dangerous loose slip system.  
It has no delicate springs or hinges to get out of order and cause annoyance and expense to its users.  
It is made of metal throughout and is designed to last a lifetime.  
It never needs any repairs and is distinctly in a class by itself, therefore you

### Take No Chances

When you install the Keith System, we give you our Individual Book System and stand back of it to prove its merits.

Some Loose Slip System manufacturers are even litigating, at the present time, about delicate springs and hinges which are troublesome and expensive features of their system at the most, and you should, therefore, take no chances on becoming involved in trouble on this score.

This is the one thoroughly practical system on the market that does your book-keeping with a single writing.

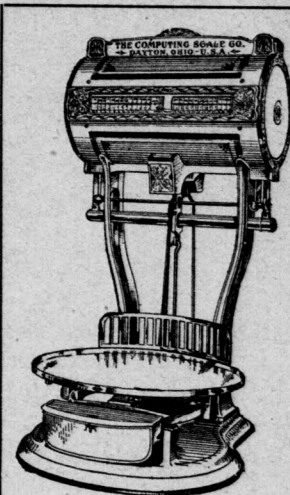
**The Simple Account Salesbook Co.**  
1062-1088 Court Street Fremont, Ohio, U. S. A.  
Sole Manufacturers, also Manufacturers of Counter Pads for Store Use

## Cut Down Expense

ELECTRIC CARS are cheaper to operate and give quicker and more satisfactory service than horse or cable cars. At a great cost the old equipment has been disposed of and the lines remodeled and brought up-to-date and are now run with the greatest efficiency and least expense.

CONTINUAL LOSS is endured by users of old style pound and ounce scales and a brief comparative test with a modern MONEY WEIGHT SCALE will convince you of this fact.

BLIND WEIGHING is the chief cause of downweight and overweight. It can and should be avoided. Use a scale which tells you at all times just how much more is needed to secure actual weight or money's worth.



The new low platform No. 140 Dayton Scale

MONEYWEIGHT SCALES are made for the express purpose of eliminating losses of all kinds and a brief examination is all that is necessary to show how they do it.

Send in your name and address and let us prove the statement.



**Moneyweight Scale Co.**

58 State St., Chicago



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.

## What Is the Good

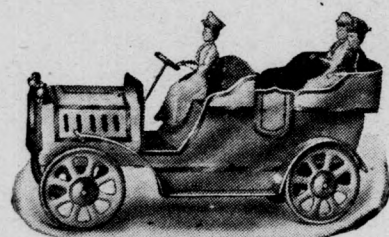
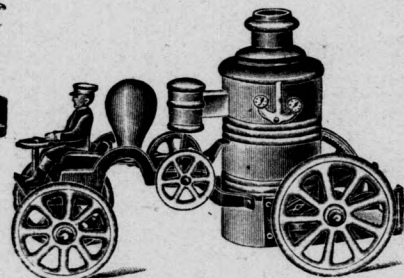
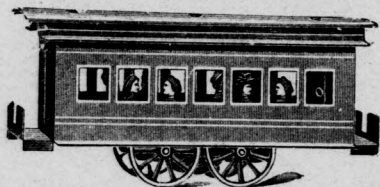
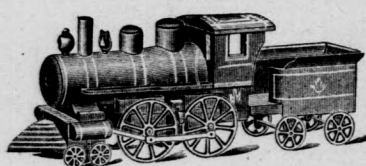
Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

**Tradesman Company**  
Grand Rapids

# Holiday Stocks Still Complete

Notwithstanding the heavy selling which has been going on for the last months, we are pleased to announce that our lines of "Holiday Merchandise" are as yet unbroken, so that we are still in fine shape to fill your orders complete. If you have not yet bought your holiday stock, we would advise you to come as early as possible and view our magnificent display, the best we have ever shown. If you cannot come in person, order some of the assortments enumerated below. They are carefully selected and sure to give satisfaction. Detailed lists of assortments mailed on request.

## FRICITION TOYS FOR YOUR WINDOW DISPLAY



### Assortment of American Friction Toys

10 Large  
Toys for **\$5.00**

This assortment contains ten of the most rapid sellers in this line of popular toys. They are the strongest toys ever put on the market and will run on the carpet as well as on the sidewalk. They will make a fine window display during the holidays. Retail price 50c and \$1.25.

## Holiday Assortments for Busy Merchants

### "Bonanza" Assortment **\$11.79** Fancy Novelty Baskets

consists of 78 handsome and very popular basket novelties with hand painted celluloid covers and other decorations. Retail from 10 to 50 cents.

### "Gold Nugget" Assortment **\$10.57** Gold Plated Novelties

A splendid variety of first-class sellers that will pay you a handsome profit.

### "Top Notch" Assortment **\$47.64** Brush-Comb-Manicure Sets

comprises 36 different sets in ebonoid, rosewood, genuine French stag, gold and silver plate, china, etc.

### "Lucky Strike" Assortment **\$20.93** Genuine Rich Cut Glass

consists of genuine brilliantly cut glass bowls, pitchers, oils, tumblers, celery trays, etc.

### "World Beater" Assortment **\$24.70** Fancy Celluloid Case Goods

comprises a large variety of toilet cases, shaving sets, jewel boxes, cuff and collar boxes, etc., that retail at various popular prices.

### "Money Maker" Assortment **\$13.50** Five Cent Toys

This assortment contains no less than 36 dozen carefully selected five cent toys. No stickers.

### "Record Breaker" Assortment **\$28.80** Ten Cent Toys

contains 36 dozen articles of rapidly selling 10 cent toys representing no less than 44 distinctly different kinds.

### C4117 Assortment **\$10.50** Decorated 10c China

contains 12 dozen everyday sellers in real china, such as creamers, bowls, plates, mugs, etc. Two styles of decorations.

### "Champion" Assortment **\$31.00** 25 Cent Toys

There are no less than 37 distinct kinds of toys in this assortment, every one of which is a proved seller. Contains 16 dozen and pays a profit of \$17.00.

### "Toyland" Assortment Dolls **\$33.47**

comprises 36 different styles and sizes of dolls, covering every range of price from the penny baby up to the \$1.00 dressed doll.

### "Gilt Edge" Assortment **\$47.28** Decorated China

contains a splendid variety of high-grade salad bowls, cracker jars, cake plates, nut dishes, bonbons, etc.

### "Venetian Scenery" **\$10.50** Porcelain Tableware

Twelve dozen pieces underglaze decorated English porcelain tableware. Border design and warranted not to craze.

We Make  
No Charge For  
Package and Cartage

## 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  
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